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PSYCHOLOGY

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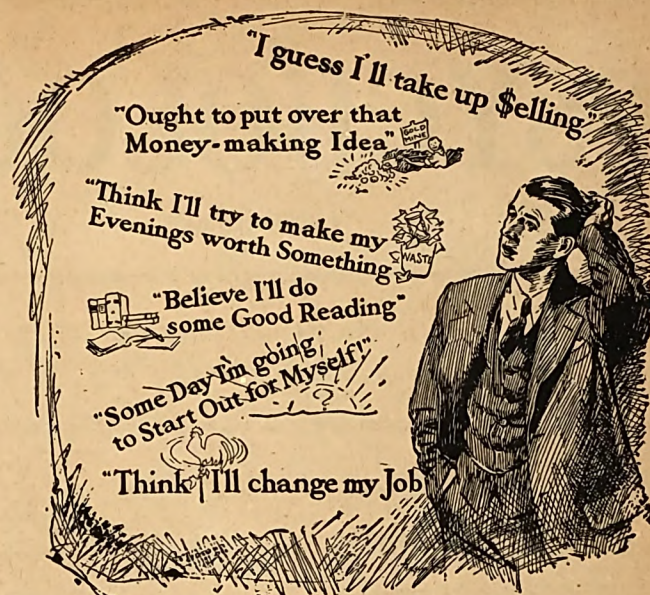
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Published monthly by RESOLUTE PUBLICATIONS, INC. Executive, Business and Editorial Offices, 404 Fourth Avenue, New York, N. Y.

I. W. Ullman, President; F. Z. Temerson, Vice-President and Secretary; Herbert Mensch, Treasurer; Irene Kenney, Circulation Manager.

Entered as second class matter October 12, 1935, at the postoffice at New York, under the Act of March 3, 1879.

Additional entry at Richmond, Va.

Subscription price \$3.00 per year. Canada, \$3.00. Foreign, \$4.00. Subscribers may send remittance by check, money order or registered letter. Please notify promptly of any change of address, giving as well as new address. Telephone: Murray Hill 3-8255.

All manuscripts submitted must be accompanied by self-addressed, stamped envelope. No responsibility is resumed in case of loss.

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Advertising Director: S. F. Nelson, 404 4th Avenue, New York, N. Y.
Midwest Representative: F. W. Henkel, 75 E. Wacker Drive, Chicago, Ill.

JANUARY, 1938

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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 unreasonable-ness 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 unhesitatingly 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 starting 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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W'AKE! For the rising sun
Kisses the hills!
The Lord of Day appears,
Bathing with light
All this world in which we live
and breathe and hope!
There's no more dark,
No whisper of the dark,
Nor murmuring of night,
To mar this splendid day!

Wake! for the crimson beams
Blot out the stars!
The call of new achievement
Comes with the sun—
And faith and hope and courage
thunder to be heard,
The day is here!
No hour for sleep is this,
Instead a time to dare—
And *do* what light inspires!

A Goal and the New Year

*"He was going to be all a mortal should be—tomorrow
No one should be kinder or braver than he—tomorrow. . . .*

*"The greatest of workers this man would have been—tomorrow
The world would have known him had he ever seen—tomorrow
But the fact is, alas, he faded from view
And all that he left here when living was through
Was a mountain of things he intended to do—tomorrow."*

A POPULAR song includes: "Resolutions, yes, we make them. Not to keep them but to break them. For we're only poor mortals, after all." St. Paul had something of this in mind when he asked: Why do I do the things I would not do, and why do I not do the things that I would do?

To the scientific student of the mind it is quite evident *why* we do things that our better judgment condemns and why, so often, we fail to carry out resolutions that we specifically had outlined. Rare indeed is that individual who is quite free from the race habit of procrastination. And the habit, of course, strengthens with use.

While we cannot expect all growth at once, we necessarily must select an important goal for ourselves for the coming year, and why not the one of overcoming and throwing out of our consciousness, this despicable thief of time, money and even character—procrastination?

Of course no one ever saw tomorrow. The individual will never realize anything but today. True it is that we can look back, even live in the yesterdays—in past pleasures or sorrows, defeats or triumphs—but we surely are wasting time while so doing and the habit can profit us nothing.

BUT if we have been losing ground by this procedure, let's not condemn ourselves, but aware that the only possibility of satisfaction comes in the efficient use of the *now*, let's be wise and follow up our knowledge. If we make but one resolve at the beginning of this new year, and that resolve consists of making each day count in bringing us a little nearer to this goal we have set for ourselves, we will greet 1938 with happier faces.

Learn to do the things that you want to put off. Learn to do them promptly whether you want to or not, for the greatest trouble and the most unhappiness is borne witness to by the man or woman looking back over long lives with absolutely nothing to point to, nothing about which to feel gratification or satisfaction in having accomplished.

As students of psychology, we know that through positive, powerful suggestion given to the subconscious mind, we can arouse the real desire and the real alertness necessary for the attainment of any goal. If you do not, at the present time, feel sufficient urge to reach the goal, begin now—tonight—impressing upon your subconscious the realization that "I do desire to accomplish this particular thing and I know that I can."

THE reason that, comparatively, there are so few strong and outstanding individuals is that there are so few persons who definitely set goals and stick to their objective. Someone has said that for one to reach his goal of attainment, he has only to follow the simple example of the foxhound—that determined little animal who, when he starts after a fox, can never be drawn aside no matter how many animals cross his path.

He does not stop to chase a passing rabbit, nor is he inveigled by any alluring scents. He has set out to trail the fox and nothing but that objective attracts or is even known to him. He keeps his nose to the ground until he reaches his fox.

No failure in accomplishing need give us discomfort—except that failure which is brought about by forgetting what we really are aiming at in life—the foolish taking time off to chase the "rabbits" that will almost invariably cross our main trail, thereby getting us sidetracked. It is these varied, and most times quite unimportant "rabbits" that make us procrastinate and "double back" until we have lost the power and opportunity to get that which would really count and would bring us substantial happiness.

Most of us aim rather high, but because our attention is so scattered we forget to pull the trigger and the aim has proved futile. But here's a new year. Let's not only select our goal and aim high. Let's stay on "this one thing I do" job attitude and we'll know then, the exact and right moment to pull the trigger!

After-Forty Chances

How to Make New Careers

PROBABLY you think you live in one world, in one country, under one flag, in one civilization. All wrong! That's a common error of childhood carried over into mature years. You dwell in a planet whose surface is peppered with thousands of little worlds, many of them rubbing elbows all the time without ever realizing it.

In a single New York street that is less than a quarter mile long, I can take you into a score

fortune and almost everybody's misfortune—that each of us is born in one of these little worlds, grows up in it, learns its language, and thinks its thoughts. By the time we pass forty, we harden in these ways and honestly fancy that our world is the real one, while all others are fairy tales. So, if our world fails us and we must rebuild our fortunes, we cannot see the opportunities that swarm in all these thousands of other worlds. . . .



A score of worlds in a single New York City block.

Nobody knows exactly what kinds of skills are required in even a hundred fields. . . . Now isn't it plain that this bad state of affairs works to the disadvantage of the young and a little to the advantage of those of us past forty? For the young know much less about their own personal abilities and urges than do the older. Each passing year opens our eyes to our magnificent unfitness for certain work and our growing preference for some other kind.

of worlds. One is the fisherman's. In a cool, still shop you meet men grown gray in the art of shaping bamboo poles and hooks of a hundred curvatures, each designed to hold one finny species. Here you listen to a foreign language in which now and then you recognize words apparently English: lilly hooks, chum, drag line, and other gibberish. Across the street is a still odder and smaller world: The universe of the fireworks manufacturer.

In the same block, you find the queer world of the radio, the queerer world of the maker of Catholic images and rosaries, the world of men who design ornamental iron fences, the world of men who distribute magazines to newsstands everywhere, and many more. There is hardly more contact and understanding between any two of these island universes than there is between you and the Grand Lama of Tibet.

Now, it is your misfortune—and my mis-

After forty the road clears up ahead. You begin to know what you truly want, truly need, and can accomplish naturally. Fading are the idle dreams, the false ambitions, and the misjudgments of earlier years. . . . You are sure of a number of things about yourself. . . . At least you know you can't be a parachute jumper or a brain surgeon or a horse trainer. And that narrows the field and levels off the road ahead. By persistent elimination, you finally get down to Brass Tacks.

A Brass Tacks job, a Brass Tacks career and an Abundant Life of Brass Tacks all become more visible and, for the energetic, more attainable than in the tender years. . . .

In these days of uncertainty, it may be wise to move in a direction opposite to that which the crowd happens to be taking. Whether the crowd is driven by greed, by excitement, or by fear, the rule seems safe.

by WALTER B. PITKIN*

When ten thousand people are all trying to get or to do the same thing at the same time and in the same place, plainly your chances aren't very good. When ten thousand people walk out, the odds that the lone prospector who comes in behind them may find something worth picking up, look good to me.

Think over the philosophy of the covered wagoneers before you decide on your next move. Is the soft-coal business terrible? Well, that may mean that for a few who defy popular trends it will prove excellent. Is air conditioning one of the great booms of the year. Then possibly it is a good thing for you to shun. The crowd may already be too thick.

THAT'S what Carl Laemmle probably thought when, at forty, he was advised to continue a career in the clothing business. Instead, he shrewdly observed a magnificent opportunity that most businessmen had completely ignored.

So life began at forty—and a career and a huge fortune—for Carl Laemmle, founder of Universal Pictures and for many years its dominant personality. In his thirty-ninth year he was still plugging away as manager of the Stern Clothing Company's store in Oshkosh, Wisconsin. This was the peak to which he had risen after years of toil as a clerk and salesman in the clothing business. He was eager to make good, so he gave special attention to advertising and promotion problems. He subscribed to a mail-order promotion service run by the Cochrane brothers in Chicago . . . into Cochrane's office walked a little fellow who said with quiet determination: "I'm Laemmle. I've resigned. Now what shall I do?"

Cochrane started inquiries, all of which took time. So Laemmle filled in his idle days seeing the great sights of Chicago . . . he witnessed a stream of people pouring into a queer amusement place—they called it a nickel-odeon. Admission, one dime.

Laemmle watched the torrent of dimes. He wanted to get into that kind of a business. Cochrane was cautious. "Better check up on it. Here's how. Stand in front of the place and count the people who pay dimes. Then let's analyze the results."

For two long winter days Laemmle stood on the sidewalk counting people and dimes. He also kept a record of the busy and the idle hours, and of the kinds of people who came. With this record he argued the doubting Cochrane into the motion-picture business. And from their first little show house at 900 Milwaukee Avenue, on Chicago's west side, the pair climbed the shaky redhot ladder to the high heavens of Hollywood. And they began the climb before the crowd had gathered.

* * * *

Now let's get back to you.

You are a miner. You decide to go prospecting again. You pack your kit and start off. You have been living of late two blocks east of Broadway. Now let's be honest. Would you begin your prospecting at Broadway's golden curb? Would you sink your eager pick into Broadway's pavement?

Why do I ask such silly questions? Simply because most people on earth do this very thing. They start seeking fortunes on the most heavily traveled highways, where tens of thousands be-

"Hurry"—the watchword of present-day civilization.



*Author "Careers After Forty" Whitesey House.

fore them have hunted for a lucky strike. But where so many have hunted, hunting cannot be good. Where all anglers have fished there cannot be good fishing.

Gold lies where miners have not yet arrived. This is true of every other precious thing, too, except in that lovely world of pure delight, the world of aesthetic experiences. The first spectator of a sunset does not reduce its beauty for late arrivals. But the law of profits is not the law of beauty. Men gain most in material things by taking while the taking is good. It ceases to be good when everybody has taken what he can get out of fortune's pot.

* * * *

Your first step is to try to think of yourself as a commodity to be sold. This product—you—has certain advantages over other competing products. And it has certain disadvantages, too. But pass these up for the moment.

You begin analyzing yourself as a human product in the market for a buyer ready to pay a fair price for the right commodity. You make a list of every asset of yours you can think of. Include in the list such personal assets as good intelligence, adaptability, the ability to get along well with people, neat appearance, and the like. Above all, emphasize every asset that accompanies age: good judgment, reliability, persistence, etc. Next go on to vocational assets. List here every skill, ability, and interest you can think of. Do you write well? Then put it down. Are you skilled in mathematics? Are you a good teacher? Make this list as long as you can. Then finish up with avocational assets—hobbies and personal interests.

Now make a similar list of your liabilities, personal and vocational. List such personal liabilities as, perhaps, slight deafness, a feeling of inferiority, an inclination to postpone work, difficulty in taking orders, etc. Your vocational liabilities may include certain rusty skills (like

slowness in taking dictation, if you're a stenographer, or fading memory of certain formulas and techniques, if you're an engineer, etc.).

Next, make up a list of the types of work you are qualified to do well—or for which you could and would train yourself soon. Then make a list of every individual and organization within interviewing distance that does the type of work for which you are fitted.

Finally, compose a letter in which you offer your services for some specific kind of work done by your prospective employer. Emphasize your abilities, and soft-pedal your debits, while privately resolving to overcome as many of these as possible. Request an interview with the person to whom you write at his convenience. Do *not* say that you are out of work. Do *not* volunteer to do any kind of work. Do try to sell yourself as a better product than similar ones now on the market. And tell your prospect why you are better—but without bragging, of course.

Before finishing the final draft of the letter, have some business friend read it over and make suggestions.

Then shoot!

* * * *

Make all your conversations brief and businesslike, and be guided always by the other fellow's interest in what you have to say. Drop the matter before talk lags and interest wanes.

Build up as many new contacts in your proposed career as you can. Work goes much more by friendship and personal interest than in the old days of easy competition.

You see, it boils down to that much abused word, initiative. The best way to find the open road to a career is the old American way: Go pioneering on your own with a vengeance and with everlasting open-mindedness, patience and determination. But utilize the techniques just set forth. They will help you to avoid wasting energy and time.



Are You Socially Adjusted?

How Nervous Ailments Affect Personality

by A. A. BRILL, M. D.

FUNDAMENTALLY it is the social factor that decides whether a person is sane or insane. Originally we paid very little attention to such mild conditions as the one described, but with the advance in the study of mental science we have learned to diagnose them.

The scientific study of insanity is quite recent. To be sure, the insane have always existed and we have always had to cope with them but we really knew very little about them. Physicians diagnosed them as suffering from symptoms

people are constantly afraid that they are going to die. There is an over-abundant amount of emotion placed on one idea and this idea taking possession of the person constitutes a symptom.

The number of people suffering from nervousness is enormous; it is difficult to state figures here. In the field of the psychoses, however, we are not so handicapped. According to reliable statistics, two out of every 1,000 people are insane. In the United States we have 250,000 lunatics in asylums alone. We must re-

Dr. Brill is internationally known as one of the pioneers of psychoanalysis—that important science which has done so much to revolutionize the world of psychology, and has opened up new fields of healing measures for mental and nervous diseases. . . . Dr. Brill has translated into English a number of the chief works of Sigmund Freud, the founder of the psychoanalytic movement. . . . He is himself the author of some of the clearest and most helpful books on the subject. . . .

such as melancholy or mania, which today mean as much as a cough and fever.

We can now diagnose not only whether a person is insane, but whether he will recover, how long it will take him to get well, etc. Mental diseases were first really put in modern form by a German psychiatrist from Hiedelberg, Dr. Kraepelin. Then many physicians took up the study, and from the pronounced mental diseases, they went to the milder mental diseases, the so-called nervous cases.

Nervous diseases are just as much mental as the insanity cases, but the difference is again social. A nervous person may suffer the tortures of the damned and generally keep it to himself; usually only his intimates know it, and he rarely becomes a problem to society. Far from leaving his wife, she may be the only one to whom he tells his troubles. He is not dangerous socially. A nervous individual is one, who, for some reason or other, attaches too much feeling, too much emotion to certain ideas or organs, and because there is too much feeling there, he conceives it to be troublesome.

Take for instance a person who is forced to think all the time obsessively, as we say, of the problem of death. The average person also sometimes thinks of death but certain nervous

member that there are fully as many at large. New York has many thousand in asylums and it costs the State considerable money, but even more funds are needed.

As in the case of the insane, so in the nervous, we first treated symptoms. The doctors who saw most of those cases did their very best to help them and prescribed every new drug that came out. In China in the olden times when a medicine man wished to produce vomiting in a person he jammed something very disgusting deep into the patient's throat, which, with the addition of tickling the palate, worked. Modern physicians, when the nervous patients continued to come and showed no tendency to drop the symptoms, hit upon a few drugs that were very disgusting, prescribed them, and in a short time the patients became tired and disgusted with using them and got well—at least so the doctors imagined. . . .

Such nervous people hardly ever really got well. They improved, or consulted other physicians, or took up mental healing, but the nervous state remained. Years ago in Paris, I went to a hospital where they treated nervous or hysterical women by putting them in isolation. They were confined in comfortable rooms but no one was allowed to talk with them. They

were supposed to remain there until they got well. When my curiosity got the best of me, I asked one patient how long she had been there, and she said:

"This is the seventh time I have been here. I get very tired of having no one to talk to, so I go home." She also informed me that she received the same kind of benefit from medicines and hypnotism, etc. In fact this patient had the same experiences in Paris that others have in New York and elsewhere. When medicines are no longer efficacious, other methods are tried with the same results.

Years ago a famous physician, abroad, decided that electricity would be good for nervousness. The net result was the same as before. . . . A nervous person can be influenced by anything for the time being, so much so that he swears by the new "remedy." But a week or month later the charm is gone. The trouble was that, as originally in the cases of the insane, *symptoms* were treated, and the results *could* only be temporary.

Psychoanalysis has revolutionized the study and treatment of nervous and mental conditions.

We knew very little about the deeper processes of the mind until Professor Freud made his discoveries. After years of patient and laborious investigation Professor Freud found that there are quite different pictures behind all these ailments, that they are produced by emotional experiences, and that if a person goes through something painfully disagreeable, he can get a headache or a heartache which may continue forever. I have seen people who had hysterical symptoms, which we removed by tracing them back to *an occurrence of sixty years before*. In tracing back nervous conditions we learn to understand the human mind, and then realize that man is not a free agent, in the psychic sense that all his actions, normal or abnormal, are strictly motivated by his past life.

Freud has come to the conclusion there is nothing accidental in mental life. If an individual has a certain idiosyncrasy of dress, or gait, or speech, we know that this has been determined for him by early experiences and impressions

Locke says that at birth a mind is like a blank slate upon which nothing is written but upon which every single experience and impression from birth on is indelibly recorded. There is nothing in the mind that you have not seen before.

In this way we learn the sources of hallucination. Of the thousands of lunatics I have studied I have never seen two with the same hallucinations. This fact is of course made possible by the incalculable, almost inconceivable number of total impressions on these thousands of individual minds.

It is constantly being charged that psychoanalysis deals too largely with matters of sex. People say that whenever they think of psychoanalysis they think of sex. We need not be ashamed of that. If we can bring thought to bear on something that has been buried and ignored and so remove the phantoms from disordered minds and heal the wounds of troubled nerves, we know our work is justified.

We consider sex perfectly natural and a great factor in life. But we know that people who are brought up according to strict religious dogma and under strict social conventions are taught that it is not right nor decent to think about sex. Alienists and specialists in nervous disorders find in their investigations that the vital force of sex cannot be ignored. It is the most powerful force in human life and must be dealt with rationally, according to all the most firmly established facts of science.

Knowing as we do, much about the forces and experiences that cause insanity, we know how insanity may be prevented, and how neuroses may be cured. In other words, with psychoanalysis we have found the intimate secret processes of mental reactions, and by understanding them we proceed precisely as other doctors who investigate microbes. When the nature of typhoid bacilli was understood it was possible to prevent the spreading of typhoid even in such a congested population as that of the city of New York.

So, with the new understanding of the causes of mental and nervous disorders it is becoming increasingly feasible to prevent them.

Value of Temptation

“WE cannot have too much temptation in the world. Without contact with temptation, virtue is worthless, and even meaningless. To face temptation and reject it may be to fortify life; to face and accept temptation may be to enrich life. But he who cannot even face it is not fit to live, for temptation is an essential form of that conflict which is the essence of life.”—*Havelock Ellis*.

"Here AND There"

PSYCHOLOGY IN THE NEWS

Fear Causes Hypertension

EMOTIONAL tension has a specific relationship with high blood pressure, according to Dr. Karl A. Menninger, noted psychologist of the Menninger Clinic at Topeka.

"Hypertension (high blood pressure) might be expected in a patient whose early childhood was threatened by poverty or other disaster whereby he was forced to enter into a premature self-reliance which later shows itself with more or less external success but with a constant internal anxiety set up by actual or fancied threats to his security," explained Dr. Menninger.

He described patients with hypertension as "Characterized by an external poise, often gentleness and amiability, beneath which there exists a strong under current of fear which arises from the existence of strongly repressed aggressions, usually dependent upon resentment over threats to the patients' dependent security."

In the treatment of hypertension, he urged "a passive conversational approach" to the patient, and said that "instead of forbidding exercise to a hypertension patient it should often be recommended; instead of prohibiting work it should be insisted upon."

Fordham's "Utopian School"

TEN children of the toddler age have been enrolled in Fordham University's Department of Psychology. The youngsters, five boys and

five girls, from three to five years of age, have passed physical and psychological "entrance" examinations.

While the children develop under the principles of Dr. Charlotte Buhler of Vienna, world-famous psychologist, adult students of the course in child psychology will observe them unheard and unseen behind a one-way screen. The children will not be scolded or spanked. Fordham has had child guidance clinics for children afflicted with behavior problems, but this is the first time that students have had opportunity to watch normal children progress in accordance with the principles of Dr. Buhler, whose credo may be expressed as follows:

"Don't force a child's development; let it come naturally. There is talent in every child. Guide it when it appears. Nature varies the pattern of every individual."

Jung Criticizes Parents

PARENTS who rear their children according to the mandates of a book on psychology were sharply criticized recently by Dr. Carl G. Jung, professor of analytic psychology at Zurich University, Switzerland, who is making a lecture tour in America.

Dr. Jung described the mother, who, catching her child in a misdemeanor, has tossed the culprit over her knee and has raised a hand to administer the first whack of traditional parental punishment. "Suddenly her hand falls slowly to her side," Dr. Jung (*Continued on page 54*)

Six Youngsters of Fordham University Child Control Study Group.



Dorothea Brande

The Author of "Wake Up and Live" Tells How to Release Unused Powers

DOROTHEA Brande, awakener! Woman who has revealed to millions their unused powers of effective thinking and successful work. Signpost on the road to achievement. I spent an inspiring hour with her in her penthouse home of many windows that looked far to the northern point of Manhattan and across East River to Long Island. Over her long glass of iced coffee and my cup of hot tea with lemon we talked of how lives can be doubled, tripled, quadrupled in working value, while her wire-haired fox terrier Rudy wailed softly outside the French door, or was admitted occasionally to sniff and lie at our feet.

Mrs. Brande, author of the persistent best seller, "Wake Up and Live," had returned from Europe, then a dash to Bar Harbor, to visit her parents, and was settling to the task of preparing the manuscripts of a novel and a book of essays for clamorous publishers.

The book that has stirred countless persons to new efforts and through those efforts to new realizations of their power to achieve, is autobiographical. Though she was not quite aware of *that* truth when she began to write it.

"My own need came to me with a bang," said the vigorous woman with the wide shoulders, the long, rippling bob of brown hair and the earnest, gray-blue eyes with their habit of frequent smiling. "It was exasperation with a woman of fine talents who had given me excuses for not pursuing her writing, that started me on the road of thought that led to my book. The demands made upon her time by friends and relatives. The conditions of her glands. What not?"

Imagination, Reason, Will

"TO her and to my other pupils in writing fiction I had taught that the three controlling faculties in our lives are imagination, reason and the will. I led them to write stories in which the chief character was strongest in one of these faculties and weak in one or both of the others. The man who was strong in imagination and lacked the reasoning habit or the woman who exercised her endowment of reason but not of will. I discovered the lack of

one trait or the other in my pupils and admonished them.

"Then it came to me that what some of them lacked, I did. 'My imagination is active and well might be curtailed' I decided, looking at myself in a mental mirror. 'Reason by no means so strong that it cannot be built into greater strength. But *will*—I was appalled when I realized my enormous deficiency in that.'"

Dorothea Brande, of old New England family that stemmed in England, had been something of a Spartan in her attitude toward herself. If she committed a fault she imposed a penalty. "Since you did that you shall have none of this" she said in stern self rebuke. Yet she discovered that in the years of her sub editorship of *The Bookman*, and in handling classes in writing, she had developed the attitude of excuse from doing anything more. She had done enough. She wanted to enjoy the society of her friends. She wasn't very well. She liked her cigarettes. And many glasses of iced coffee. And bridge. But when she listened to the excuses of the woman who exasperated her she finally heard the echo of her own thoughts.

Therefore the book that, unlike some volumes dedicated to inspiration, is no assemblage of borrowed platitudes, "Wake Up and Live" is the clearest product from within that I have read. She devised twelve commandments that she calls disciplines.

In obedience to one of them she taught a class in fiction writing and wrote a book on the subject. A second act of obedience to the disciplines was a lecture that she was disinclined to give. It led to the elaboration of the theme into a book which besides helping millions brought her fame. "Wake Up and Live." A clarion call for the development of those ninety per cent dormant faculties that William James said exist in most human beings.

A philosopher who gave Mrs. Brande an impetus forward and upward to achievement was F. H. Meyers, in his book, "Human Personality." He had said that the removal of inhibiting shyness is "a purgation of memory" *releasing the energies that have been held back by recollections of past failures.* The words gave an il-

Awakener!

Interview by
ADA PATTERSON

lumination that has not been dimmed since, two years ago, Dorothea Brande awoke and began living to her utmost capacity.

* * * *

The painful results of efforts that failed "by an easy act of imagination" can be purged from the memory, Mrs. Brande says. Then follows an accession of energy in a mighty flood.

While meditating upon her own life that seemed to others successful but she knew was not to its fullest measure, Mrs. Brande made the discovery that there is in the lives of failure, or those who are only in part successful, "the will to fail." She told me of the son of a celebrated author who had an undoubted talent but who wrote little. "He said he had been psychoanalyzed and had discovered the root of his trouble. He had a 'resistance to writing.' He was satisfied with that. He had a 'resistance.' He stopped trying to write." The author of "Wake Up and Live" looked disdainfully at the invisible weak brother in letters—the individual who was satisfied with the discovery of his "resistance."

Her eyes clouded with a mist of sympathy while she told me of one testimony to the principles of a deep awakening. A testimony that she said stirred her more than any others. That of an humble little sister in toil. She had been a housemaid. Always in an uncongenial environment. Hall-type rooms—always ugly, dark. . . . Her husband abandoned her and their baby. She was at the nadir of her experience when she heard of "Wake Up and Live." After reading the book she went to night school and learned stenography. She fitted herself for a secretarial

post and later secured one. . . . She has doubled her working capacity and earning powers.

There was a story of an inventor who was ready to "give up." Tribulations and humiliations had beaten him down. "Read, 'Wake Up and Live'" he was advised. He did so, made another and supreme effort, and secured the financial backing that every inventor needs for the promotion of his product.



Dorothea Brande

A businessman had toyed with, and was ready to drop an idea that involved the erection of a three hundred thousand dollar building with aluminum used largely in its composition. He read Mrs. Brande's book, and with a change of attitude picked up the project. He invited her to visit his office in Wall Street to inspect the plans of the building—"the business house that Dorothea Brande built," he dubbed it.

* * * *
We talked of persons who wanted to achieve this or that and would, but for that and this obstacle. Chiefly they feared the "systems" and "conditions" in their path. There was Arnold Bennett's assertion that success is

accomplishing what we wish to do, despite and within circumscribing line "Life is infinitely more flexible than we think it is" the awakener declared. And "It is clear that everyone should do the thing he can do best as well as he can."

Our conversation skimmed the waves of introversion and extroversion. "A balance between the introvert and the extrovert can be reached in all our natures," she affirmed. Certainly most of the work of the world is done by the extrovert part of us." Further discussion of those persons who, dismayed by the conditions

of today in a topsy turvy world, want to find a quiet corner of earth and end all but the most necessary activity. She agreed with the clergyman, Dr. Daniel Russel who said: "While all seems to be disorder we, at least, can arrange our *own* lives . . . in an orderly way."

Twelve Disciplines

These are the twelve disciplines for the mind and character that Mrs. Brande evolved and practiced.

1. Spend an hour a day without saying anything except an answer to direct questions.

2. Learn to think a half an hour a day exclusively on one subject. The novice should begin by thinking for five minutes a day on one subject and increasing the length of time.

3. Write a letter without using the words "I, me or mine." Make it smooth and keep it interesting.

4. Talk for fifteen minutes a day without using "I, me or mine."

5. Write a letter in a placid or a successful tone.

6. An exercise once used, perhaps still used, in every finishing school for young ladies. Pause on the threshold of a room and consider your relation to those in it. Stop just a moment in the door, before entering, and wait until you have found your hostess, then the guest of honor. Last, failing such a guest, the oldest person in the room.

7. Advice from seventeenth century France. Keep a new acquaintance talking about himself without letting him be conscious of what you are doing. Turn back, at first, any reciprocal questions without letting your questioner feel rebuffed. Soon, if you are imaginative and kindly, you will find yourself engrossed. The last lingering trace of self-consciousness will fall from you.

8. The exact opposite of the foregoing. Talk exclusively about yourself without boasting or complaining or, if possible, boring your com-

panion. This is an excellent discipline for those who, ordinarily, talk too much about themselves. This brings them face to face with the ordeal to which they are putting their friends at every opportunity. When talking about oneself and one's interests is undertaken conscientiously, every sign of boredom, of restiveness or impatience, of a desire to introduce another subject of conversation, which may escape us while neurotically self-absorbed, is only too plainly seen.

9. The correction of the "I mean" or "as a matter of fact" habit requires cooperation. Call on a friend to whom you talk most freely and emotionally. Tell your friend that you are saying "And so on" to the point of absurdity. Ask him to watch for it and hold up his hand without interruption when he hears you use it.

10. Plan two hours a day and live sternly by that schedule. This is to give ourselves the experience of being under orders again, and, second, to demonstrate how badly we lose the sense of time necessary to accomplish any stipulated activity. But it is possible by living two, then four and so on, until we have lived an effective eighteen hours a day, to use time to the best advantage.

11. On a number of slips of paper write instructions for yourself, shuffle them, and put the slips, say, into a box and draw one each day. Then obey orders, even though it is to travel a long distance in an ordinary vehicle.

12. Say "Yes" to every reasonable request.

Mrs. Brande said "Yes" to the request to address a class in fiction writing. She took charge of the class and wrote a book on the subject. She said "Yes" to a request for a lecture that led to her elaboration of the theme into the book that has stimulated literally millions to new thinking and effective acting.

Her self-imposed disciplines have made her one of the most popular authors in America. Because they awakened her sleeping nintenths.



Your Universe—and You

by UPTON SINCLAIR

I SIT in my garden and our dog lies nearby, much interested in this universe—up to a certain point. A gopher is working under the sod of the garden, and of that gopher the dog has a keen and intense awareness, far more than I have.

Overhead a "blimp" is passing, and concerning that the dog has no awareness whatever. A man is steering this blimp, and some people have paid two dollars and a half so as to look down upon the Los Angeles area; our dog was born in that area, and derives her nutriment from it, yet the name means nothing to her, she knows only the garden, and the streets where I take her walking. Heed the warning, and keep your mind open!

Every day while you and I are living in our small gardens, and attending to our limited affairs, the astronomers are bringing new universes into our ken. They have recently proved that the Milky Way is a galactic system, with our sun as one of the small stars therein, all revolving about a common center somewhere in Sagittarius. Beyond this are spiral nebulae, each of them a galactic system, made up of stars and star clusters, so far away that most of them exist to us merely as a faint white glow.

A Mental Product

THERE are those who would have us believe that all this cosmic mass is lifeless, mindless; but my guess is as good as theirs, and I guess that it is a product of mind, and of one mind—just as it is one system of matter and energy, or rather of energy which presents itself as matter to our minds.

We are confounded by the vastness of this universe, continually expanding as we improve our telescopes. We repeat astronomical figures, such as that the diameter of our galaxy is 97,500 light years, and its mass is equal to 165,000,000,000 of our suns. You can derive from such figures a sense of the futility of human ambitions and achievements; or you can use them to reassure yourself,

telling yourself what a mighty power lies behind your little atom of life.

It is a question of a choice of religions. You can say you are an infinitely minute speck of living matter, lost in an infinite mass of dead matter; or you can say that you are infinite mind, and that you exercise all the powers of mind, you sit upon all the thrones, and rule all the principalities and dominions, and participate in the glories and achievements.

To the common argument that it doesn't make any difference which you choose, that truth remains the same regardless of your belief, I point out again that according to the nature of our minds it may make the difference between the apex of delight and the abyss of suicide.

If you fix in your mind the idea that you are a worm, *you proceed to act like one*, and become a stomach for the absorption of food, or more likely of alcohol, and a reproductive system which functions automatically, at the same time thwarting its own acts by contraceptives; while if you become convinced that the universe is God and you are a part of Him, then its size becomes something to be proud of, and at the same time curious about, and you are happy in the attainment of understanding.

They Endow Matter

I DON'T mean by this that I believe all atheists to be necessarily unhappy, or all religious people happy, I have explained how my atheist friends proceed to deify nature, and endow matter with various of the attributes of mind. They refuse to bow the knee to Baal, and then proceed to worship abstractions such as Truth, Justice, Brotherhood—all qualities, or ideals, of which dead matter knows and can know nothing.

What is our duty toward this cosmic mind which I ask permission to call God? The answer is, it is the same as our duty to ourselves; it can be nothing else, since God manifests Himself to us only through the processes of our own being. There are



Upton Sinclair

philosophers of the utilitarian school who deny that we have any duty to ourselves, and maintain that ethics begins only when two human beings meet. This seems to me another way of reducing the materialistic argument to an absurdity; for it takes no great mathematician to figure that a million times zero is still zero and no more, and if I myself am nothing, how do I increase myself by adding 999,999 more of the same sort? Either I am of consequence to the universe, or the human race is of no consequence—take your choice.

Consider the interest with which for a hundred or two years the children of all races and climes have followed the story of Robinson Crusoe. The smallest child knows in his heart Crusoe owes a duty to himself, which is to survive, and to conquer his environment, and subject it to his mind, and use it to aid the unfolding of his powers. That is his duty to himself, and that is his duty to his Creator. The problem is made more complex when Crusoe's Man Friday appears, for Crusoe now owes a duty to Friday also; but basically it remains the same—the duty to permit Friday to unfold Friday's powers and to exercise his faculties. Crusoe proves this by setting out at once to teach Friday to read and to pray to God.

Placating by Flattery

In ancient days men thought of themselves as subjects of a king, and so they pictured God as a greater king, and prostrated themselves before Him and sought to placate Him by flattery. Now these moods have gone out of fashion, and our young rebels repudiate God, as part of the process of emancipating humanity.

We see ourselves now as citizens of a democracy, and I preach to these young rebels a democratic God, a Father who loves us, a Comrade who works with us, a Great Physician, shall we say, or Teacher, or Guide. All these images I use in my own prayers; and these prayers are not petitions for mercy, or for favors or gifts of any sort; they are the process by which I control my psychic life, my thinking, willing and feeling.

I learned to do this forty years ago, when I decided to become a writer. A competent writer cannot be at the mercy of moods he has to have a system. There comes a certain hour of the day when he says: "Now is the time when I will

write." And what is he to do? The Greeks petitioned Clio. Musset dressed himself in his finest clothes for the reception of his Muse. Schiller shut himself up in a room full of the odor of rotten apples. I could fill pages with tales of the eccentricities of poets, musicians, and other creative workers—all manifestly autosuggestions, sometimes the product of reason, sometimes of chance or superstition.

Process is Deliberate

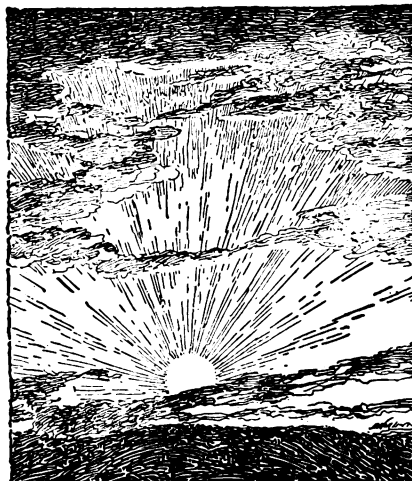
The point is, the man seeks to start his psychic processes upon a certain path; and the technique by which he does this *is* prayer, regardless of what he may *call* it. . . .

Each of us at every moment is building his or her life; planning, then executing, then revising the plan according to success or failure. The process of choosing becomes more and more conscious and deliberate as we evolve, and as each new generation has a larger fund of knowledge to draw upon. The effort is to make the process more and more conscious and deliberate as we evolve, and as each new generation has a larger fund of knowledge to draw upon the effort is to make the process more certain; so that we shall not be at the mercy of moods, delusions, or despairs. "I can call spirits from the vast deep," says Owen Glendower; and Hotspur answers: "Aye, so can I, but will they come when thou dost call to them?" Such is the answer of the cynical worldling to the affirmations of faith all through the ages; but Shakespeare himself was giving the answer—for at that moment he was creating Hotspur, a spirit who lives in the imagination of the race.

In Hamlet he created a "spirit" so potent that modern men recognize him as their prototype, a prophecy and divination of what was coming into the world. Such a "spirit" becomes itself a creative force, and makes men into that which it has foreseen. So the poet's act becomes not merely one of imagination, but of will.

Recognizing the Power

Such is the power of suggestion, a force whose potency we are only beginning to discover. My purpose here is to urge you to recognize this power and use it, deliberately, constructively, in your own life. Give yourself the right suggestions; those of health, power, (Continued on page 55)



Private Meaning to Life

Why People Fail to Contact Reality

by

ALFRED ADLER*

IT is only through our interest in our fellows that any of our human capacities develop. To speak, to read and write all presuppose a bridge with other men. Language itself is a common creation of mankind, the result of social interest.

Understanding is a common matter, not a private function. To understand is to understand as we expect that everybody should understand. It is to connect ourselves in a common meaning with other people, to be controlled by the common sense of all mankind.

There are some people who are seeking mainly for their own interests and for personal superiority. They give a private meaning to life; life should exist for them alone. This is no understanding, however; it is an opinion which no one else in the whole wide world could share. We find, therefore, that such people are unable to connect themselves with their fellow men.

Often when we see a child who has trained towards interest in himself, we find that he has a hangdog or vacant look in his face; and we can see something of the same look in the faces of criminals or of the insane. They are not using their eyes to connect with others. They are not seeing in the same way. Sometimes such children and adults will not even look at their fellow beings; they turn their eyes away and look elsewhere.

The same failure of connection is shown in many neurotic symptoms; very noticeably, for example, in compulsive blushing, in stammering, in impotence. These all reveal an inability to join with other human beings, rising from a lack of interest in them.

The highest degree of isolation is represented by insanity. Even insanity is not incurable if the interest in others can be aroused; but it represents a greater distance from fellow men than any other expression except, perhaps, suicide. It is an art to cure such cases, and a very difficult art. We must win the patient back to

cooperation; and we can do it only by patience and kindest and friendliest manner.

Once I was called in to do what I could for a girl with *dementia praecox*. She had suffered from this condition for eight years and for the last two years had been in an asylum. She barked like a dog, spat, tore her clothes and tried to eat her handkerchief. We can see how far she had turned away from interest in human beings. She wanted to play the role of dog and we can understand this. She

felt that her mother had treated her as a dog; and perhaps she was saying, "The more I see of human beings, the more I should like to be a dog." I spoke to her on eight successive days and she did not answer a word. I continued to speak to her and after thirty days she began to talk in a confused and unintelligible way. I was a friend to her and she was encouraged.

If a patient of this type is encouraged he does not

know what to do with his courage. His resistance against his fellow men is very strong. We can predict the conduct he will try when his courage comes back to some degree but he still does not wish to be cooperative.

Two conditions which reveal with especial clarity the distance from other human beings are paranoia and melancholia. In paranoia the patient accuses all mankind; he thinks that his fellow men are organized in a conspiracy against him. In melancholia, the patient accuses himself: he says, for example, "I have ruined my whole family," or "I have lost all my money and my children must starve." If a person accuses himself, however, this is only the outside face he shows; he is really accusing others.

MELANCHOLIACS are often inclined to revenge themselves by committing suicide, and the doctor's first care is to avoid giving them an excuse for suicide. I myself try to relieve the whole tension by proposing to them, as the first rule in treatment, "Never do anything you don't

DR. ALFRED ADLER, the "Father of the Inferiority Complex" believed that all who are handicapped by inferior organism or unfriendly environment develop a defense mechanism . . . this often leads them to surpass others, better equipped but less spurred on by their thwarted social, sexual or professional strivings. . . .

*Author, "What Life Means to You," Little, Brown and Co.

like." This seems to be very modest, but I believe that it goes to the root of the whole trouble. If a melancholiac is able to do anything he wants, whom can he accuse? What has he got to revenge himself for?

"If you want to go to the theatre," I tell him, "or to go on a holiday, do it. If you find on the way that you don't want to, stop it." It is the best situation any one could be in. It gives a satisfaction to his striving for superiority. He is like God and can do what he pleases. On the other hand, it does not fit very easily into his style of life. He wants to dominate and accuse others and if they agree with him there is no way of dominating them. This rule is a great relief and I have never had a suicide among my patients.

Generally the patient replies, "But there is nothing I like doing." I have prepared for this answer, because I have heard it so often. "Then refrain from doing anything you dislike," I say. Sometimes, however, he will reply, "I should like to stay in bed all day." I know that, if I allow it, he will no longer want to do it. I know that, if I hinder him, he will start a war. I always agree.

This is one rule. Another attacks their style of life more directly. I tell them, "You can be cured in fourteen days if you follow this prescription. Try to thing every day how you can please some one." See what this means to them. They are occupied with the thought, "How can I worry some one." The answers are very interesting. Some say, "This will be very easy for me. I have done it all my life." They have never done it. I ask them to think it over. They do not think it over. I tell them, "You can make use of all the time you spend when you are unable to go to sleep by thinking how you can please some one, and it will be a big step forward in your health."

Interest Toward Their Fellows

Others will answer "I could never do it. I am so worried." I tell them, "Don't stop worrying; but at the same time you can think now and then of others." I want to direct their interest always towards their fellows. Many say, "Why should I please others? Others do not try to please me?" "You must think of your health," I answer. "The others will suffer later on." Rarely have I found a patient who said, "I have thought over what you suggested."

All my efforts are devoted towards increasing the social interest of the patient. I know that the real reason for his malady is his lack of cooperation and I want him to see it too. As soon as he can connect himself with his fellow men on an equal and cooperative footing, he is cured.

Another clear example of a lack of social interest is the so-called "criminal negligence." A man lets a lighted match fall and starts a forest fire. Or, as in a recent case, a worker leaves a cable stretched across a road when he goes home for the day; an automobile runs into it and the occupants are killed. In neither case did the individual mean any harm. He does not seem to be guilty in a moral sense for the actual disaster. But he has not been trained in thinking of other people; he does not spontaneously take precautions to secure their safety. It is a higher degree of the same lack of cooperation that we see in untidy children and in people who stand on other people's toes, break dishes, or knock ornaments off the mantelshelf.

Interest in our fellow men is trained in the home and the school. It is best for a child to feel himself an equal part of his family and to take an interest in all the other members. Parents should themselves be good friends to each other and should have good and intimate friendships in the outer world. In this way their children come to feel that trustworthy human beings exist outside the family, also. In the school, the child should feel himself a part of the class, a friend to the other children and able to rely on their friendship.

Life in the family and life at school are preparations for a larger whole. Their aim is to educate the child to be a fellow man, an equal part of the whole of mankind. Only in these conditions will he preserve his courage and meet the problems of life without tension, finding solutions for them which increase the welfare of others.

Will Never Feel Defeated

If he can be a good friend to all men and contribute to them by useful work and a happy marriage, he will never feel inferior to others or defeated by them. He will feel that he is at home in the universe, in a friendly place, meeting people he likes and equal to all his difficulties. He will feel, "This world is my world. I must act and organize, not wait and expect." He will be wholly sure that the present time is only one time in the history of mankind, and that he belongs to the whole human process—past, present and future; but he will feel also that this is the time in which he can fulfill his creative tasks and make his own contribution to human development.

It is true that there are evils and difficulties and prejudices and disasters in this world; but it is our own world and its advantages and disadvantages are our own. It is our world to work in and improve and we can hope that if any one takes up his tasks in (Continued on page 53)

Bogus Fatigue

How the Mind Plays Tricks on Us

QUICK fatigue—the world is full of people suffering from it.

Working under the handicap of chronic and devastating tiredness takes courage. To push through when even to *think* is an effort, when every movement one makes is like lifting a ton, and when, in addition, the bones ache and the muscles feel like lead—this calls for fortitude and strength of will.

Mr. V., for instance, is thirty-five years old. Quite in the prime of life, one would say, just at the age when vim and vigor should be at their best. But he says:

"Ever since I was a boy, but even more pronouncedly of late, I have been a sufferer from fatigue. Not the ordinary and natural fatigue, mind you, which one

Here, however, I shall interrupt the story of Mr. V. I shall refer to him again presently and explain how he got well. First I would like you to hear a woman's complaints on this same subject of quick fatigue.

"Miss W., the young lady in question, is unmarried and twenty-three. One would class her as belonging to that group popularly designated

Girls who have to stand on their feet going to and from their work.

by

LOUIS E.
BISCH, M. D.

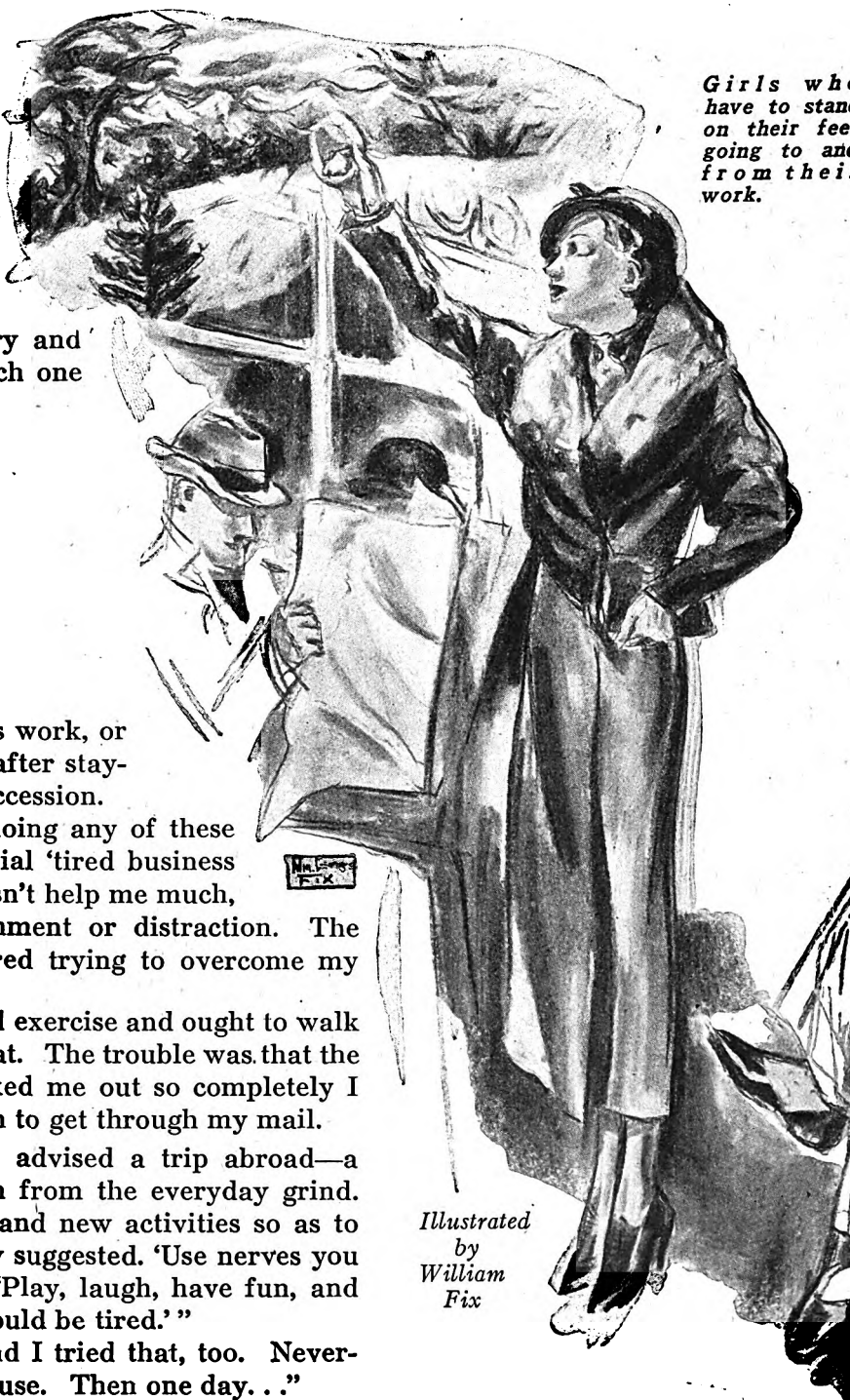
should expect after a hard day's work, or a strenuous game of tennis, or after staying out late several nights in succession.

"In fact, I am incapable of doing any of these things. I must be that proverbial 'tired business man.' Only a musical show doesn't help me much, or any other kind of entertainment or distraction. The truth of the matter is I get tired trying to overcome my tiredness.

"Doctors told me that I needed exercise and ought to walk to the office each day. I tried that. The trouble was that the walk of less than a mile knocked me out so completely I could hardly concentrate enough to get through my mail.

"Then several of my friends advised a trip abroad—a complete change and relaxation from the everyday grind. 'What you need is new scenes and new activities so as to rest your jaded brain cells,' they suggested. 'Use nerves you have neglected,' they argued. 'Play, laugh, have fun, and soon you will forget you even could be tired.'"

"Well, it sounded all right and I tried that, too. Nevertheless—every bit of it—was no use. Then one day..."



*Illustrated
by
William
Fix*

as the 'idle rich,' and I have selected her case for that very reason. For why should a young girl like Miss W., with absolutely nothing to do, happen to be a quick-fatigue victim?"

That very thing, as a matter of fact, puzzled Miss W. no end. "If I had to work hard in the business world or was forced to stand on my feet going back and forth from shop or office, I might see some reason for this tired feeling," she said. "But I just amuse myself as fancy dictates. At a dance I'm all in after the first number. Even cards make me tired. And, of course, as people are noticing this, I'll soon hold the championship for the world's most charming wall-flower."

NEITHER Mr. V. nor Miss W.—nor the thousands of others in a similar quandary—should have been allowed to let this grow upon them.

For not only is quick fatigue, as such, a preventable malady, it is also, as you already have guessed, a curable one.

The place to look for the causes of quick fatigue or of any of the tired feeling variants is *in the mind!* It is in the mind—in the thought processes—that the solution of the fatigue puzzle can always and invariably be found.

Now that I have made this categorical statement I want to modify it slightly. When I claim that all quick-fatigue cases are caused by psychological disturbances I am omitting those where actual organic bodily disease is present. Tuberculosis, for instance, creates a chronic tired feeling. So does kidney or heart disease. So can the absorption of toxins into the system from decayed teeth or tonsils, pathology in the nose or throat, etc.

On the other hand, the types of fatigue we are considering appear in perfectly healthy and normal individuals. Enter into their psychology—examine the mental mechanisms which lie in the deeper recesses of their unconscious thinking—and at once it becomes clear why they suffer.

In every case that I have analyzed where the quick-fatigue symptom was prominent, there has always been revealed the same mechanism so far as essential aspects are concerned. And this mechanism or cause, if you will, for these cases of quick fatigue may be boiled down to three words—*flight from reality!*

To sidetrack for a moment, let me ask whether you have ever observed in yourself a tendency to oversleep mornings whenever you had troubles to face or the day was likely to present special difficulties? In this instance,

sleep protects you from grappling with disagreeable reality.

In all cases of bogus fatigue, the patient seeks to avoid a fight with reality. He wishes, in fact, to flee from it. And since he cannot exactly do that—his work, his obligations, social standards and restrictions preventing—a substitute outlet, really a substitute flight, is to feel so tired, so completely worn-out and exhausted, that he is excused by others as well as himself, from making even an attempt to conquer reality.

In a nutshell, this explains such fatigue. By the same token it explains, also, how persons overwhelmed by fatigue of non-organic origin can readily cure themselves!

For should you happen to be a victim, try and find out what it is you are afraid of in life, what you are side-tracking or are trying to run away from.

MR. V., whom I mentioned in the beginning, didn't like the work he was engaged in. The son was compelled to continue his father's business policies of which he did not wholly approve. Not courageous enough to give up the business, nor yet courageous enough to become the real head of the business and supersede the father, a compromise was effected by the mind—fatigue—which made it impossible for him to spend much time at his desk, yet permitted him to draw a munificent salary.

Regarding Miss W., a mental analysis revealed another variant of the flight mechanism. Actually she was not a pretty girl, and despite her wealth, she felt she could not compete with the other girls in her set. To be continually tired meant she would be excused from entering reality, competing, and courting failure. You will note her final remark about becoming the "champion wall-flower."

It must be emphasized that individuals understanding that their over-fatigue symptoms flow from an unconscious wish to flee from reality often can readily and successfully trace the connection, and overcome the handicap themselves.

When self-help fails, a complete mental probing or psycho-analysis is indicated. Before this, when conducted by a neurological expert in this field of medical psychology, even a stubborn and long standing case of bogus-fatigue must needs capitulate.

In this connection it is interesting to note that the so-called adrenal glands—these endocrine or ductless glands situated one on the top of each kidney—have a lot to do with the flight-flight mechanism here brought out.

These glands secrete (*Continued on page 61*)

Now Answer These!

Test Your Knowledge of Psychology

The series of features, compiled by Wain Sutton, and designed to aid readers in testing what they know of the subject in which they and we are interested, presents four actual cases from real life.

Read and study each problem carefully. Then diagnose for yourself the particular complex with which each patient is afflicted. Grade your replies as follows: twenty-five points for each answer. If your score is one hundred, you may consider that your knowledge of psychology is excellent. Seventy-five is very good and fifty is considered fair. If, however, you rate twenty-five or zero, it is time for you to apply yourself more zealously to your study of psychology.

HERE are grouped together four cases which are closely related. Their relationship lies in the narcissistic element. The patients dwell upon the self, fixing the libido upon a particular organ of the body. The similarity of these cases to the more serious hypochondria may be immediately recognized by the reader.

1. In the newspaper play, "The Front Page," which appeared on stage and screen, one of the reporters went to fantastic extremes to protect his nasal and throat passages from infection. When he left his office, he furtively removed the mouthpiece from his telephone and locked it in a desk drawer so that no one could speak into it and thus breathe germs upon it. If he forgot this precaution, he would go into emotional states upon his return and would immediately wash the mouthpiece with antiseptic, his hands trembling all the while so that he could hardly hold it. If, after an absence and failure to unscrew the mouthpiece, and in the excitement of telephoning a story to his paper, he overlooked the "necessity" of antiseptic action, he would afterward spray his nose and throat tenderly, to the accompaniment of much gibbering and frantic gesturing. His is a type well known to psychologists, who give his disease a technical name. What is this name?

2. Asa Bannister was a successful banker. But his clients, associates and subordinates found themselves extremely uncomfortable in his presence. For Bannister had a most distressing habit. His left eye would twitch continually, causing everyone who happened to be with him to be aware of almost nothing but the nervous affliction. Yet Bannister himself seemed entire-

ly oblivious to it and its effect upon others. What is such a habit called?

3. Elsie Gray, a bookkeeper in the office of a large coal firm, called on a psychologist to describe two strange physical symptoms. Whenever she was at work, her back would begin to ache and she would find it necessary to straighten up again and again—always painfully—and, if she did not get the pains in her back, the fingers of her right hand would begin to ache. If she continued writing, the pain in the fingers would travel up to her wrist. It became imperative for her to cease working, sometimes an hour at a time; finally, she lost her job. There was no organic basis for the condition. A psychologist, recognizing the symptoms, made a simple diagnosis. What was it?

4. The writer is acquainted with a scientist who, though brilliant in his own field, is inclined to scoff at psychology because it holds that there are many diseases which have no physical bases and which can be treated totally on the mental level. Yet this man, who is physically in excellent condition, is himself a classical representation of numerous cases which belong entirely in the domain of psychopathology.

Whenever this scientist—like many patients who do not share his skeptical views—shakes hands with anyone, he hunches his shoulders down, buckles at the knees, winces and a horrible expression of pain appears on his face. This happens regardless of whether the other person is a frail old woman or a powerful athlete. He is, of course, unaware of his peculiar reaction. What is it called?

**The Correct
Solutions to
These Problems
may be found
on
page 56**

When the Wife Nags

*"Do all in life to please my wife
There's bound to be a row."
Old Circus Song.*

WHEN Xantippe, wife of the philosopher, scolded and berated her husband, the neighbors in Athens of course asked the question—"Why doesn't poor old Socrates do something about it?"

The neighbors asked the same question when shrewish Kate led her husband such a life, and when Countess Tölstói drove her husband from home, and when Mrs. Abraham Lincoln raised such Cain in the White House that all the diplomats got to telling each other what they would do if that woman belonged to *them*. It has always been very easy for the other fellow to manage a scolding wife. It has generally been most difficult for the man who had her to do this. Moreover, until just recently, there has been no scientific understanding of the significance of scolding. And many husbands condoned, even expected it. . . .

"She's a faithful wife. She keeps a clean house. She's a good mother to the children. So I try to endure it when she gives me a piece of her mind."

Thus nagging used to be considered a minor, though, perhaps, an irritating fault. And then came psychology.

Freud in Vienna, Russell in England, an army of psychiatric research doctors in many countries began to examine quirks in conduct, with laboratory technique. By and by they regarded the nagging wife. They asked questions, took notes, wrote down case histories. And when the learned doctors had added up their data, they found the nagging wife was responsible for more complexes in her children, and misery for her husband, then if she had been outright unfaithful or spendthrift with the family money.

"**J**ONES ought to do something about his nagging wife," the other fellow says today, after he has read his psychologic principles. And so the question—"what should Jones do?" was taken to a gentlemen of experience with many nagging women. Lawrence Gould is his name, and he is a consulting psychologist of New York City, and a writer and lecturer on psychologic subjects.

"What shall poor old Jones do about his nagging wife, Mr. Gould?" he was asked.

The expert smiled. He puffed at his cigarette. "Why bother?" he questioned. "The results are seldom worth the trouble."

"That seems gloomy."

"Well, there is hope, of course. But the best method is to find out before you marry her, and to change to the other girl. This because people change very little after twenty. But, granted that Jones is already married to the lady, his first question should be—'why does she scold?' Science tells us a woman nags for about six reasons:

1. "She nags because she is seriously mal-adjusted to husband, marriage, or some other important relation of life."

2. "She nags because she is emotionally unsatisfied. She may be conscious of the cause; often she is not."

3. "She nags because she hopes to attain a desired result, by nagging."

4. "She nags from frustration. This may be sexual frustration or ego frustration. For example, the needs of a small home today are hardly enough to satisfy an intelligent, able, ambitious woman."

5. "She nags because she is still a little girl, making herself unpleasant to get what she wants, instead of trying some more adult means of attaining her end."

6. "She nags because she is physically or emotionally ill."

"Six reasons, Mr. Gould. Then how is the earnest husband to lead the little woman into better ways?"

Mr. Gould shook his head. He believes that life between two people, either married or associated in business or social life, should be free of managing.

"Most people change very little after twenty," he explained. "Most attempts at managing are sheer waste. Still, within fairly modest limits, help is possible in the nagging situation. . . . Suppose a certain wife nags because she wants something she hopes to get this way. If Mr. Jones shows her promptly that she will get nothing from him by nagging, she will desist, unless she is a hopelessly stupid woman.

"To convince Mrs. Jones her scolding is useless, Mr. Jones may reach for his hat and leave the house. This is more effective with most

women than an avalanche of reproaches. The husband, as one I knew, may even look up a woman friend and take her out to dinner. Then return to announce, 'I wanted the company of a congenial woman tonight, and I

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Lawrence Gould Gives Some Pertinent Advice

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had to leave home to find it.' . . . This has been tried . . . it is drastic . . . it has worked, in some instances.

"But let us take the wife who nags her husband for what she believes are righteous reasons. He may smoke too much. The home reeks with his tobacco. He may take off his collar, or his coat, as soon as he gets in from the office. He offends her sense of the graciousness of living. So she launches a stream of objection. She believes she nags because he takes off his collar. Really she nags because her husband refuses to be the kind of



She launches into a stream of objection—

man she would like to make him.

"In such a situation, both husband and wife should be told an important psychologic truth. A man—or a woman—persuaded to change essential conduct through the coercion of scold-

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In an Interview With HAZEL CANNING

•

ing, may give in and change. But he—or she—will probably harbor deep resentment at the compulsion. Therefore, of course, the intelligent thing for the wife to do is to try to manipulate circumstances so that her husband will find pleasure, and not discomfort, in clinging to his coat in the house."

"Some people see in politeness a way of making life richer. Others see in it merely subservience to an irksome social pattern. When the wife is of the first type, the husband of the second, she has a better technique than nagging, if she is clever enough to come upon it."

Mr. Gould smiled

at the memory of the girl who persuaded her best young man to overcome his round shoulders by appealing to his male ego. . . . "You still catch more flies with molasses than vinegar," said the psychologist. Then he told how this particular girl "worked." . . . Once she exclaimed with admiration, "why, I never realized you were so tall until now, when you stood up straight!"

"Don't I always stand up straight?"

"Not always, I think, my darling."

Well, the young man started to stand up straight thereafter, because he liked to bask in his girl's admiration. Finally he was cured of round shoulders, without that ugly phrase ever once being mentioned. Similarly, the wife who would have her husband always wear his coat in the house, might present him with a velvet house jacket and tell him how handsome he looks in it. . . . "I know you'll make Mrs. Brown open her eyes, when she drops in."

"And when will Mrs. Brown drop in?"

"Almost any evening," the astute wife replies.

The husband is likely to keep to his coat, to please his wife, to keep her admiration, and to impress Mrs. Brown. Thus an uncomfortable situation has been changed into a "pleasure situation." In other words, Mr. Gould remarks, you still—and psychologically—can catch more flies with molasses than with vinegar.

LET us push on to the wife who nags because she is still a little girl. She's also a stock pattern in the psychology textbooks. She has enjoyed being father's darling, leaning on father, finding in him a sense of security, even a pleasurable discipline. Often she has teased father. Sometimes he has spanked her. Now she is grown up, but still a little girl. So she teases today. Only, today, it is her husband she mistakes for father. And her teasing has changed to nagging. Most husbands do not revert to a fatherly spanking. Chivalry and what society expects of the perfect gentleman intervene. So the nagging wife drives her husband to nervous exhaustion, or the other woman, or both.

"Mark me now, I'm not advising any set conduct," says Mr. Gould, "But I will state that a proper spanking has sometimes worked wonders for the the grown-up woman with the little girl hangover. W. Somerset Maugham, interviewed recently, remarked that a beating, when a wife deserved it, was often far more efficacious than torrent of rebukes. It was taken in better grace, besides, it convinced the wife that the husband was not indifferent. It produced results."

"But might not the husband get angry, too, and pay his wife back in her own coin, Mr. Gould?"

"I do not believe that anger ever solved a painful situation. The most it did was to relieve pent-up feelings. If the husband is thus side tracked from a cure for his wife, to relief of his own feelings, he is just where he started before his tantrum."

MR. Gould believes that many married people expect too much from their marriage, and so suffer unnecessary disappointment. As a realist, he bluntly pronounces. . . . "Science tells us there is only a very limited area where even the most congenial people may meet. There are always large tracts where to meet is to disagree, quarrel, live in profound disharmony. The secret of happy living together is to find the area where tastes and sympathies meet, and to live within that area. Then, in other aspects of life, to let the husband, or the wife, alone to do their own living.

A husband may also turn the tables on his lady, by using a technique earlier suggested for the wife who would change her darling. That is, the husband may try to change an uncomfortable situation into a "pleasure situation" to induce his wife to do differently. If, in some subtle way, he can help her to see how lovely she is in her kind and reasonable moods; and how unlovely she is when ranting and raving, he has worked the wonder. Most any woman alive is vain enough to want to seem lovely to her husband and to all the world. Most nagging women are so carried away by their hysteria that they have no idea of how unbeautiful it makes them.

If your wife nags because she is emotionally unsatisfied with you as a husband, Mr. Gould advises the psychiatrist or the psychologist. Modern healing has accomplished a great deal with these emotionally ill-adjusted wives—and husbands. When change comes after twenty, it very often comes as the result of a thorough psychoanalysis. This takes time and patience, the cooperation of the patient. It is generally worth all it demands.

FINALLY, some women nag because they are physically ill. All mothers know how amazingly sickness and weariness will change a sweet-tempered baby into a whining child. Illness and fatigue have like effects upon adults. The biologic changes connected with the changing reproductive functions of woman are to be included in the nagging (*Continued on page 57*)

“Champagne Personality”

How Thoughts Affect and Attract

IT IS well known that the thoughts and emotions influence the face and the body for better or worse. Many experiments have shown that the emotions affect the ductless glands—causing them to become active, and pour out their secretions, which affect every nerve, muscle and tissue in the entire body.

There are ways of thinking and feeling, which will produce desired effects. Happy, hopeful feelings will keep your body lithe and agile, your face plastic and attractive.

It is never too late to begin to acquire habits of thought, feeling and action that will produce and maintain health, beauty, animation and magnetism. Don't think of old age; fear of it is one of the menaces and one of the greatest delusions in the world. Right thoughts and feelings will help you remain young indefinitely, and to retain your freshness, beauty of face and form and your magnetic attraction as long as you live and breathe.

“Beauty is only skin deep,” a man once remarked, “that is deep enough for me—I'm not a cannibal!”

Every woman desires beauty. It is inherent in feminine nature. And men, as we know, are not without vanity. Nothing conduces to fine physical appearance so much as optimistic thoughts—young, fresh thoughts, which radiate vim, vitality, health and happiness. Thousands of women are going to beauty specialists to have their faces lifted, or to have treatment of one kind or another. All these measures are aids to beauty, but they are only temporary in their effects, and lasting youth and beauty can only be maintained if the spirit, the thought back of the outward expression is kept fresh and full of enthusiasm and happiness.

Optimism creates radiation which makes us attractive, desirable, magnetic. There is undoubtedly an “aura” which issues from the human body and this has an effect upon those of the opposite sex. This “aura” can be strengthened and made powerful by optimistic, uplifted thoughts, which are caught by every line of the face, every movement of the body, every glance of the eye.

A negative, colorless personality is not attractive. Watch persons (*Continued on page 59*)

The lovely Madge Evans possesses mental qualities that make for a fine personality.



Animal Psychology

by ELDORADO FIELD

SCIENTISTS now are busy measuring the I. Q. of animals under test conditions. The purpose of these experiments is to measure the ability of the animal to learn and to reason. It has been proved that virtually all animals have some ability to learn—that is, to profit by past experience and to alter their actions to suit the circumstances.

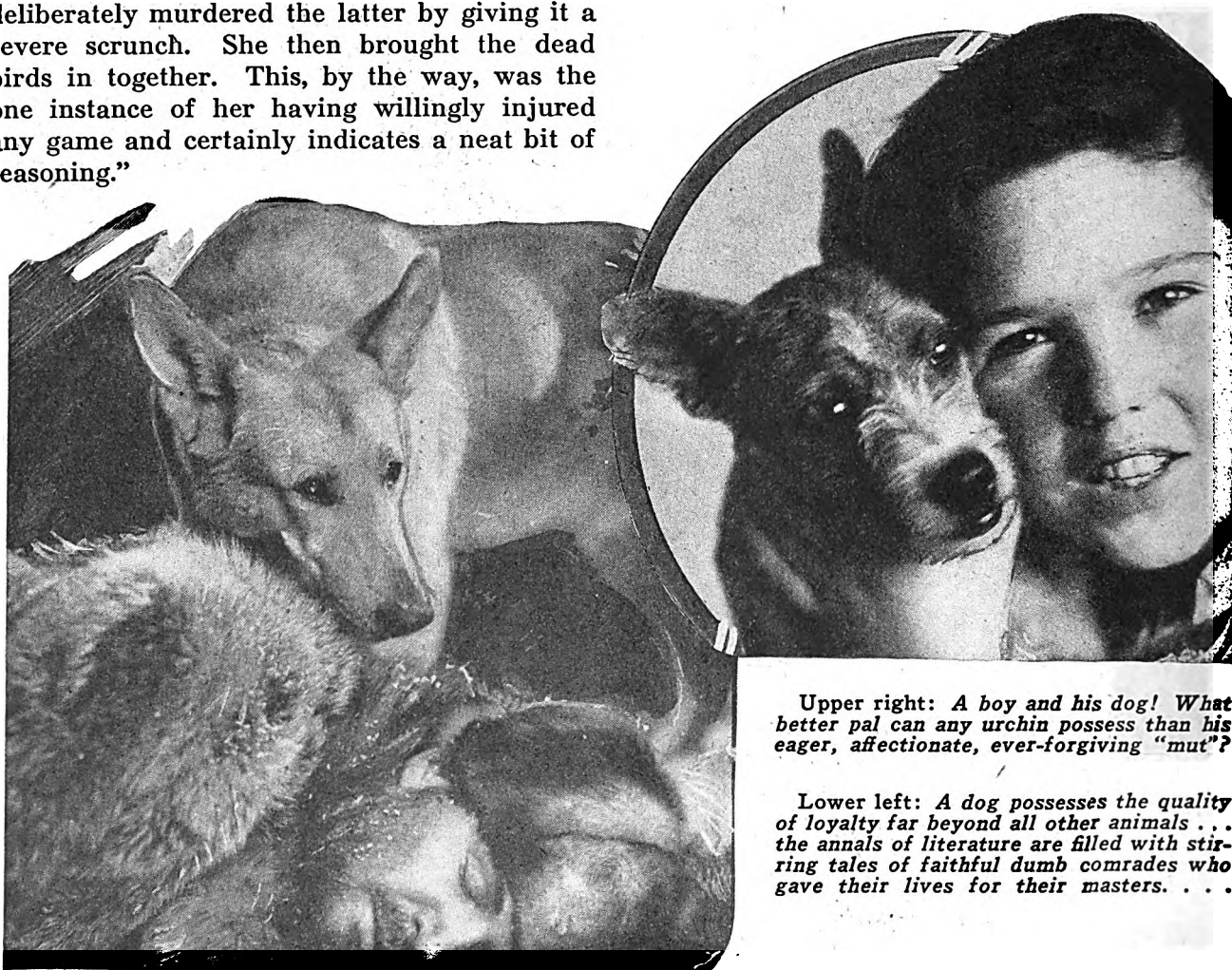
Their reasoning power is still a moot question although many scientists are willing to concede them considerable ability in this direction.

Charles Darwin, years ago, gave the weight of his conviction that animals reason by relating in the *Descent of Man* the instance of the retriever who caught a wounded bird, but returning toward her master came across a dead bird. "She stopped," he says "evidently greatly puzzled by the situation. After one or two trials, finding she could not take up the dead bird without permitting the escape of the wounded one, she considered a moment, then deliberately murdered the latter by giving it a severe scrunch. She then brought the dead birds in together. This, by the way, was the one instance of her having willingly injured any game and certainly indicates a neat bit of reasoning."

Many observers, however, refuse to accord reasoning powers to animals and call certain intelligent actions which look as if they have been inspired by reason "simple instances of instinct." Of course owners of beloved canines, many owners of cats and horses, and even some trainers of wild animals offer what they consider convincing "proofs" to confound the pessimistic scientists. And there are not a few, who insist that animals possess a sixth sense.

Sixth Sense of Animals

BOSTOCK, in his book *Wild Animal Training* gives several instances, one of which is of the time, one evening, when his lions and tigers puzzled him by refusing to eat. Some hours later a fire broke out, in which a number of them perished. William J. Long, naturalist, cites striking examples of this apparent existence of a sixth sense in animals. The cases



Upper right: A boy and his dog! What better pal can any urchin possess than his eager, affectionate, ever-forgiving "mut"?

Lower left: A dog possesses the quality of loyalty far beyond all other animals . . . the annals of literature are filled with stirring tales of faithful dumb comrades who gave their lives for their masters. . . .

of the Mannheim dog and the talking horse of Elberfeld are often quoted in this regard.

When I was a cub reporter I came across one story that seemed to indicate something of this kind. A fine shepherd dog, which belonged to a policeman, also exhibited the fine trait of loyalty that we so often associate with the faithful canine.

The policeman's wife insisted that at about eleven o'clock one morning, the dog indicated extreme distress, running back and forth from the door to a window, barking and whining excitedly. When released into the yard, he ran back into the house, got his master's slippers and lay down upon them, mournful-eyed.

At just that hour, according to the police records, the man was fighting a running battle with hold-up men. He lost. Later I was sent out with a photographer to take a picture of this dog, who sat firmly in front of the entrance door of the bungalow all the time his master's body lay within. Immediately following the funeral which was quite elaborate, many city officials attending, no thought was given to the dog. The cortege went by automobile to a cemetery, nine miles away.

It soon was known that the dog had followed his master's body. Day and night he sat in sorrowful dignity by the mound of earth. Nothing could, or did coax him away. Nothing could convince the widow that the dog did not earlier "feel" his master's danger and distress in the moments of his tragedy, and many persons give like testimony.

Reason vs. Instinct

It was no such noble emotions that brought "Lindy" into prominence. When a black cat aggravatingly switches its tail and "spats" provokingly, what dog of spirit can resist the challenge? Lindy, who was a police dog, with an excellent reputation and beloved by the children of the neighborhood, simply couldn't resist. With earnest dispatch, he sent the owner of the switching ebony tail in search of its other eight lives, thereby getting himself into dire trouble. The deceased cat's mistress—a particularly vehement person—succeeded in convincing the authorities that Lindy was thoroughly bad and he was ordered into chains. For two weeks he howled dismally, then the children of the neighborhood got up a petition (that's why it became a newspaper story) and the long scroll, much begrimed reached the police chief. "Lindy is a very good dog," the petition declared and the chains dropped off. Again, Lindy patrolled the neighborhood streets joyously but



Trainers of wild animals frequently declare that their charges possess a "sixth sense."

neither commands or coaxing could induce him to pass the house where the black cat had once held sway. Running wildly in play with the children, the moment his foot touched the squares of cement that formed the walk to his victim's former home, Lindy raced off frantically.

Did Lindy reason? Was it remorse for his deed, or fear of the indignant cat's mistress that influenced his actions? The last I heard of Lindy, which was several months later, he still avoided those premises. Where would "reason" with resulting emotions leave off and mere "instinct" take its place in this instance?

Psychologists vary somewhat in their classification of the primary instincts, but they seem to agree that what we call feelings or emotions are developments of the instincts proper. There seems to be much evidence that animals possess real, outgrowths of the primary instincts. This opens up an interesting line of investigation for those who enjoy studying their own pets. The fact that they possess feelings similar to our own is the reason we are so much attracted to animals. Even in human beings, it is the *feeling* element, rather than the intellectual which makes for major attraction.

The first of the primary instincts, self-preservation, is popularly considered to be the first law of nature, but in the female caring for her young, this is superseded by the urge of race preservation. The mother is ready to sacrifice

her very life for her young. From this instinct, the altruistic human emotions are said to have evolved.

Altruistic Emotions

It is interesting to observe in animals, actions which indicate that altruistic emotions are at least in the process of sprouting, and going beyond the fundamental instinct. I have been told by an eye witness of a fight between a large and a small dog, in which the smaller dog was getting the worst of it. Suddenly a striped alley cat sprang on the back of the winning fighter, scratching and mauling him so badly that he had to give up. It *appeared*, at least, that the cat's action sprang from sympathy with the abused little dog.

Someone else related that a little girl relative of his, carrying her pet cat, wandered some distance from home. When she placed the cat on the ground, he immediately set off for home. At this the child began weeping loudly and the cat, turning at the cries of grief, came back, leaped into the little girl's lap, licking her face and indicating extreme sympathy.

Of course all animal lovers can testify to similar observations and it is extremely interesting to note cases where feeling seems to triumph over ordinary animal instincts. These, as psychologists have observed, would indicate evolution or development in the animal in the same way that pursuit of ends as intellectual interests rather than objects of desire is an evidence of progress in a human being. An instance of this was related by a cat owner: "I left home to reside for a period in a nearby city. After a few days I returned home for a visit. When I left the house for my return trip, my cat followed me right down to the bus. This in spite of the fact that she was obviously afraid of the many whizzing automobiles outside of our driveway. Evidently her affection for me triumphed over her instinctive fear of adventuring into paths of danger. After my permanent return home, and upon my going out to take a bus down town, later, she again refused to follow me farther than the driveway."

Indicates Restraint

A reader once related that when picking up her Persian cat to shut him up for the night, the animal would show his displeasure by biting gently at his owner's fingers. The woman would pretend to moan and immediately the cat would lick her fingers, evidently in an effort to soothe hurt feelings. This was tried repeatedly. The

bites were really only pretense, just enough to show the animal felt cross. Note restraint here. "I do not know whether restraint should be classified as an emotion or an instinct," the owner remarked.

Dejection, amounting to extreme self-abasement, is an emotion observed in animals and listed by psychologists. And pride! What but such a feeling can grow out of the instinct of self-elation often noted in the serene indifference of cats when scolded by certain birds? One person told of watching a cat while a mocking bird circled over its head with raucous cries. Although the scolding bird almost touched the cat's head, the animal seemed perfectly oblivious. However, coming into the house, she was seized with a strangling fit of coughing which possibly indicated that in spite of the feigned indifference, there was inward agitation.

Dejection and elation which appear to manifest as real feeling is often noted when animals are either scolded or praised. Dog lovers, especially, know how responsive their pets are to praise. Experiments with other animals show that this response is often present and the trainers even of wild animals have declared that their charges occasionally manifested an awareness of appreciation.

A Sense of Humor

Certain psychologists aver that a sense of humor is something possessed only by the human animal, but others point to the fact that dogs, and even cats, will take much evident delight in hiding behind a wall or a piece of furniture, in order to spring out at an approaching companion. A young child will do this in the same way and shrieks of pleasure will follow the action of a person who jumps and seems astonished.

No doubt, the mental life of animals mainly consists in the operation of various instincts, but it is interesting for owners of pets to observe and to discover to what extent instinct is being evolved into emotion, and perhaps into an actual reasoning. Of the fact that his or her pet *can* reason, every loyal animal owner is thoroughly convinced—and woe be to the doubter!



The Case of Miss X

In the Psychologist's Office

MISS X walked into my office one morning. "Doctor," she began, "Mrs. Y. suggested I talk to you about the problem that concerns me most—matrimony. You see, I have been engaged three times and have always broken it off. Yet I have the natural craving to become a wife and mother. I may as well add that I am be-

"How soon thereafter did your mother marry again?"

"She was twenty-six when she married my father, again contrary to my grandfather's wish. Father at the time was forty. Their marriage was anything but happy. Grandfather had died and left my mother quite a bit of money. Father slowly but surely managed to dissipate most of it. Years went by. Deep discord in our home prompted my younger sister to elope with a man of base character and criminal tendencies. Then my mother sued for and obtained a divorce. Through all of this, doctor, I felt like a ship floating from one sea to another."

"Is your mother still living?"

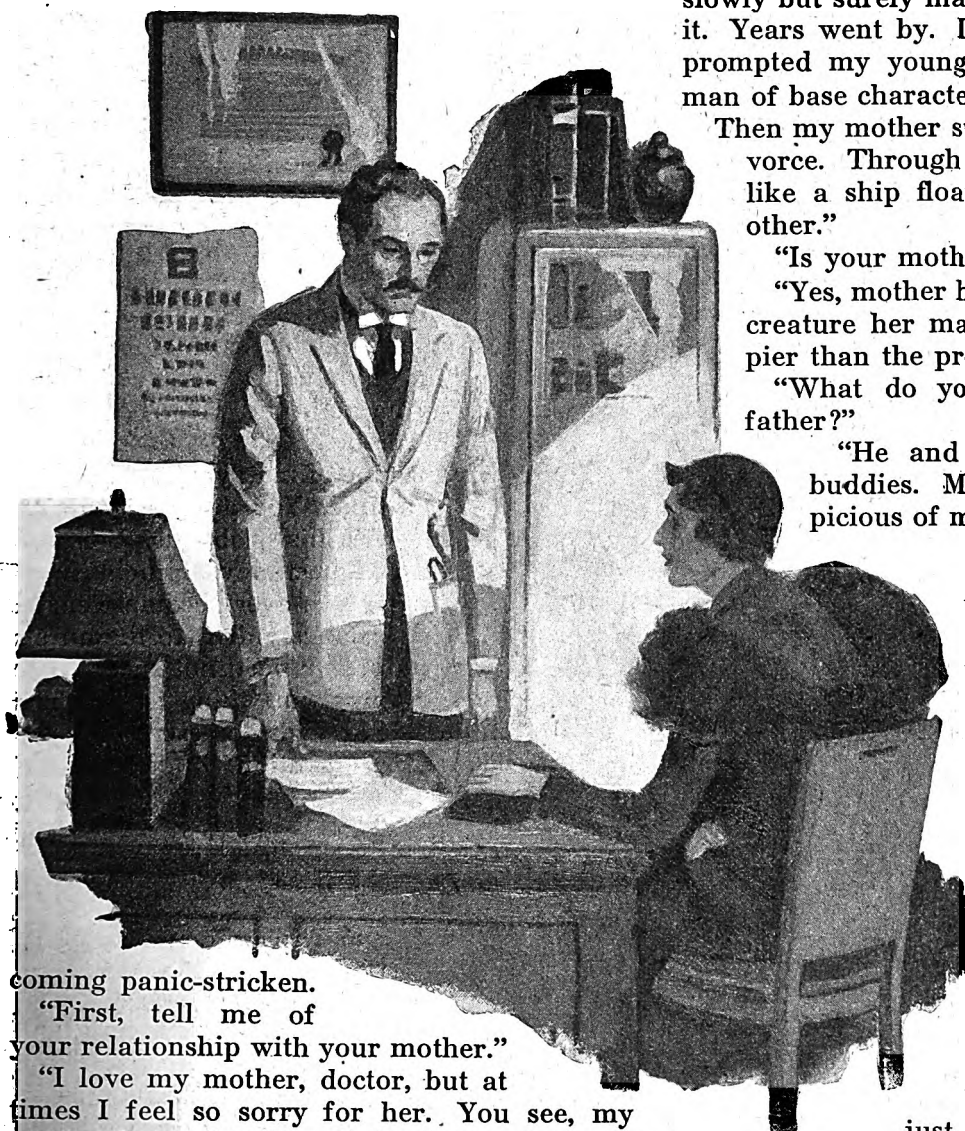
"Yes, mother has married again but poor creature her marriage venture is no happier than the previous one."

"What do you remember about your father?"

"He and my younger sister were buddies. My father was always suspicious of my acts and intentions. We did not seem to understand each other and all my interests were for my mother. But you know, doctor, mother has never appreciated my deep love for her, and I can see now I have made a mess of my life. Unwanted by my mother, misunderstood by my father, I began to pal around with young men. But the trouble is they all seemed to act like my father. I want a home and family of my own. But for some reason, I

just couldn't go through with them and broke off one engagement after another."

"When you first sat down you said your problem was one of matrimony. From a psychological standpoint I cannot agree with you. I say your problem is one of "transference." Now let us see what we mean by transference. This



coming panic-stricken.

"First, tell me of your relationship with your mother."

"I love my mother, doctor, but at times I feel so sorry for her. You see, my maternal grandmother died when mother was only three. Grandfather was all mother had—but he remarried in a few years. This act seemed to embitter my mother. At the age of seventeen she made a very unfortunate marriage against her father's wish. Her husband soon found himself in the toils of the law. Mother obtained her divorce."

by LOUIS STEELE GOODMAN

term deals with the emotional side of one's development. The gymnasium and the physician adequately take care of your physical side. Our schools and educators are well qualified to develop your mental side. But I am sorry to say the emotional side of the individual is very sadly neglected.

Identity With Mother

"Now let us take your specific case. It is clear to me that, not only do you favor your mother but you go a step farther; you completely identify yourself with her. We psychologists have a term for this also. We call it 'identification'. This means that you almost literally put yourself in your mother's shoes. Her problems you take as your own.

"Let us analyze how you came to identify yourself so strongly with your mother. The reason that impels the child's strong attachment to one parent lies with the opposite parent. The child is literally driven to one parent by the indomitable attitude, brutal treatment or lack of security which the opposite parent displays.

"In your case you were driven to your mother by your father's poor personality. Your mother very early in life acquired a negative attitude toward her father. This lies in the subconscious and she will unconsciously project this negative attitude on all men as long as she lives.

"Your mother is negative toward all men. So are you. This is the crux of your problem. You have become engaged and broken with three different men. Due to your mother fixation, which is the psychological term for this abnormal attachment, you will have the tendency to set yourself up as a mother. You will desire men younger than yourself that you may mother

them; that they may depend on you. This type of match will bring you most happiness. The only other essential is that the young man be one who desires a mother. This description fits the Oedipus type exactly.

"Now your father reenters the picture. Through your identification with your mother you have also turned negative toward men. If your father had acted differently your personality would not have become blighted. Through his conduct he has added fuel to the fire and you will immediately reject those men friends who remind you of him. Your difficulty lies in the subconscious. Consciously you desire everything the normal girl desires. Subconsciously you are saying to yourself, 'I will never let men do to me what they have done to my mother!'

* * * *

"Now we come to the most important part of our discussion. We call it psychotherapy—a cleansing of the personality.

"Consider each man according to his own good qualities and not in the image of your father. Independence is a very strong quality within you. It will be impossible for you to eliminate it, but why should you try? Control it that men may be none the wiser. A clinging vine you can never be.

"The dominant type of man you will never accept for long at a time. You desire a man who will come to you with his problems. Your personality seeks its highest development in the mother role. Should you ever become weary of men you will unconsciously drift to the nursing profession. However, we need not speculate on the future. The important thing is that right now—today—you can begin to assert your freedom from the mother fixation."

Psychological Terms—Meanings

ABREACTION—A process of reviving the memory of a repressed unpleasant experience and expressing in speech and action the emotions related to it, thereby relieving the personality of its influence.

ABULIA—Loss of deficiency of will power, indecision. Symptom of dementia praecox.

BARYPHONIA—Difficult utterance of speech.

CARPHOLOGY—Automatic picking at the bedclothes; present in low, muttering delirium.

CATATHYMIC REACTION—Maier's term for perplexity characterized by harping on one complex-determined paranoid tendency.

CEPHALALGIA—Headache.

CONATION—Any impulse, urge, or striving which impels to effort of any kind.

DEFLECTION—The process, usually unconscious, whereby thoughts are diverted from conscious attention.

DYSESTHESIA—Persistence of pain following a slight stimulus. Unpleasant sensations, such as "pins and needles," crawling, etc.

DYSPHAGIA—Inability to swallow caused by hysteric spasm of the esophagus.

HYPEROREXIA—A morbid appetite for food.

HYPPOCHONDRIA—Morbid anxiety about the health; fixed ideas respecting disease; sometimes involves hysteric imitation of disease.

HYPOMANIA—A mild form of mania in which distractibility and sound associations are present but behavior is not markedly affected.

INCOMPETENT—A legal term applied to one who has been declared insane or feeble-minded and presumably unable to execute a legal contract.

KENOPHOBIA—Morbid fear of large open spaces.

MEGALOMANIA—A psychosis in which extravagant delusions of self-importance, wealth, power, etc., are expressed.

MORBIDITY—Illness; referring to the occurrence of illness in the general population.

NARCOLEPSY—Short, compulsory sleepy states; uncontrollable desire to sleep occurring at intervals.

“As a Man Writeth”

by M. de BERRI TENNENT

IN following the profession of graphology in studying humans, the greatest interest arises from the discovery that the great and the near great usually vary their writing according to their moods. This is shown clearly in the signature of Will Durant, who is a writer of fame on the history of civilization.

In the first instance Mr. Durant was in a friendly mood, hence the rather gay up-turned t bar, the high but not too positive i dot and the soft curves throughout his writing in general. It is large too, for he was in a social mood, as it were, although refusing to grant a request to someone who had asked of him a favor that he could not grant.

In the second instance, he was refusing the same request, which had been insistently repeated, as can be gathered from the letter over the signature. Here the writing has jabs of the pen into the paper, marking impatience, the i dot trails and there are knobs on the top of W and D, which latter capital is made with intense lines that denote his desire to make this refusal final. See how much smaller the writing is, also and the t bar has a downward tendency, no curves and a hook beginning it. Such a t bar declares, “Enough said!” If that is the way you feel that is the way you will make your t bars under similar circumstances.

The writing of Mr. Durant might be called large. He has plenty of ego. He is proud of his own achievements. The fact that it dwindles, shows that he has a good amount of diplomacy in his make-up when he chooses to use it. He likes the ladies. Although I could not have known without being told what had annoyed him, his signature definitely tells that his mood was far from being as genial as in the first instance. Curves stand for geniality; points for severity and jabs and breaks, in this especial case, for irritation and impatience.

Nikola Tesla writes very small but with capitals that show his valuable knowledge of himself

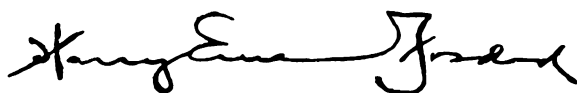
in relation to his work. He has assurance without undue pride. His modesty and gentleness of manner discredit any belief people may have, that scientific research workers are not spiritual. In writing like this, with k made in such a beautiful form, spiritual predisposition is far outdistancing material elements in a nature like this. Since his eyes are ever pointed upward, piercing the heavens to bring the universe nearer together, it may be that his work has developed what this form stands for; but on the other hand it would seem that his innate disposition led him to the work he has undertaken.

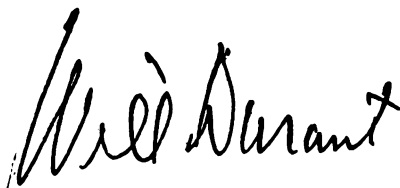
THE direction of his writing shows that he has a definite goal in sight and is going toward it since his basic line does not waver. He thinks quickly and acts in the same way. He has not attained his objective as his writing rises somewhat in each line.

He makes an extension on most lines, also indicating unattained desires.

His natural qualities are idealistic, aspiring and spiritual with all the virility in the coloring of his writing to give excellent manliness and vigor to his whole make-up. Ability to feel emotion is shown in the bending of some letters and in the inclined capital N. He might even be impatient, since a few dark spots do occur in the forming of a and the down stroke of Capital T. His will power steps in and what he thinks is not said in such instances. T bars that curve down show control of self, emotions and impatience. The fine outline of his writing denotes strength but not robustness.

The signature of Rev. Harry Emerson Fosdick, D. D., pastor of Riverside Church, New York, and known the world over for his interest in the other fellow, shows a very intriguing sign in that slanting upward crossing to H and F. It stands for finality in argument, not quite so drastic as in that of the second sample of Mr. Durant's signature, but just as certain in its implication, nevertheless. (Cont'd on page 53)






What Makes the Wheels Go 'Round?

by

SARA ELLEN BEALE

IT is a pity that many people think of psychology as a study, reserved for the select few who go in for Higher Education in capital letters. It isn't like that at all. As a matter of fact, it is the most interesting and fascinating study in the whole world, for what could be more absorbing, than the study of—*me, myself?*

Psychology is the royal road to self-knowledge, which as we all know is the foundation of success in any line whatsoever. How many of us have asked ourselves at various times, "What *made* me do such and such a thing?" "Why did I act so disagreeably this morning at breakfast?" "Why does so-and-so make me feel inferior?" Why—why—why? So many things in ourselves puzzle us, disappoint us, and annoy us, and so often we wish we could have a look "inside" and see what makes the wheels go round.

Well, we can! Psychology is the answer, and instead of being a stodgy and ponderous pursuit, it is more interesting than the latest best seller and more beneficial than spinach. Interesting because of the amazing things it tells me about myself, and beneficial because of the entirely fresh and healthy mental attitude it engenders.

One of the greatest philosophers of the ages compressed the sum of all his wisdom in this advice, "Know thyself," realizing as he did that all true progress springs from this root tree of self-knowledge. If I have no understanding of the workings of my own mind, how can I ever hope to gain light on the mental processes of others? On the other hand, if I am able to find reasons for my own actions I am so much the better equipped to understand the source of similar actions in others, and with understanding will come tolerance, and with tolerance, harmony. From this it would seem that my very happiness, or the very large part of it that involves my contact with others, is tied up with this necessity for self-knowledge.

Take a very homely instance: A mother waits for her child to come home from school at a certain time. The child is late. The

mother begins to worry—she thinks of accidents, kidnapping, sudden illness. As the minutes go by her fears increase until she is almost frantic. Then the child calmly walks in with a story of having stood to watch a parade go by. Now notice. The mother is very wrought up. Do her overcharged feelings vanish when the cause of them is removed? They do not—they are much too strong to be disposed of so readily. But, since there is no longer any need for anxiety, her feeling *changes* to one of anger, anger at the child for causing her so much worry. And the more worried she was at the child's absence, the more angry she will be when she finds he is safe!

SUPPOSE now this same woman reviews all this in her mind the next day. Interpreting it in the light of psychological principles, she will quickly see that it was her great devotion to the child that made her so bitterly angry with him when he arrived home, because it was through this devotion that she had been made to endure an agony of needless suffering. And she realizes that if her anxiety had been less, her anger would likewise have been milder. Therefore—and this is the point of the whole thing—if there should come a time when she herself is delayed on a train or has a flat tire and consequently arrives home very late, to be met at the door by a furiously resentful husband, she won't answer back, no matter what he says, she won't even mind. She will just smile a secret, satisfied smile and say to herself, "He must have been *awfully* worried to be so *awfully* mad!"

You may say that anybody could figure that out, without psychology, and perhaps you're right. But how many do? You see, that's one of the advantages of this study. It gives you a habit of asking why, of looking for reasons behind actions before awarding praise or blame. No psychologically-minded person would ever be likely to say:

*"I do not like thee, Doctor Fell,
The reason why I cannot tell."*

It's a Wise Soul That Knows Itself

Much more sensible to look the good doctor over and, armed with a thorough knowledge of self, try to discover where we fail to click.

I confess that I went into my original psychology course with a definitely I'm-from-Missouri attitude, my eyebrows elevated much higher than my hopes. But it was not long before I was beginning to realize the practical value of the information I was acquiring. . . .

One of the "big moments" of the course was getting acquainted with the Subconscious Mind, that mysterious repository of all my experiences right on back to pinafore days. How amazing to find that many of the scars from humiliations and frights suffered in childhood are now revealed in my adult fears and antipathies, while memories of happiness also reappear in strangely interesting ways. For instance, it works like this: A child, with an indifferent, butterfly mother, has a kindergarten teacher who is very kind to him and whom he adores. All of the affection of his tiny heart, ignored by his mother, is lavished on this teacher for the short space of time he is under her care. Years later, when he is grown to manhood, he sees a girl in a hotel dining room to whom he feels strangely drawn—he somehow can't take his eyes off her. She isn't particularly beautiful or striking in appearance, but he *likes* her, he doesn't know why. The explanation is simple when one knows a little about the subconscious mind for, although the long ago kindergarten teacher is entirely forgotten, the memory of her is still retained in this man's subconscious mind, and so *without realizing it*, he is attracted to the girl he has never seen before because in some trick of appearance or mannerism she reminds him of that teacher.

Unchecked Emotions Engulf

It is easy to glean from all this the importance of filling the mind with the right sort of

"pictures" and feeding it the proper kind of food. Emotions unchecked in early stages are likely to rise to high tide, engulfing poise and judgment, and if everything that enters the conscious mind is retained forever in the subconscious, I should hate to think I was cluttering up the latter with trash that might come to the



"Emotions unchecked in early stages—then rising to high tide. . . ."

surface to hurt me later on. Apropos of the "conscious" mind and its workings, we were impressed with the folly of allowing the mind to dwell on past injuries and offenses. There are people who seem actually to cherish the memory of an insult that was dealt them years ago, and are ready to froth at the mouth at the mere retelling. It's such a waste of energy, and

so futile. We are not punishing the person who delivered the blow by keeping up a perpetual "hate" against him. We are only allowing ourselves to be hurt over and over again by something that should have wounded us only once. It may sound like cheap optimism to repeat the old saw, "Remember benefits—forget injuries," but its Grade A psychology, and you can't lose by practicing it.

And dreams—often they are pretty revealing of what is going on inside, so if you are smart you will keep yours to yourself. But the next time a friend says, "I had the craziest dream last night," don't strifle a yawn and try to change the subject. You might learn something!

* * * *

But the greatest benefit to be derived from a knowledge of psychology lies not in the ability to interpret dreams or in a knack for remem-

bering names, but in the important realization that I am not only "the captain of my soul," but also the answer to my circumstances; that in myself, rather than in outside conditions, lies my eventual success or failure. It teaches me that only the unenlightened wait "for something to turn up"; the psychologically wise go about turning up something for themselves and so achieving success, while their less-informed brethren are content with wishing, and blaming an unkind fate for their lack of opportunity.

If I have made psychology sound like a magic formula for happiness, it is not that I expect through it to escape the inevitable sufferings that life brings. It is simply that I feel in future I shall know much better how to cope with them, without bitterness, but with wisdom and understanding. And isn't it rather a magic formula that can do that?



The Science of Service

SUCCESS is another name for the Science of Service.

Analyze the prosperity of any leading business corporation. What do you find? It grew on the reputation of the service it rendered.

The fundamental thought of a good business man is not how much he can sell, but how well he can serve. The more people you can serve, the more products you will sell. And the better the service, the better the sales.

Fame is the recognition of service. Wealth is the reward of service. Power is the result of service. Whatever you want you can reach through service, properly conceived, organized and utilized.

Service changes toil from drudgery to delight. Service unites hand, head and heart. Service makes business human. Service transforms customers into friends, and employees into members of your own family. Service broadens the mind, develops the intuition, sharpens the sensibilities, deepens the impress and heightens the effect of a man's whole personality.

You can tell a poor business man from a good one by whether he asks under his breath, "What can I sell you?" or "How can I serve you?" Of course, you aren't supposed to hear a remark under his breath, but if you know human nature you can see it sticking out of his eyes.

How many people have business relations with you, in capacity of client, customers, dealer, agent, employer, employee, buyer, seller, associate of any kind? How many of these could you, with a little thought and effort, serve more fully, promptly, cheaply, carefully, pleasantly, heartily, skillfully, helpfully? How many of them need things you could supply at very little cost?

A business large enough to employ two people should maintain a service bureau, to offer counsel, research, aid, collaboration and co-operation of all kinds, for the customer, employer, and employee. The departments of the service bureau should cover all phases of business, from organizing and planning to advertising and selling. You can get all kinds of data for your service bureau, at slight cost, if you go after it right.

The coming science will be the Science of Service. A few years hence, the man who wants a big job will have to know how to render a big service, not merely to his company but even more to the wide circle of readers and friends within the sphere of influence reached by the company. You can make anybody your friend by serving him right. And the way to have fine customers is to have firm friends.

Edward Earle Purinton.

The "Come-Back"

by A. LILLIAN GAFFNEY

HOLLYWOOD'S "mercurial" thermometer is as temperamental as the weather-vane. Above normal or below, but never . . . regular.

Jack (we will call him that for we do not wish to reveal his real name) had been seared by the "flame of fame." That was five years ago. For some unaccountable reason his rocket had exploded in mid-air and he had dropped from the dizzy heights with a thud.

For five long years he struggled against a tide that had ebbed. He had bucked insurmountable obstacles until there was little left but the shell of a derelict. Everything he had tried in those five cruel years had turned to bitter fruit. . . .

Things had not been so bad as long as his wardrobe lasted, but as he framed the pawn-tickets one by one, and watched the few remaining remnants turn into shapeless togs . . . his spirit fled. He was "washed up" and he knew it.

As he took an inventory he found that he had but two assets left . . . his wife and his little daughter. Through his wife's efforts he managed to eat regularly and lay his head upon a bed at night. He began pushing life away . . . its uncompromising glare frightened and disturbed him. . . .

When the last blow struck everything about Jack changed. He saw all life through a bilious vision. Nothing seemed natural. His friends had proved of the usual fair-weather variety and they had left him alone with his problem. Life became a ritual of habits . . . some of them bad. . . . Alcohol took him by the hand and led him gently. The cheap spots offered stimulating diversion. The latest thing in sensational entertainment intrigued him, yet he couldn't analyze the reason. . . . He convinced himself that he was merely curious. It was the one thing left in life to be curious about. But he couldn't help but wonder why theatre row had gone suddenly burlesque mad. Even the more decent show houses had gone in for the "louse-opera." He blamed it first on Will Hays—then on the Pope.

Day after day Jack traveled in the same rut until suddenly he came to a decision. He would end it all. That was the easiest way out. Not that he was any more despondent than usual,

but somehow it seemed the sensible thing to do.

As he walked along full of these thoughts, and bent on his last journey, the dazzling bright lights of . . . "STRIP TEASE" caught his eye. His pulse quickened. He became confused for this had broken into his one-pointed motive.

Strip-Tease! Minskey's! Burlesque! What was there to this bizarre entertainment that had



"Its uncompromising glare frightened him. . . ."

intrigued the show-world? Jack's hand found its way to his pocket. He had just enough change to purchase the lethal dose. But instead he purchased the little red strip that admitted him inside. He took a seat fairly close to the front for he wanted his money's worth this time.

The curtain rose! Jack wondered if the audience suspected that their erstwhile movie hero was experiencing his last drama. He was coolly quiet. Having made up his mind there was nothing to qualm about. Oddly he was lost in the show very quickly. Even the jokes lifted

him tonight. When the strip-tease artist came on he was off on a tangent.

"I'll find out what it is," he muttered to himself. "It's not that dame! It's not her dance! It's something else that gets me. Something nobody's found out about. But I'll find out—tonight!"

He watched with a strange fascination as the dainty miss disrobed. Bit by bit to the tune of "fleshy" music, she discarded her clothing. . . . The act hit a high note. So did Jack. His mind slipped a cog. He was whirled into a strange, mental fog. He went back of the scenes of "strip-tease" in his mind . . . and he found out what gave it . . . the psychological . . . kick. He had it at last. "Strip-tease" was but a word. A symbol. But it was a symbol that applied to his own life. That was what had happened to him. Life had strip-teased him. It had stripped him down to the . . . nude. Just as that pretty young thing was stripped down. But with her it was different. The audience was actually applauding.

How the symbols rolled about in his dizzy brain as he watched the last fragment come off and he saw her toss it over the footlights to her sense-crazed audience. Handclapping shook the building like an earthquake.

Jack's mind trailed in reverse. Life had applauded him, too. Just as it was applauding Princess Magdah.

Was this last an applause for his last act?

A thought struck him. This girl . . . this Princess Magdah is capitalizing upon her nudity. "*I have it! I'll beat life yet! I'll capitalize upon mine. If she can do it. . . so can I!*"

Jack remained in the theatre long after the show was over. He slumped in his seat in a daze. He relived the entire scene. It was the janitor who raised him out of his coma.

"Hey feller! This ain't no flop house" commanded the colored man. "Get a-goin'!"

Flop house! How cruel those words were. He shuddered! How close it had actually come to that. Or worse.

On his way home the little imps still whispered words of destruction but Jack wasn't interested. He had complete control of himself at last. Psychological nudity meant but one thing. He was actually back to that something called . . . first

principle. To the point of beginning where all things are made new. He could now *will* the way of his going.

It was strange how "strip-tease" that new word in the human vocabulary had changed things. A word hidden in cheap burlesque. It proved the law of relationship. There is always a turning point if one wants to find it.

Those girls on the stage didn't quit when they got to the last. They danced garbed only in an envelope of flesh. They came back for the next performance and the next. And they got good pay for doing it.

A new light dawned. Why! He hadn't been strip-teased by life after all. What had he ever given to life that he should expect an abundant return? Nothing at all! He had always been on the "take" side. He couldn't recall a single instance of real spiritual giving. That had been the trouble. He had been burlesquing life. Life hadn't burlesqued him. *He* was the trouble . . . not life.

For the first time he was genuinely glad for all the ills that had befallen him. He wanted to live now just as earnestly as he had wanted to die. What alchemy that strip-tease act had wrought. He was in a new world. A world of his own making.

Oddly enough the boys he met on the boulevard greeted him cordially. Every other face seemed familiar. Not only familiar but kind. Why . . . they hadn't been fair-weather friends after all. He had shut the door. It wasn't the loss of his fame, nor his money. He had received what he had given.

From that day on, opportunities came to Jack as usual. But they lingered. They wanted to be caressed and when he caressed them they became his.

That was months ago, and the "strip-tease" fad has become passé, but Jack's feet are still on the ladder . . . going up. That same ladder that had seemed so rotten and unsafe.

"Coming back" is the hardest thing in the world in the "movie" game. But Jack found out the reason. The fault is in the actor not the "act." The boys who fail haven't had their nudity of soul revealed to them so that they were ashamed . . . and did something about it.



Life's Darkest Moment

DARKEST moments! We all have them or have known them. Moments when it seemed impossible for us to go on—when there was no glimmer of light to point a way through the fog that hemmed us in.

But they passed—these moments. We can look back on them now and wonder, perhaps almost with awe, at *how* we came through.

Looking back, now, on those dark moments of yesterday—they seem somehow to be not so important. Even the fact that we emerged triumphant, seems not so important. The vital point is *how we met Life's Darkest Moment*.

In life's darkest moment we find and conquer through the positive character traits and inner resources with which we meet not only a darkest moment but life itself. Great men and famous women have known and fought through their darkest moments, just as you and I have done. Discoveries, inventions, success, fame—these were not made or won without periods of apparent defeat. And in those moments of apparent defeat we do not have to *guess* at what brought these historic conquerers through. We have only to read the story of their lives.

LIFE'S DARKEST MOMENT! There isn't a letter in the words that does not spell the secret of these conquerers'—and our own—triumph, *Loyalty; Initiative; Faith; Enterprise; Sacrifice; Determination; Aspiration; Resolution; Kindness; Endurance; Serenity; Tenacity; Magnanimity; Objectivity; Mettle; Energy; Nobility; Trust.*

Success qualities were woven into the mantle of achievement worn by history's most intrepid and indomitable conquerors of sea, land, science, famine, disease, pestilence—life. There was no magic road to accomplishment then as there is none now. When the darkest moments arrived, as they always have and will, it was these qualities with which they were *met*, and overcome.

East and West were first really united by the discovery of the ocean passage to India. And to da Gama, discoverer, came life's darkest moment. It came when, after months of anxiety, no sign of land, his small boat was at last approaching the dreaded Cape of Good Hope. Scurvy broke out among his sailors. Death stared not only from disease but from low



rations, a leaking vessel, the terrifying waters of the Cape in raging storm. The men begged and pleaded with da Gama to turn back to Portugal. It was his darkest moment. He knew that they might all perish at any minute if he went on. But he met his moment with the same determination and iron-will with which he had set out. "No," said da Gama; "when we left *I promised in my heart not to turn back a foot of the way.*" On went the vessel—the sea became calm—the sun came out and the storm ceased. They had rounded the Cape. Da Gama had passed through his darkest moment and in three more weeks reached India, completing in not quite a year the longest journey ever made until then on the sea and destroying forever the tales of monsters, phantoms, flaming and boiling waters. His tenacity in meeting his darkest moment opened the ocean way to India and changed history.

The aspiration and desire with which another man met Life's Darkest Moment changed history, also. That man was Gutenberg, who made it possible for us to read the printed word. His aspiration to destroy ignorance, to find a means whereby everyone might read of freedom and liberty gave Europe its first printer's alphabet and press.* Gutenberg must have known many dark moments as he journeyed penniless from town to town in south Europe, robbed and exiled from his native city by enemies. And it was in the blackest moment of all, in Holland, as he thought of his ill-fortune and sufferings, that his great desire came. Despair and bitterness might easily have closed in on a weaker or less selfish person and made his life an endless night. But Gutenberg dreamed. He visioned a world made free through the words of great teachers, preserved for even the commonest man to read. He dreamed of a mighty machine that could print these words quickly and cheaply—and his darkest moment was passed. Other moments he faced, no doubt, after his alphabet of crude wooden blocks was strung, for he spent many lonely weeks in a deserted convent cell before he invented cast metal types and a press. But it is easier to meet (*Continued on page 62*)

* (Books had been printed in China in 868 but Europe knew nothing of China's ancient civilization back in the fourteen hundreds.)

by **BETH WALKER**

Yes, It's "Catching"

by ELBERTA WILSON

I REMEMBER when I was a child, if anyone became acutely ill, the first question everyone asked was, "I wonder if it's anything catching?" It is years since I have heard the question for with the amount of publicity attached to all forms of disease at the present time, everything is pretty well catalogued, but I have decided that just about everything is "catching."

Every influence we contact is a suggestion which becomes a part of us, to a more or less degree. If we associate with people of a low moral standard, it isn't long until we bear the marks of this association and usually the impression moves into our consciousness so insidiously that we are unaware that any change has taken place in us.

If we would only heed the warning when we are repulsed by anything that is low or inferior, we gain from the experience, but if we continue to contact it, our senses become accustomed to it and too late we learn it is "catching."

It doesn't matter what form inferiority takes, work, companionship, conversation, mannerisms, or thought habits, whatever it is, it tends to alter our standards and lessen our efficiency.

A positive mind is not always a constructive mind and a negative mind is not always a destructive one, but a negative mind is more susceptible to surrounding influences and therefore needs to be much more careful in its associations.

If you are a negative, so-so sort of a person, and associate with a positive, destructive mind, you will be like putty under manipulation and very quickly acquire destructive tendencies, while an association with a positive, constructive type will spur your ambition and arouse your enthusiasm.

How often we have been told that we cannot do more than we think we can, but it doesn't seem to have made much of an impression upon many of us and we go on becoming mere records of our associations. If you hold in mind pictures of inferiority, there is no power any-

where that can possibly make you a superior person.

IT is the natural tendency of man to be upright and creative and life is much easier when we keep it along constructive lines. The proof of this is that destructive thinking undermines the physical body, regardless of the care we give it otherwise.

You never hear the constructive type of people complaining that life is hard—they leave that to their more ignorant brothers, and no matter how much you accumulate through unfair methods, life never seems exactly satisfactory.

Thought culture is the most important thing in life, regardless of your present status and it is the only thing that can permanently improve your condition. If our thoughts are right, all else will follow, as a natural sequence.

If people could only realize how magnetic their thoughts are, the changing, for instance, from thoughts of poverty to those of abundance would become the paramount aim. Surely you can recall some time in your life when the holding of an intense, all-absorbing desire

has become a reality, in a remarkable manner,—many have had this experience and yet, even though they believe this to have been in accord with an existing law, they fail to make this experience a vital one for future achievements.

AS physical comfort means much in making our thoughts more easily controlled, we should begin our rejuvenation by holding in mind ideals of health and pleasant surroundings—a trial of this method will soon convince you that you have been overlooking one of the greatest essentials in your development.

What ever we get in life is the result of what flows out from us. The thoughts we allow to dominate are creative, magnetic forces and attract to us in the material world corresponding realities, even though it may come from a distant place.

(Continued on page 62)

Inspiration

DO not question whence it came,
Only, warm you by its flame.

Do not prison it with law,
Rather, serve with zealous awe.

Do not wonder where it goes,
Follow by the light it throws.

Do not grieve when it is spent,
Marvel that the spark was lent.

By ELINOR LENNEN.



Contacts Club

*Ring out the old, ring in the new,
Ring, happy bells, across the snow;
The year is going, let him go;
Ring out the false, ring in the true.*

—Tennyson.

MAKE this year one in which to find more friends. What difference if they are letter friends, so long as they make for a more congenial, happy outlook on life? As the old saying goes, our friends see the best in us, and by that very fact call forth the best from us.

In this coming New Year, think not of your past disappointments, and perhaps some heart-breaking experiences. But rather, as Dickens would say, "reflect upon your present blessings, of which every man has many; not on your past misfortunes, of which all men have some."

Help yourself to a bit of cheer by meeting interesting members from all parts of the world, who will gladly help you along the road to happiness. And at this time, may we add to the seasons' greetings by wishing you

A HAPPY NEW YEAR!

The Editor.

Dear Editor:

I am keenly interested in psychology and find your magazine one of my most helpful books. It has such a wide selection of subjects that one can get light on any subject through carefully reading and studying your magazine. I wish to thank you most sincerely for this successful book.

I also wish to thank you for the very interesting idea of having a "Contacts Club." I have never really been interested in any correspondents until recently, when I started corresponding with a member in Australia and found that through this contact I gained much knowledge and a broader viewpoint.

Because of this contact, I have taken courage and wish to meet others. I hope that others will find a kindred thought to draw them to my doorstep.

(Miss) J.B., Johannesburg, South Africa.

We feel sure that your friend in Australia will be pleased to know that his correspondence incited in you the interest in meeting other members.

Dear Editor:

My compliments and regards to you!

Allow me to address you in this familiar manner, for though it may be just after the first issue of PSYCHOLOGY that I received, it will not be the last.

Your magazine is really very practical and full of interesting matter from everyday life problems and facts, which make it of real value to everyone who cares in the least to live a worthy life full of the joy of living.

As I am in the trading business I was especially interested in your articles about salesmen and self-analysis.

Perhaps I may not be the first representative of this province of South Africa, I am surely the first representative of the Bushfeld, or Lowfeld—which not many years ago was the pride of the Union for its game. During the winter thousands of hunters and campers from everywhere used to flock to it. But those days of the hunters' paradise are past! Alas!

Letters from interested readers will be welcome.

(Mr.) F.G.K., Villa Nova, South Africa.

You are correct when you presume that you are not the first representative from your province, Mr. F.G.K. Our files have always contained many members from your interesting country. However, we welcome you, and know our members will, too.

Dear Editor:

Your "Contacts Club" is indeed an interesting and unusual one, as well as very popular judging from the letters (Continued on page 63)



No Quarrel with Religion



I DROPPED into a bookstore the other day, looking for a little book on psychology which I had seen at a friend's and thought I would enjoy further. A rather elderly gentleman came forward to serve me. He knew immediately the book I asked for; they were all sold out. I was in a hurry, but before I could get away he started questioning me on my interest in the subject, and before I knew it, I was audience to a harangue which lasted fully fifteen minutes and scathed my pet psychology in every branch.

The old gentleman told me he had read a good many books on psychology, had dabbled in cults, and he wanted passionately to impress upon me that the principles and application of psychology took away God's personality and scrapped the things in which we have always had faith. He claimed we were inflating the great I AM at the price of a great and personal God, and that it was a desecration to claim ourselves as human media and instruments for the exemplification of the almighty power. I had quite a time getting away from the little psycho-religious meeting, without being too abrupt and rude.

by

**MARA
LOWMAN**

But the incident led me into quite a train of thought on just this point. Why should anyone claim that psychology robs us of God?

Psychology is the education and use of natural faculties and powers with which he whom we call variously, God, the Universal Power, the Cosmic Mind, has endowed us. Why should we not develop and use that with which we have been equipped?

As for scrapping the Almighty's *personality*, are we not here rather expressing a new and greater conception of it? Why belittle the Cosmic Mind to which we bow, by forcing God into the image of an autocrat, watching a world of sinners play. Why not picture, instead, a Power so great, so all-embracing, that it lives and breathes throughout the smallest atom of the universe, both personal and impersonal, in its most glorious interpretation; the source, the means, the result; the ALL of everything.

The old gentleman of the bookstore was distinctly aggrieved at the possibility that all men are not mere worms of the dust—sinners whose fate and principle purpose in life is to grovel and ceaselessly meditate upon their unworthiness. What a narrow concept of the Great Ruling Power this indicates. Man may be sinful, yes . . . sinful in that he fails to live up to the glorious powers which are his. . . .

That higher life, which all may find within, we call God-within-us, but by so doing we are not limiting a Creator. The only limits are those by which we bind ourselves. The danger comes there also, perhaps, in a too literal conception . . . the "within" is not at all physical, as our friend may have misconstrued. As the deeper vision sees and senses it, the human body, the human personality, is but a funnel through which cosmic power gains through each of us, individual and conscious existence. All is within for us to tap, as the air and all the earth are all around us. We feel and use the power only as the curtain is raised which has shut it from our consciousness; the curtain of an outward-searching instead of an inward-searching conception.

We do not choose *between* God and our new-found powers of mind and matter. We weld them both together in a new and broader, a vastly more beautiful and powerful vision! Look for God *within you*. You will find all power yours to tap. Consciousness of self in a petty, hampering and wholly personal way will vanish; you will *feel* all power and all-powerful as a great light which gives forth deep, serene radiance, and pulls beauty from the shadows all around it.

“Life and Life Hereafter”

A Department Devoted to Discussion
“ESP” at Duke University

Ed Bodin, Chairman

Meta-Psychology

IT will be interesting to note the success or failure of the new book on extra-sensory perception, by Professor J. B. Rhine of Duke University. The book is called “New Frontiers of the Mind;” and the Book-of-the-Month Club is spreading many thousands of copies throughout the country.

Lewis Gannett of the *New York Herald-Tribune*, writes of Professor Rhine as follows: “Mr. Rhine started out to be a parson, but lost his faith and turned instead to science. From biology he turned to psychology. . . . As Dr. Rhine says, we have all heard stories of telepathy which while apparently well authenticated, went so counter to our established nineteenth century religion of science, that at least half of our minds, for no reason at all, refuses to believe them. He himself has heard such stories. At Duke he set out to transfer the record from the anecdotal to the experimental stage. Since, obviously, it was impossible to obtain the proper dreams and hunches under laboratory conditions, he tested the possibilities of extra-sensory perception (ESP) by cards.

“The ESP pack consists of twenty-five cards. On the faces of five of these are squares, five have crosses, five circles, five stars and five waves. The purpose is to shuffle such a pack, lay them face downwards on the table, and try to call them before they are turned up. . . . One man actually hit twenty-five right in succession. Most people hit one in five correctly.”

But according to Professor Chester E. Kellogg, of McGill University—extra-sensory perception rests upon the differences between scores obtained and those to be expected merely by chance. Professor Kellogg writes as follows: “that he (Dr. Rhine) greatly underestimates the chances of high scores; that he pays no attention to the internal inconsistency of the results; that

he draws conclusions from selected portions of the evidence in a way that assumes the truth of the very theory he wishes to prove; that among the selected series, those giving the highest scores also offer the greatest opportunity for sensory clues to the identity of the cards; that regarding telepathy, the chances in this part of the research are unknown, so the supposed evidence can not be used; and thus the complete data have not been published even in summary form, so as to permit of an independent verdict. The whole research is therefore quite inconclusive.”

Para-Psychology

Thus it would seem, that extra-sensory perception has to go back into the category of “meta-psychology;” or “para-psychology” as Dr. Rhine defines as something above or outside of conventional psychology. And it still remains for you and me to do our bit in making telepathy a scientific fact.

For the next few months we are going to look into other avenues of “meta-psychology” and we want to hear from all readers who can give us actual data or details, not just ideas or theories. We want knowledge as well as results. For instance, we have an interesting article by Dr. Joseph G. Lehner, 275 Post Street, San Francisco, California. Dr. Lehner tells some of the startling things he has accomplished in “meta-psychology” by use of telepathy, but he does not tell us *how* he did it. We want the *how* as well as the *what*. Dr. Rhine has given the world, a book of “*how*”—and for that reason it will prove more interesting. At least “*New Frontiers of the Mind*” will give us something concrete to discuss; and some tools to work with.

John H. Richerson of Echo, Louisiana writes that he has gained plenty of knowledge through scientific methods of (Continued on page 61)

Create What You Want

by

RALPH WALDO TRINE

WE can be men and women of power or we can be men and women of impotence.

**Eminent Author of the
Masterpiece, "In Tune
With the Infinite"**

cheerfulness in others, so happiness inspires and induces happiness. We communicate this condition to

The moment one vitally grasps the fact that he *can* rise he will rise, and after that he will have no limitations other than those he sets to himself. Cream always rises to the top. It rises simply because *it is the nature of cream to rise*.

It is the man or the woman of faith, and hence of courage, who is the master of circumstances, and who makes his or her power felt in the world. It is the man or the woman who lacks faith and who as a consequence is weakened and crippled by fears and forebodings, who is the creature of all passing occurrences.

- Faith and hope and courage are great producers. We cannot fail if we live always in the brave and cheerful attitude of mind and heart—he alone fails who gives up and lies down. . . .

There is no experience in any life which if rightly recognized, rightly turned and thereby wisely used, cannot be made of value; many times things thus turned and used can be made sources of inestimable gain; oftentimes they become veritable blessings in disguise. . . .

He who has the quest of the good in his heart relates himself thereby with all the higher forces in the universe and they aid him at every turn.

If we have faith, if we have patience and perseverance, there is no condition, no experience that rightly viewed and rightly turned and used will not bring us stores of good.

He who understands the laws of life most fully will take more and more the mental attitude of happiness. It is just as easy as its opposite; and in time it becomes the habit. . . .

This attitude, this habit of happiness is also a benefit to others. As cheerfulness induces

those about us. Its effects come back in turn from them to us again. As anger inspires anger, as love and sympathy inspire love and sympathy in others—each of its kind, so cheerfulness and happiness inspire the same in others. . . .

Our thoughts and emotions are the silent subtle forces that are constantly externalizing themselves in kindred forms in our outward material world. Like creates like, and like attracts like. As is our prevailing type of thought, so is our prevailing type and our condition of life. . . .

The men and the women who are truly awake to the real powers within are the men and women who, doing it so effortlessly, often seem to be doing little—yet who in reality are doing very much.

The course of determining resolutely to expect only those things which we desire, or which will be ultimately for our larger good, of thinking health and strength rather than disease and weakness; an abundance for all our needs rather than poverty, success rather than failure, of looking for and calling from others the best there is in them—this attitude is one of the greatest aids to bodily health and perfection. ●

It is better and more honest to conclude that we determine our own fate, and then set about in a manly or womanly fashion to carry this belief into practice, than to rail against an imaginary something we create, and call Fate. Henley was the seer as well as the poet when he sang:

"It matters not how strait the gate,
How charged with punishment the scroll,
I am the master of my fate:
I am the captain of my soul."



WHAT CAN WE DO FOR YOU?

CONDUCTED BY *C. Franklin Leavitt* M.D.

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

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

If you wish to consult him in a very personal way through correspondence be assured that your confidence will be sacredly guarded.

The Editors.

QUESTION:—J.S.E. writes—

I have been to several doctors in connection with my trouble, but all they say is "nerves." They tell me to forget it.

I have developed a fear in connection with meeting people—I would not say just a self-consciousness, for I cannot go to church or the theatre and concentrate for even five minutes on what is taking place. I have a sort of panicky feeling within which frightens me.

The fear is different from any I have ever experienced, for I recognize it as a fear attached to self. I fear I might collapse; perhaps faint. I grow weak and this scares me. Can you tell me just what is wrong?

ANSWER:

You have outlined a very typical case of so-called neurasthenia. There is nothing seriously wrong with you. I know that these symptoms can take on seemingly alarming aspects in the eyes of a patient who does not fully understand it.

It is all due to fears you have created. These fears have, through the emotions, acted on your sympathetic nervous system until your nerves have become weakened and acutely sensitive. The feelings of weakness you experience is not due to muscular weakness, but to nerves alone.

The cure lies in your restoring confidence. To do so calls for courage in meeting these thoughts and conditions which exist in your mind and body.

Try to toughen yourself as much

as possible and gradually build up a different attitude toward yourself and your symptoms. You must reach a point where you are able to ignore self before you will get rid of your troubles.

QUESTION:—L.I.K. writes—

Such a nature as mine must have faith in something—but what? I find in the many books and magazines I read, such a conglomeration of ideas, isms and practices, that I admit I am completely confused. I feel that everyone is in need of some sustaining power, but what power?

I have been to possibly a dozen physicians with my troubles and have been told by each—"there is nothing wrong." Yet there is something wrong, for I do not feel at all like myself, am unhappy, cannot take a proper interest in my work, and life hasn't much charm for me. How is a man to know just what course to pursue? Can you enlighten me?

ANSWER:

I agree with you that it is most confusing for one to read of the various remedies for certain definite troubles, each perhaps trying to show that his way is best. Where troubles are due to some mental or emotional upset I find there are many roads leading to the same goal.

Here's the truth in a nutshell. In mental and emotional disturbances it is always faith that heals. Perhaps faith in a person, a method, a shrine or some blessed pool. The most sub-

stantial faith, I believe, is one which builds up confidence in oneself, in ability to meet and defeat the trials of life as they arise.

Now, you ask me how are you to know. Here is my answer to that. Though we are born alike in many ways, we do not all possess the same types of mind. Make a little study of a number of things and accept that thing which appeals to your mind and reasoning power—for that will help you solve your problems. There are many roads leading to the same goal.

QUESTION:—A.E.W. writes—

My home-life is a most unhappy one. Three years ago I married a widow with two children; I also had two children of my own through a former marriage. These children are all too young to take care of themselves. I have tried very hard to be fair in every particular and to treat her children as though they were my own; I have never nagged at them nor expected more of them than I have my own.

But my wife does not treat my children in a similar manner. Her children must have the best and recently she has even suggested placing my children in some home.

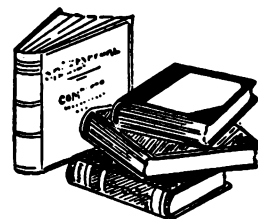
Now all this was talked over at length before our marriage and both agreed to treat the children impartially. I love my children deeply and I just cannot part with them, and it hurts me every time my wife shows this

(Continued on page 56)

PSYCHOLOGY

in

BOOKS



"Problem-Drinkers"

THE new book "To Drink or not to Drink" by Charles H. Durfee, noted psychologist, is not as its title might imply, a discussion of temperance: its theme is the cause and cure of alcoholism, a malady to which Dr. Durfee gives the kinder and perhaps more descriptive name of "problem-drinking."

The "problem-drinker," says this authority, is the man or woman whose drinking is a matter not of choice but of inner necessity. The crucial question is not how much one drinks but for what reason and with what effect. And the mastery of the will by alcohol is "the result not of sin but of sickness and that sickness psychological."

To free the alcoholic of his burdens, it is essential to uncover the bugbear which the drinker is trying to escape and giving him a new outlook on life.

This interpretation of the drinker's problems and the simple but profound system Dr. Durfee pursues will be of benefit to laymen, as well as to psychologists and physicians in its new approach.

Longmans-Green & Co.

Psychology of Personality

AS a rule, science treats the individual as a mere bothersome accident—something to be brushed aside so the main business of accounting for the uniformity of events can get under way. The result is that on all sides we see psychologists enthusiastically at work upon a somewhat shadowy portrait entitled "the generalized human mind."

With the intention of supplementing this abstract portrait by one that is more life-like, a new movement within psychological science has gradually grown up. It attempts in a variety of ways and from many points of view to depict and account for the manifest individuality of mind. This new movement has come to be known as the *psychology of personality*.

Gordon W. Allport, Associate Professor of Psychology at Harvard University has written a book which he has titled "Personality—A Psychological Interpretation," in which he has

formulated the standards of this new movement. Professor Allport's purpose is twofold:—to gather into a single comprehensive survey the most important fruits of the psychological study of personality, and to supply new co-ordinating concepts and theories where they will equip this new department of psychology for a more adequate handling of its endlessly rich subject-matter.

Henry Holt and Company.

Think and Grow Rich

WHAT is the secret of growing rich? Why do some men toil and scheme and all but part with their life's blood only to find a mere pittance as reward while other men, undergoing no more of effort and trial, pile up vast stores of material wealth and face the world as important successes?

Napoleon Hill, whose name is widely familiar, began asking himself these questions about twenty years ago. And he asked rich and successful men for *their* interpretation of the phenomenon—beginning with Henry Ford. Afterwards, he interviewed Edison, Schwab, Wrigley, Woolworth, Rockefeller, Carnegie—all the really "big fellows" in fact, and kept data of what they said.

And now he's written a book "Think and Grow Rich," through which he acquaints the man of the street with the secret of accumulating wealth. These observations are not theoretical at any point, of course, as all findings were checked and approved by the successful men themselves. And the important and amazing part of it is that men who have learned and applied these basic truths, set forth by Mr. Hill, have found that money, which heretofore gave them a wide birth, now literally *pours* in. Men who declare that they have transformed their dreams into dollars are willing to give their emphatic word to this.

"Think and Grow Rich" is fascinating reading and its thirteen steps to affluence are set forth simply and convincingly. Napoleon Hill has done a splendid job in its writing.

The Ralston Society (Publishers)

(Continued on page 58)



THERE ARE POWERFUL HIDDEN FORCES
In you .. Around you .. Above and below you!

YOU

QUESTION MARK

BOOK

ANSWER

Let Us Send You This Book on Trial!

All Your Dreams and Desires Can Come True!

This Book Explains In a Simple, Easy Way:—

- What causes dreams, what are dreams, the hidden meaning of dreams, the importance of dreams.
- The explanation of "CRYSTAL GAZING," how to develop this power, how to gain by it.
- How "TELEPATHY" the science of sending and receiving thoughts from mind to mind is accomplished. How to develop this power.
- How you can develop the power of "CLAIRVOYANCE," and be able to see and hear without the use of sight or sound.
- What is the cause of "HAUNTED HOUSES," how to expose or prove, how to "cure" haunted houses.
- What is a "Ghost"—an "Apparition"—a "Phantom," how to tell if real, what to do, of what importance are they.
- How a SPIRIT is induced to come back to this world, difficulties of communication, getting true information.
- What happens after "DEATH," how it feels to "Pass Over," novel experiences on the "other side."
- What is "HYPNOTISM," how to hypnotize by passes, by suggestion, prevention on oneself, remarkable hypnotic phenomena.
- How to develop "PERSONAL MAGNETISM," the physical factors, the mental factors, how to influence others.
- What is "Prophecy"—Fortune Telling—Palmistry—Magic—Mediums—Witchcraft—Devil Worship—Reincarnation—Evil Eye—Vampires—and thousands of other interesting and unusual facts are explained by this recognized authority.

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This Sensational Book Tells You How to Develop and Master These Mysterious Forces

Since the beginning of time, man has "felt" the presence of unseen things and invisible forces. But only a very few have tried to understand and to apply these amazing powers. And these few have made themselves MIGHTY! At last a foremost authority has gathered together this wonderful knowledge of Psychic Powers and Phenomena, of Amazing Things and Events, and of Secrets which when understood will revolutionize human thought on every subject. This startling knowledge is now offered to you for the first time in this book, "YOUR PSYCHIC POWERS AND HOW TO DEVELOP THEM."

This book will help you develop:—a PERSONAL MAGNETISM that will attract people to you . . . an ABILITY TO CONTROL YOUR PERSONAL LIFE so that Happiness, Position and Success can be yours . . . an UNDERSTANDING OF TRUTH to weigh words and events correctly . . . will help you SOLVE YOUR PROBLEMS. Whatever your heart desires CAN BE YOURS, if you try hard enough. POWER—MONEY—LOVE—FRIENDS—HAPPINESS—UNDERSTANDING—PEACE—everything and anything. You have within you UNLIMITED CAPACITIES to Progress and SUCCEED. Just as the mighty oak tree lies within the tiny acorn, so what YOU can be lies hidden, invisible, BUT IT IS THERE, waiting to blossom forth.

So positive are we that you will be completely satisfied with this revealing book, we are offering it on trial. Send no money now—just mail the coupon. When the book arrives, deposit with postman only \$1.98 plus postage with the understanding that you can get your money back if you want it. YOU RISK NOTHING. Mail the coupon or write at once!

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First Prize Winner**TOO BUSY**

Worry 'cause I'll lose my job?
 Brother, I haven't the time.
 Mine is a job that can never be lost
 Though it pays not a solitary dime.

Worry 'cause I may starve ere long
 And shiver with cold in the street?
 Brother, I haven't time to despair,
 I'm too busy to think of defeat.

Do you think I should worry . . .
 Just because my job is through?
 Why, I haven't enough time to waste
 In worry. I've too much to do.

I'm busy just living,
 And I've got years and years ahead,
 I've no time to worry while I'm alive
 And what's the use after I'm dead?

*Glen Gregory,
 Tacoma, Washington.*

* * *

PIERCED HEART

An unkind word by someone said
 And it has pierced your heart;
 But you'll just let it heal again
 If you're the least bit smart.

*Dallas Russell Miller,
 Philadelphia, Pa.*

* * *

HOPE

When you're at the end of the road
 And the way has been long and dreary,
 The last small joys and hopes have fled
 And even breathing makes you weary,
 Try a glimpse of God's blue heaven,
 His foaming sea, young things grow-
 ing—

You will take to the trail again,
 Eyes less dull and heart more flowing.

*Ethel M. Canup,
 Laurelton, L. I.*

* * *

CORNERS

Corners great and corners small
 Corners in the hut or hall,
 Do you know how much you hold,
 How many secrets you are told?

There are corners everywhere in life,
 Corners of gladness, corners of strife.
 Especially in my heart are there
 Corners treasured, hidden, rare,
 In which I keep my thoughts and
 moods
 Sheltered as in cedar woods.

Deep in calm serenity
 Those corners are a joy to me.
 In the corners of my heart I'm sure
 My emotions are secure,
 No one there can enter in,
 Closed from outside noise and din;
 Peaceful as a quiet art
 Are the corners of my heart.

*Mary Pizzuto,
 Elmer, N. J.*

"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.

Honorable Mention**ANOTHER DAY**

Softly and slowly the night shadows
 fall,
 And now forever beyond our recall
 This day, with whatever its wrongs,
 its rights,
 Into the darkness has taken its flight.

With it are gone its mistakes, its fears,
 Successes and failures, laughter and
 tears.

But out of the night, with the sun's
 first ray,

Will come a new chance—and another
 day.

*Mabel R. Hansen,
 Woods Cross, Utah.*

* * *

SO! LITTLE MAN!

Mortal men are prone to think

"We are very great!"—

And pose, and puff—in boastful pride;
 They did the same, a thousand years
 ago,

And scorned their weakness, to deride!

Each age has added much in accelerat-
 ing gain;

Looking back on centuries passed in
 undismayed disdain;

They'll do the same, in future years,
 And attribute all to man; but we are
 But a part—on nature's chart—
 Outlining God's Great Plan!

*Daniel G. Pleasants,
 Los Angeles, Calif.*

* * *

BE WISE

When bankruptcy seeks to destroy,
 Complacency of Soul,
 To fill our minds with grim distress,
 Or auction us for gold;
 'Tis well to lend a list'ning ear
 To the small voice at our door,
 Ignored, yet faithful whispers it:
 "Be wise; you're rich yet poor."

We must know to boost rejection
 When blind, silly notions press;
 We must keep within safe limits
 When temptations urge digress;
 We must see the light when everyone
 Around us darkness throws,
 And feel within our bosom
 Faith's vibrant, snug repose.

*H. V. Richards, Jr.
 St. Thomas, V. I.*

Second Prize Winner**GIVE HIM A HAND!**

When you see a fellow whose head is
 bowed

Don't stand in with the masses—step
 out of the crowd,

He needs a friend—tell him you under-
 stand;

Prove you're earnest—give him a
 hand!

Help him forget it—it may be the
 breaks;

No one is perfect—we all make mis-
 takes.

Even if he's in the gutter, don't pass
 him by,

Remember! At one time he was a regu-
 lar guy.

Pick him up—give him a hand!

Some day, you, too, may be unable to
 stand

Life's turmoil and battle—temptations,
 and all

Then you'll appreciate a hand that will
 help break your fall.

*Edward Stoffel,
 New York, N. Y.*

* * *

FACIAL LIGHT

The radiance on the homely face

Has caught my interest;

I break the silence with my tongue

And start a quest.

Beneath the physical design,

Through mental rooms I go

And note how light and love unite

To shed the glow.

Hence should I greet uncomely cheeks

That flame to some degree,

I'll let the magic of their mind

Enamor me.

*Cyril Creque,
 St. Thomas, V. I.*

* * *

ETERNAL FLAME

He carries it well—the Torch of
 Life—

It has flamed his way through man-
 made strife—

No road has been too dark to travel—

No path too tangled to unravel—

Boundless Faith has emblazoned his
 way—

He knows the grandeur of each new
 day—

Within the deep stillness of his soul
 He has found Life's Infinite goal.

*Estelle Chase,
 Minneapolis, Minn.*

Do You Make These Mistakes in English?

Sherwin Cody's remarkable invention has enabled more than 115,000 people to correct their mistakes in English. Only 15 minutes a day required to improve your speech and writing

MANY persons use such expressions as "Leave them lay there" and "Mary was invited as well as myself." Still others say "Between you and I" instead of "between you and me." It is astonishing how often "who" is used for "whom" and how frequently we hear such glaring mispronunciations as "for MID able," "ave NOO," and "KEW pon." Few know whether to spell certain words with one or two "c's" or "m's" or "r's" or with "ie" or "ei," and when to use commas in order to make their meaning absolutely clear. Most persons use only common words—colorless, flat, ordinary. Their speech and their letters are lifeless, monotonous, humdrum.

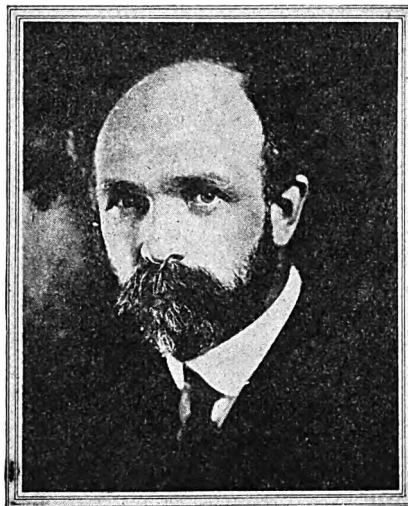
Why Most People Make Mistakes

What is the reason so many of us are deficient in the use of English and find our careers stunted in consequence? Why is it some can not spell correctly and others cannot punctuate? Why do so many find themselves at a loss for words to express their meaning adequately? The reason for the deficiency is clear. Sherwin Cody discovered it in scientific tests, which he gave thousands of times. *Most persons do not write and speak good English simply because they never formed the habit of doing so.*

What Cody Did at Gary

The formation of any habit comes only from constant practice. Shakespeare, you may be sure, never studied rules. No one who writes and speaks correctly thinks of rules when he is doing so.

Here is our mother-tongue, a language that has built up our civilization, and without which



SHERWIN CODY

we should all still be muttering savages! Yet our schools, by wrong methods, have made it a study to be avoided—the hardest of tasks instead of the most fascinating of games! For years it has been a crying disgrace.

In that point lies the real difference between Sherwin Cody and the schools! Here is an illustration: Some years ago Mr. Cody was invited by the author of the famous Gary System of Education to teach English to all upper-grade pupils in Gary, Indiana. By means of unique practice exercises Mr. Cody secured more improvement in these pupils in five weeks than previously had been obtained by similar pupils in two years under old methods. There was no guesswork about these results. They were proved by scientific comparisons. Amazing as this improvement was, more interesting still was the fact that the children were "wild" about the study. It was like playing a game!

The basic principle of Mr. Cody's new method is habit-forming. Any one can learn to write and speak correctly by constantly using the correct forms. But how is one to know in each case what is correct? Mr. Cody solves this problem in a simple, unique sensible way.

100% Self-Correcting Device

Suppose he himself were standing forever at your elbow. Every time you mispronounced or misspelled a word, every time you violated correct grammatical usage, every time you used the wrong word to express what you meant, suppose you could hear him whisper: "That's wrong, it should be thus and so." In a short time you would habitually use the correct form and the right words in speaking and writing.

If you continued to make the same mistakes over and over again, each time patiently he would tell you what was right. He would, as it were, be an everlasting mentor beside you—a mentor who would not laugh at you, but who would, on the contrary, support and help you.

The 100% Self-Correcting Device does exactly this thing. It is Mr. Cody's silent voice behind you, ready to speak out whenever you commit an error. It finds your mistakes and concentrates on them. You do not need to learn anything you already know. There are no rules to memorize.

Only 15 Minutes a Day

Nor is there very much to learn. In Mr. Cody's years of experimenting he brought to light some highly astonishing facts about English.

For instance, statistics show that a list of sixty-nine words (with their repetitions) make up more than half of all our speech and letter writing.

Obviously, if one could learn to spell, use, and pronounce these words correctly, one would go far toward eliminating incorrect spelling and pronunciation.

Similarly, Mr. Cody proved that there were no more than one dozen fundamental principles of punctuation: If we mastered these principles there would be no bugbear of punctuation to handicap us in our writing.

Finally, he discovered that twenty-five typical errors in grammar constitute nine-tenths of our everyday mistakes. When one has learned to avoid these twenty-five pitfalls, how readily one can obtain that facility of speech which denotes the person of breeding and education!

When the study of English is made so simple, it becomes clear that progress can be made in a very short time. *No more than fifteen minutes a day required.* Fifteen minutes, not of study, but of fascinating practice! Mr. Cody's students do their work in any spare moment they can snatch. They do it riding to work or at home. They take fifteen minutes from time usually spent in profitless reading or amusement. The results really are phenomenal.

FREE—Book on English

It is impossible, in this brief review, to give more than a suggestion of the range of subjects covered by Mr. Cody's new method and of what his practice exercises consist.

But those who are interested can find a detailed description in a fascinating little book called "How You Can Master Good English in 15 Minutes a Day." This is published by the Sherwin Cody School of English in Rochester. It can be had by any one, free, upon request. There is no obligation involved in writing for it. The book is more than a prospectus. Unquestionably it tells one of the most interesting stories about education in English that ever has been written.

If you are interested in learning more in detail of what Sherwin Cody can do for you, send for the book, "How You Can Master Good English in 15 Minutes a Day." Merely mail the coupon, a letter or postal card for it now. SHERWIN CODY SCHOOL OF ENGLISH, 341 Searle Building, Rochester, N. Y.

SHERWIN CODY SCHOOL of ENGLISH
341 Searle Building, Rochester, N. Y.

Please send me, without any obligation on my part, your new free book "How You Can Master Good English in 15 Minutes a Day."

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Receives Two Salary Increases

"I can frankly say that my last two increases in salary were largely due to my improvement in English, as influenced by the course."

C. A. P. (Washington)

Great Business and Social Benefits

"I am a secretary and handle a large amount of correspondence. Your course has built up my vocabulary, made me accurate in spelling and punctuation. I now enjoy myself at social functions, knowing that I use proper English and, through your course, can express myself in more colorful language."

Miss L. M. L. (Illinois)

Gains New Self-Confidence

"My friends have already noticed a marked improvement in my speech and writing. I am feeling a new confidence that puts me at ease in any company."

A. B. (California)

"Has Helped Me—and My Children"

"I wanted to correct my English and thereby help my children acquire correct habits of speech. Your course has not only helped me, but also my children in school."

H. J. H. (Oregon)

NEW AND GREATLY ENLARGED EDITION!

In a little over 15 years the Sherwin Cody method has improved the English of more than 115,000 people. The course has been completely rewritten and is much ENLARGED, including, at no extra cost, a great deal of entirely new material.

The important additions in this new Edition offer you, as explained below, valuable practical guidance—not only in improving your English—but in USING it more effectively and profitably in your daily work and life!

How to Be a Good Conversationist

—so that even your ordinary conversation will be colorful, alive, eagerly listened to.

How to Talk Well in PUBLIC

—so that you can think on your feet, banish timidity and hesitation, and win, hold and sway the people before you.

Your PERSONALITY—How to Improve It

—so that you may transform negative traits into positive assets, fortifying what you SAY with a personality that is pleasing and impressive.

Your VOCABULARY—How to Increase It

—giving you an entirely new and improved way of adding to your storehouse of fresh, unacknowledged, effective words.

The Psychology of WRITING

—to do as much for your ability to write as for your ability to speak, so that your writing will be trenchant, persuasive, convincing.



The LAST LAUGHS



BREAKING IT GENTLY

Mollie (aged six): "Mummie, I know what I'm going to give you for your birthday. A nice rose bowl."

Mother: "But I have one, dear."

Mollie: "Yes, I know, but . . . I've just broken it."

POSITIVE

Customer: "Are these eggs strictly fresh?"

Grocer (to his clerk): "Feel those eggs, George, and see if they're cool enough to sell yet."

NOT THE PLACE

Landlady: "And how do you feel now?"

Lodger: "Just terrible. I feel as if I was going to die."

Landlady: "Well, you can't die here; this is the living room."

DANGERS OF HANDSHAKING

(From a story): "She held out her hand, and the young man took it and departed."

HER GREEK GOD

Ethel: "She treats her husband like a Greek god."

Hugh: "How so?"

Ethel: "Why she places a burnt offering before him at every meal."

PAINFUL MISTAKE

Mrs. Highbrow: "I hope you liked those queer little Chinese back-scratchers I sent you from the Orient dear."

Mrs. Chubbwitt: "Is that what they are? Mercy! I've been making my poor husband eat his salad with them."

NONSENSE?

Elsie (aged six): "What's etiquette, Tommy?"

Tommy: "Etiquette, is the noise you don't make when you're eating soup."

SUPER-SYNTHESIZED

In these days of synthetic substitutes, it is consoling to know that there is one useful article that cannot be synthesized any further. We refer to hash.

"I THINK SO!"

Father: "Do you think he is interested in you in a matrimonial way?"

Daughter: "Well, last night he asked me if you and mother were easy to live with."

NO INSURANCE

Mother: "Now, Henry, don't go so far out in the water."

Little Henry: "Yes, but you let daddy do it."

Mother: "Well, that's different. Daddy has his life insured."

A STAY AT HOME!

Cop: "Haven't I seen you somewhere?"

Student: "No, I've never been anywhere."

DOUBTFUL

"Does your wife ever pay you any compliments?"

"Only in the winter."

"In the winter? How do you mean?"

"When the fire gets low, she says, 'Alexander, the grate!'"

SHE SHOULD BE

"Is Mrs. Nextdore a well-informed woman?"

"I should say so. Her cook has lived with all the other families in the neighborhood."

PLAYING SAFE

"Dad, tell me, what does bankruptcy mean?"

"Bankruptcy, my boy, is when you put your money in your hip pocket and let your creditors take your coat."

WISE GUY

"Excuse me, can you tell me the quickest way to the station?"

"Run, man."

THE FIRE OF LOVE

Agent: "Why do you want fire insurance on your husband? That won't be any help when your husband passes away."

Young Bride: "It's so much cheaper and you see I intend to have him cremated."

SURPRIZE PRESENT

Mrs. Stinky: "Dear, the baby has swallowed a penny. What on earth shall I do?"

Mr. Stinky: "Oh, well, let him have it. Next Thursday is his birthday, anyway."

THE SUPREME TEST

Son: "Daddy dear, what is an actor?"

Daddy: "'An actor?' My son, an actor is a man who can walk to the side of the stage, peer into the wings filled with theatrical props, dirt and dust, other actors, stage-hands, old clothes and say: 'What a lovely view there is from this window'."

PROFIT

Wife: "I've put your shirt on the clothes horse, Jim."

"What odds did you get?"

TOO MUCH

The hill was steep and the load heavy. The donkey did its best, but at last it stopped and would not budge another inch.

The driver saw a man passing. "Excuse me," he said, "but could you help me to get this load to the top of the hill? It's too much for one donkey."

THAT'S DIFFERENT

"Doctor, if there is anything the matter with me don't frighten me half to death by giving it a long, scientific name. Just tell me what it is in plain English."

"Well, sir to be frank, you are lazy."

"Thank you, doctor. Now tell me the scientific name for it. I've got to report to the missus."

EXPLAINED

She "What is this dark hair doing on your coat?"

He: "That is the suit I wore last year, I expect the hair has been on it ever since you were a brunette, dearest."

GUILTY

Judge: "What was the prisoner doing?"

Officer: "He was having a heated argument with a taxi-driver, yer honor."

Judge: "But that doesn't prove he was drunk."

Officer: "Ah, but there was no cab driver there, yer honor."



ALEXANDER HAMILTON INSTITUTE

Announces

A NEW PLAN OF EXECUTIVE TRAINING

FOR sixteen months the Institute Staff has been working to prepare for this announcement. The results of its work make this one of the most important, perhaps *the* most important, announcement ever made by the Institute.

Important to whom?

Not to the *average* man, because he probably hasn't any more than a vague notion of what is going on in the world of business and doesn't care much about it either.

But to that smaller group of men who are the executives, and coming executives, in American business this message will be of utmost importance.

The next five years, even though they be years of prosperity, will prove a more severe test of personal and executive competence than any similar period in the past. Men who want to win financial independence must meet a new set of requirements. There will be none of the indiscriminate,

get-rich-quick prosperity of the last boom. A higher order of business knowledge, executive training, and understanding of the new rules of industry will be the price of better-than-average income.

The Alexander Hamilton Institute is ready to prepare you for the test of ability and training which lies ahead. In each new business cycle during the past twenty-seven years, the Institute has developed and remodeled its Course and Service to meet the special needs of the day. Thousands of men have trained for executive responsibility and financial independence under the Institute's guidance.

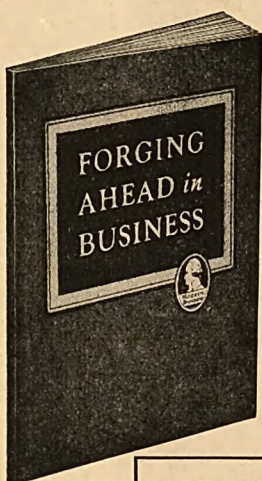
Now again, the Institute, keeping abreast of American business developments, offers a **NEW PLAN** for executives and for those *who will be* executives—a plan built to meet the new conditions and to fit more exactly your personal requirements for growth and progress.

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IN this new plan of executive business training, the Institute offers you the ideas, experience, and judgment of the most successful business men in America, formulated and organized to put at your command the proved principles and methods of modern business.

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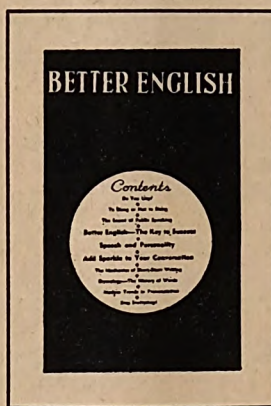
Remember, people know you by your words. Your speech is the key to your personality and ability.

A complete mastery of English will put you far ahead among your business associates and friends. The word is the tool through which the great men of history have influenced people. The man who can speak effectively is a leader.

One glaring error in English may lower you in the esteem of your friends. One bad sentence may stop you from getting that job or that order.

Do you know when to say "me" instead of "I"? Do you know when to say "present" and when to say "introduce"? Do you know when to use "would" and "should"? How extensive is your vocabulary? Do you use the same word over and over again? Do you grope for the striking word that will clinch your point?

Become a sparkling conversationalist and writer and learn to talk on your feet. Most people neglect to improve their speech and writing because they dislike sitting down with dry and tedious books, or because they cannot spare the time and patience necessary for class-room study. However, these objections need no longer bar you from a command of effective language.



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- Are You a Falsetto Guy?
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- Speech and Effective Personality.
-
- How to Enlarge Your Vocabulary.
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Private Meaning to Life

(Continued from page 20)

the right way he can do his part in improving it.

To take up his tasks means to assume responsibility for solving the three problems of life in a cooperative way. All that we demand of a human being, and the highest praise that we can give him, is that he should be a good fellow worker, a friend to all other men, and a true partner in love and marriage. If we are to put it in a word, we may say that he should prove himself a fellow man.

"As a Man Writeth"

(Continued from page 33)

Dr. Fosdick has no time to waste. His signature says so. It travels ahead so fast that it almost fades out and he does not take time to lift his pen between the names. This shows great logical thinking and love of home as well. The final ending proves that though he may be diplomatic as suggested in the slithering out signs, yet he does not stop at that for the final issue. I begin to think that this signature is a study in what might be termed finalities.

His capitals are large in comparison, evidencing pride in himself, sense of humor in the way they are formed from the connecting strokes or curves between words, kindness, suavity and yet a certain directness, which many who know Dr. Fosdick claim he possesses. He makes the underhand curve denoting kindness and the over-handed curve denoting humor. Seldom will so much be found in so little writing. This is partly because of the good signs, or forms afforded in this name from which to make deductions.

Delicacy of mind exists in this writing as in that of Nikola Tesla, shown in the fine outline of the writing. The coloring denotes virility as in the former case. The curve of the capital F at the ending shows restraint over self-consciousness at an earlier period in the life of Dr. Fosdick. This may be misunderstood when he seems to resent publicity on some occasions. It is just a reversion to innate elements of reserve.

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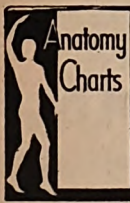
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“Here and There”

(Continued from page 13)

said. “She has thought of the psychology book and is wondering what its advice would be in this situation. The arm does not raise again and the poor child is thus deprived of a valuable educational experience.

“I must not revile science,” he continued, “but sometimes I think we should forget all about textbooks on child psychology.” He added that he believed in many cases when a psychologist tells a child how to act the child’s unconscious mind knows the advice is “just words,” and no lasting benefit is achieved.

Remarking that “some people are too conscious of learning,” Dr. Jung said that “too much study of psychology is absolutely unsound, when you reach the point where you are confused with textbooks. Furthermore, we must get at the parents. It is a big mistake to blame all domestic trouble on the children and decide they must be treated.”

Isolation in Sex Crimes

Segregation of sex criminals where psychiatric examination shows that they are incapable of rehabilitation and will remain a permanent menace to society was advocated recently by Dr. Karl M. Bowman, director of the psychiatric division of the Department of Hospitals of New York.

Dr. Bowman, contending that punishment should be meted out to fit the criminal rather than the crime, cited a recent occurrence in Massachusetts in support of his position.

In that State they are “upset now because a man has been arrested charged with the murder of two children. Records show that he was arrested about ten years ago charged with a sexual assault and given a psychiatric test. It was found that he had been arrested several times previously because of other assaults.

“This man was given a prison sentence, but was released long before his sentence had expired. Careful psychiatric examination showed that he could be classed as feeble-minded and that he was a dangerous person. But after another six years he was released, despite psychiatric opinion.

“I cite this case to show that there are some cases that we are not able to rehabilitate and are so dangerous that society must be protected from them by some form of permanent segregation,” Dr. Bowman concluded.

What’s in a Name?

“Odd sounding names may handicap the child,” recently asserted Professor William E. Walton of the University of Nebraska. Names bestowed upon children affect the development

of personality, acquisition of friends, and success and failure in life. Such names as Percy and Aloysius lead to unpleasant social experiences.”

Out of thirty-six common names, one hundred men voted Charles, Robert, and Jack as their masculine favorites. For their girl friends they preferred Jean, Jane, and Virginia. The opinions of 108 women were remarkably similar: they liked Jack, Robert, and Richard, Jean, Jane, and Virginia. Men shunned Albert, Henry, Arthur, Mildred, Grace, and Lucille. Women found distasteful Albert, Henry, Harry, Grace, Mildred, and Marie. Names leading to sex confusion such as Cecil and Carrol, were also rated low.

The experiment did not ascertain why names are agreeable or repulsive. It is not due to sound quality, since a harsh, explosive “Jack” is preferred to a smooth flowing “Albert” or “Marie.” It may be regarded, however, as scientifically proved that strong antipathies exist which should be taken into consideration by parents. The data was so impressive that one of the investigators rushed to court to change his name!

Quints Learning Rapidly

The Dionne quintuplets learned to talk slowly, but they came on with a grand rush when they did get started, and are making up for lost time, according to Dr. W. E. Blatz and his co-workers of the University of Toronto.

Right now they are acquiring new words faster than ordinary children of their age. They have a total joint vocabulary of 185 words, and the nursery at Callander echoes to their soft-voiced contralto conversation from sun-up to sun-down.

Psychologists have shown that single children learn to talk before twins do. The child who grows up in company with another child of his own age can communicate with his playmate through grunts and gestures. The child who grows up without such a companion, however, has to learn to talk to make his wants known.

The quints are going to be bi-lingual. From now on, the conversation at one meal each day is to be in English, as fast as the quints can acquire any. Which, judging by the speed with which they are picking up their French, won’t be long now.

Room at the Top

“While every business and profession seems to be overcrowded, the percentage of men and women of outstanding ability and exceptional training is inadequate to meet present needs,” said

William R. White, New York State Superintendent of Banks, in a recent address at Bucknell University.

Discounting the value of "pull" in obtaining employment and earning promotion, Mr. White went on to say: "The majority of executives who have a position to fill are not intent on helping out a friend, but on obtaining an employee who is equal to the responsibility involved."

"The man who achieves distinction is one who has reasonable ability plus certain other intangible qualifications such as personality, capacity for hard work, perseverance and integrity."

In defining integrity, Mr. White says: "It means that a man's word is his bond, and that he can be relied upon to do what is right in every situation, even at the cost of personal sacrifice."



Your Universe—and You

(Continued from page 18)

peace. Give them by learning that you can give them; by adopting beliefs which accord with this technique and promote the use of it.

Take for yourself the faith that you can grow, and straightway *you will be able to grow*. Do not say: "I am a worm that perishes, a stirring in the slime, a blind groping in the infinite darkness, destined to drop back into the nothingness from which I came."

Proclaim to yourself the spiritual truth that the universe is in you, and that its powers are manifesting themselves through you, and that there is no limit to the miracles they may perform in you and for you. Say in the proud words of Emerson:

*I am owner of the sphere,
Of the seven stars and the solar year,
Of Caesar's hand and Plato's brain,
Of Lord Christ's heart and Shake-
speare's strain.*



SOUL GREETINGS

By C. E. FLYNN

LOOK a person in the eye
When you chance to pass him by.
Once in every little while
You will find a waiting smile,
Or discover that your glance
Will awaken one, perchance,
In the look that understands.
That is where our souls clasp hands.

"I HAVE READ OTHER AUTHORITIES ON SEXUAL AND MARITAL RELATIONS," WRITES A READER, "BUT THROUGH ITS DEEPLY INTELLIGENT HELP, AND SHEER, PRACTICAL, DOWN-TO-EARTH COMPLETENESS—

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- What are the causes and remedies of sexual inequality?
- How can frigidity be overcome in the mate and responsiveness re-awakened?
- How is sexual sensitivity increased—or reduced—in the mate?
- What is a practical technique for developing and preserving sexual fitness?
- What are the unusual advantages of "coitus reservatus"—and how practiced?
- How and why should the technique of the love episode be varied?
- What are the causes and preventatives of impotence?
- How do birth control methods compare in usefulness?

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In a very definite way, THE ART OF MARRIAGE holds out a key to the hidden joys of life. It aims to overcome the emptiness in the lives of even cultured people who endure in silence the emotional shortcomings and failures of marriage. For those newly married, or about to be, few gifts contain such lasting values.

Every subject pertaining to marriage success is fully, frankly, ably presented in this book, which is dedicated to the ideal that every honeymoon can last a lifetime—if the technique is known and applied. It is sold with the written understanding that you are free to return the book for refund if you are not completely absorbed by its contents.

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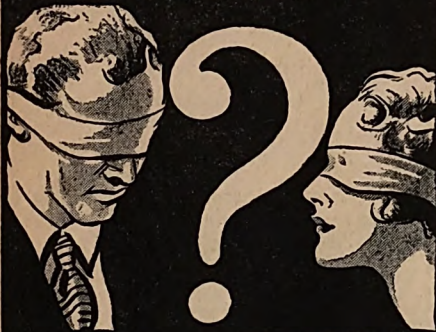
Statement of the Ownership, Management, Circulation, etc., required by the Act of Congress of August 24, 1912, and March 3, 1933

of Psychology Magazine, published monthly at New York, N. Y., for October 1, 1937, State of New York, County of New York.

Before me, a Notary Public in and for the State and county aforesaid, personally appeared Frank Z. Temerson, who, having been duly sworn according to law, deposes and says that he is the Business Manager of the Psychology Magazine and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit: 1. That the names and addresses of the publisher, editor, managing editor, and business managers are: Publisher, Resolute Publications, Inc., 404 Fourth Avenue, New York City; Editor, E. Field, 404 Fourth Avenue, New York City; Managing Editor, none; Business Manager, Frank Z. Temerson, 404 Fourth Avenue, New York City. 2. That the owners are: Frank Z. Temerson, 404 Fourth Avenue, New York City; I. W. Ullman, 404 Fourth Avenue, New York City; Herbert Mensch, 404 Fourth Avenue, New York City. 3. That the known bondholders, mortgagees, and other security holders owning or holding one per cent or more of total amount of bonds, mortgages, or other securities are: None. 4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and beliefs as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him. Signed, Frank Z. Temerson, Business Manager. Sworn to and subscribed before me this 8th day of October, 1937. (Seal) Irving Rober, Notary Public. (My commission expires March 30, 1939.)

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Answers to Psychological Problems

1. Fixation hysteria, the newspaperman having become obsessed with the necessity of protecting his *nose* and *throat* from the "attacks" of the outside world. At first glance this case seems like another of microbiophobia, or misophobia, but actually it is not, though the fear of germs is an important factor. He might have developed the notion that there was a conspiracy to punch him on the nose, or to strangle him; instead, he chose other symptoms (unconsciously, of course). Sometime during his early life, in the process of psychosexual development, he "fixed" his libido on the nose and throat and, though he undoubtedly was able to adjust himself sexually to some extent, he still protected nose and throat as others might the reproductive organs.

2. Tic, a motor manifestation which is almost impossible to cure. Here again is a case of disease developed in terms of a defensive mechanism to ward off threatened injury to a part of the body. Obsessed with the idea of protecting himself from the onslaughts of life, Banker Bannister protected the part of himself which, he felt, was most exposed to others and

to which, narcissistically, he was peculiarly sensitive.

3. Pseudo occupation cramp, an unconsciously assumed condition which helps a patient escape responsibility. Fixation of libido here is on the parts of the body which must be used in a particular job. If Elsie had been a saleswoman, she would have complained with her feet; if a telephone operator, her ears, etc. But, because of the trend of her psychosexual development, Elsie would have chosen only the type of occupation which required use of the fingers and, perhaps, the back. (She was easily "cured.")

4. Defensive habit spasm and grimacing. The entire reaction in our scientist's case is a defensive gesture directed at avoiding injury to the hand. The movements of shoulders and knees are physical efforts toward that end; the expressions of pain are intended to convey a message to others: "Do not hurt that hand." Our scientist needs the right hand in his work and undoubtedly has an anxiety concerning it. But the fixation of libido upon it came before he knew he would be a scientist.

What Can We Do For You?

(Continued from page 45)

very unreasonable partiality. What in the world am I to do?

ANSWER:

If it really comes to a choice, I would say that you owe more to your children than you do to your wife, for your children are young, very much in need of your care, and I feel that you will be held responsible for their condition later in life. Naturally, I would try very hard to patch this matter up and be happy.

I presume your wife is of a jealous disposition and this gets the best of her at times. But she should curb this tendency and for your sake, as well as the sake of your children, if she really loves you, in time put an end to it. Unless your wife is able to change her attitude, I am afraid you are facing rather a trying situation. Try to show her the reasonableness of your requests and don't lose hope.

QUESTION:—E.J.D. writes—

I have been troubled with car sickness all my life and of late it has troubled me to such an extent that I find it necessary to get employment within walking distance of my home. Is there anything you can suggest which will help me?

ANSWER:

Car sickness is a foolish, unnecessary habit. In the beginning your stomach was possibly a little out of order, or you were nervous, and a slight car sickness followed. Had you treated this first experience lightly you would not have the habit of car sickness today.

Now I want you to ride on the car each day, beginning with the less crowded hours, and do so with the firm belief that nothing will happen. After giving yourself a few suggestions to this effect before you board the car, then strive to ignore yourself just as much as you can.

Keep your mind on other things, the people in the car, or count the telephone poles as you go along. If you will get your mind away from self and car sickness you will find that you will not be sick.

QUESTION: B.M.C. writes—

I am sensitive, try to be considerate of other's feelings, but do not seem to receive the same kind of treatment in return. I say things which antagonize and create a feeling of ill-will through making statements of facts and what appears to me to be common logic. I do not get personal.

Though I do state facts I am impatient with one who accepts everything that he reads as authentic and refuses to use his own good judgment. I never hold a friend very long for some reason. I try to be a good listener, try to be pleasant, but too often I find myself in an argument and it often ends in bad feelings. Could you, from this, see wherein I may be wrong?

ANSWER:

You perhaps are a little blunt without realizing it and do not use the tact you should. In making a statement I would say that it is probably more the way you make the statement, than the statement itself, that causes the arguments and ill-feeling. Do you give the other fellow the same right to his opinion as you wish him to give you?

You may know that you are right about a certain thing, still it does not pay to emphasize this fact too much and through it place him in the position of not being quite as wise as you.

Sensitive people are inclined to be self-conscious, and self-conscious people like to have others recognize their powers. This often leads to the formation of positive, argumentative habits. I have a very good friend who is liked by all his friends. He never makes a statement of just cold fact without including the other person in it. When he states a thing he says—"Of course, you know that so and so is the case."

He never argues his point, but merely states that he read this, or heard that, and of course he may be misinformed. He never shows irritation when in a friendly debate and always has himself well under control. If you can learn the lesson that he has, I am sure you will be able to hold your friends and will be happier.

When the Wife Nags

(Continued from page 26)

caused by bad health. Of course, such a wife should have a good doctor, and patience and kindness, while she is recovering.

But when a wife nags because she feels frustrated in some phase of her ego . . . when the woman who would like to be a doctor or a lawyer or a department head frets within the small confines of her country cottage, it is for her husband to help her enlarge the horizon. A woman's club, a hobby, a trip, new friends, a work out in the world, will sometimes change a nagger into a happy, satisfied, contented woman. Try and see, suggests Lawrence Gould. And so he ends, with a drastic truth. . . .

"Nagging," he says, "is pure sadism. It is the termagant wife finding pleasure in the pain of her husband."

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Psychology in Books

(Continued from page 46)

Your Emotional Age

"Grow Up Emotionally And Have Fun!" is the title of J. George Frederick's newest book. Whether or not the reading of it will make you grow up emotionally is entirely up to you, but that you will have fun is a matter not subject to dispute. The volume is made up of fifty-eight psychological tests calculated to establish your emotional age in every conceivable manner. From humorous sets of questions comprising "The Fast-Worker Test" and "Pest Test" to the more serious "Executive Test" and "Aggressiveness Test," Mr. Frederick gives you the tools with which to take yourself apart and put yourself together again.

Each test is preceded by a discussion of the quality to be tested and instructions for conducting the test. In addition to the tests, the author has included a chapter on "Your Emotional Nature vs. Your Mind," in which he writes: "Our emotions are tremendously important because they represent the whole body and consequently give us the only sense of real living which we can have. The use of our minds never can satisfy us deeply because it utilizes only a very small part of ourselves, and usually not a very well-developed part at that."

The Beaux Arts Press

The Art of Understanding

Possibly you have wondered what ails your next door neighbor—or it might even be that you may be having a difficult time reconciling yourself to having been born. Whatever your station in life, your sex or your profession—you will find that Dr. Camilla M. Anderson, Assistant Professor of Nursing Education at Duquesne University, Pittsburgh, has had you especially in mind as she has written the book "Emotional Hygiene."

This book concerns itself not with science, but with the art of understanding, which is the basis of intelligent living. Unlike scientific medicine which conserves life and purveys more of it, herewith is a modest effort to improve life's quality, and to enrich it in its satisfactions and acceptability. Yet, in common with science, it participates in the high adventure of prevention of the commonest of all illnesses—emotional maladjustment.

"A Utopian outlook toward changes which we can effect in our own established patterns would be rather fantastic. Yet, reasonable insight into our

short-comings would in itself be a great achievement," says the author.

Written simply and engagingly there runs through this book an intangible quality which adds not a little to a volume which deals as this does with the Art of Living.

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Here and Hereafter

Spiritualism and psychic research are subjects always difficult of approach, and the author who attempts a book on such subjects must tread very gently and be sure of his ground. W. G. Langworthy Taylor succeeds admirably in this respect in a new book entitled "Immortality."

If you believe in the existence of worlds other than the every-day world we know so well, your belief will be strengthened by this work. If you are a doubter, some of your doubts may be resolved. Be that as it may, the book is worth reading if only for the lucid way in which the entire topic is presented and for its clarifying, authoritative content.

In the words of the author: "Not the least useful of the applications of the psychic research study is its repercussion upon our cut-and-dried ideas about our daily lives and about our precious selves. Such studies are only possible in an age when men can think appreciatively and quite abstractedly."

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A Guide to Civilized Conversation

Do you start conversations with strangers to whom you are introduced at a party by talking about the weather.

Alan Marshall, in his latest book "Speak For Yourself," not only tells us why this shouldn't be done, but gives us hints for starting a conversation that is delightful but at the same time almost infallible.

You will chuckle over some of the charming, sophisticated anecdotes that are scattered throughout the book, and re-tell them to your friends; suddenly you will realize that Mr. Marshall has told not merely an amusing story, but has used a clever, illuminating bit of ribaldry to denounce an all-too-common flaw in the art of conversation.

"Speak For Yourself" will not teach you to waggle a charmed tongue. If in any way the book helps you to win friends and influence people, it will do so unwittingly, indirectly—and amusingly.

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"Champagne Personality"

(Continued from page 27)

entering a room. The one who habitually indulges in negative thinking is scarcely noticed. But if a person enters who radiates magnetic attraction, eyes and interest immediately are turned towards him or her.

This magnetism, this attraction, can be cultivated—and at any age. An inferiority complex acquired in youth and which has become chronic induces the owner, in self defense, to develop a shell of outward indifference which mirrors itself on the face. . . . Beauty is kept in middle age, or past, by those minds which have freed themselves and thrown on the body the reflected radiance of their development.

"The beauty treatment of the future will be as systematic and practically organized as the swimming pools, gymnasiums and infirmaries of today," a prominent psychologist has said, and continued:

"Let the culture of beauty cease to be associated with vanity, frivolity and luxury and there will be a rapid improvement of present conditions. People will mentally unite to ostracize ugliness and promote the development of one of the most precious of human gifts."

Begin now. Look forward, and not backward. Harbor no unkindly feelings. Forgive all who have wronged or harmed you—including yourself. Make a fresh start. Remember that the beauty we are extolling is not so much a matter of arcs and contours, as of an inner spirit, that throws the light of love and hope upon the outward features. Jealousy, envy, resentment, doubt, anxiety, grief, worry—these are the trade marks of ugliness. Gaiety, kindness, good will, forgiveness, faith, confidence, hope—these will make any face truly beautiful, however commonplace its features may be.

Beauty coupled with real charm can well be cited as constituting a "champagne personality." This is yours for the seeking.

ALL

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And somehow things seem futile
I look about—farther—
Out—far out—
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"Life and Life Hereafter"

(Continued from page 43)

"meta-psychology." We invite him to tell us "how." We crave all the data he can supply which will help us in our quest for greater happiness and understanding of life and life hereafter.

Here is an interesting paragraph from a letter signed "Anonymous": "I can always attract the attention of a subject by concentrating on the features of the subject's face, especially if the subject has some condition of which he is conscious, such as a scar, a mole, a big nose, bad complexion, prominent teeth, etc., etc." This is interesting and plausible, for evidently one can reach the mind more readily when that mind is in mental contact with your concentration.

Miss Jessie Timson of Lynn, Mass., states that she has had wide experience in "meta-psychology." We invite data from her that will enable us to make more experiments and see if her methods help all of us.

Interesting letters are acknowledged from Miss Jean Scafida, Philadelphia, Pa.; Frank Miller, Los Angeles, Calif.; Fred Smith, Ottawa, Canada; D. W. Simmons, Starkville, Miss.; and Rebecca Backus of Los Angeles, who has made many startling predictions in the past which have proved true—and one of her recent ones being a world war for 1941, to say nothing of a new stock crash this year.

Bogus Fatigue

(Continued from page 22)

a chemical agent known as adrenalin which raises the blood pressure and otherwise prepares the body for attack or for increased strain. Most quick-fatigue sufferers run a low blood pressure due to the fact that in their long-continued mental struggle (whether to flee or fight their adrenals) they have become more or less depleted.

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taking of adrenal glands is merely like whipping up a tired horse when the trouble is that the horse is tired because he needs new shoes or is imperfectly hitched to the wagon.

Be suspicious of yourself if you are overwhelmed by quick-fatigue. For, in truth, we are not always what we seem. The mind can play us many queer tricks.

Get at the true facts about your character, about your real desires and wishes in life, which are buried somewhere in your unconscious mind. Your reason will at once dictate that it is high time you face about and, instead of running away, give reality a few good body blows and watch for the count!

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Life's Darkest Moment

(Continued from page 39)

each dark moment with desire and aspiration when the darkest has been already vanquished by these inner weapons.

Courage — Resolution — Ingenuity — Enterprise — what weapons these are! And Forthrightness — Liberality — Serenity — Sacrifice — Kindness. Just as efficient weapons of another kind. All powerful against Life's Darkest Moment.

Did Madame Curie once give up in despair during her years of searching for the source of the wonderful life-giving rays we now know as radium? When her pitchblende was utterly exhausted, no funds available for more, she faced one of her darkest moments, but refusing to forsake her research in the apparent impasse, she appealed to the Austrian government, which responded with the gift of a ton of pitchblende. Courage had vanquished that dark moment.

Life has been saved, new life given, all lives made happier through the powerful personal weapons with which history's heroes have fought through their darkest moments. The examples are countless: Morse, who gave us the telegraph, was sustained through his darkest moments by belief and faith. Living in one dreary room that served as bedroom, workroom, livingroom and studio (for Morse was also a painter of note) he kept that faith for two long years, until Congress granted the \$30,000 needed to prove his telegraph instruments a success. But before that, in his darkest moment, with less than one dollar in his pocket, he wrote a friend: "I find myself without sympathy or help from any one."

Never doubt that Life's Darkest Moment was known to all explorers, scientists, inventors, business men, teachers, doctors, artists, musicians. Hundred's of pages would not begin to list the dark moments of the men and women found in history's volumes.

What of today? Tomorrow's great men and women are facing their mo-

ments, just as you and I. But they will come through, as you and I have—and will—because of the mettle, enterprise, trust, resolution, loyalty, courage or serenity with which they meet them.

Perhaps you have already passed life's darkest moment. You conquered it. You found a way. You won out. Housewives, salesmen, business men and women, farmers, school girls and college boys—on what secret strength did you draw? With what beacon light did you banish the black night of despair? Perhaps your torch may hold the flame needed by someone else to conquer the dark fog that envelops him.

Will you tell **PSYCHOLOGY** readers of your darkest moment and how you met it, and help these hopeless ones? Were you penniless, Friendless? Unhappy in your home life? Had life seemed to "fail you"? Did business opportunities vanish? Perhaps you thought you had "nothing on which to stand." Did it seem impossible to send that boy or girl to High School or College? Or that you could carry on a day longer without more income, more assurance, more health? Were you despondent because of your age?

What was Life's Darkest Moment for you? You defeated it. You emerged. We want **PSYCHOLOGY** readers to know how you did it. How did you meet that moment and through what did you conquer?

Send us the story of your triumph, as briefly as possible—for we want to publish as many as possible. We will omit your name if you wish your Darkest Moment to remain your secret. But we want to make public your secret resource—your sword Excalibur that cut away the blackness.

Send your story of "Life's Darkest Moment and How I Met It" to:
Editor, **Psychology**, 404 4th Ave.,
N. Y. C. (Manuscripts will be paid
for at regular rates.)

Yes, It's "Catching"

(Continued from page 40)

Since you are a magnet, you cannot help attracting, but you can determine what you will attract, for this power, although invincible, is subject to your command. It often seems that evil is more powerful than good, but this is because fear has been cultivated instead of faith—fear is faith—in the things we do not want—faith used destructively needs the light of

understanding to disclose its true character.

You may think you have earned everything you possess, but what gave you the advantage in earning capacity above that of your neighbor, who perhaps works much harder than you do? It all resolves itself back into the difference in individual thought.

"Contacts Club"

(Continued from page 1)

from all parts of our own country and other parts of the world.

I think it would be a pleasure to be counted among its members, as I am a beginning student in psychology and also very much interested in human nature. I am a rural school teacher and although I like my work and have been at it for six years, I sometimes feel dissatisfied, not with my work alone but with myself in general.

Lately I have been trying to satisfy myself through the psychological study of myself and my surroundings, and have found that it really helps.

Besides being interested in human nature, I love animals, poetry, the outdoors in general, and have a great desire to travel.

Won't some of you members, others, write to me, telling me psychology has helped you? I would like very much to hear from people in foreign lands.

(Miss) C.M., South Dakota

There are many school teachers in our midst, Miss C.M. So many of our members (especially teachers) enjoy stimulating correspondence with others in the same profession, from lands both far and near.

Dear Editor:

Psychology teaches us to do something different, think of something new. So I have—I have always had my desire to travel—but since I find it impossible at this time to do so, I want to travel via "Contacts Club."

I have been interested in psychology, character analysis and kindred subjects for the last three years, but have never seen nor read anything so helpful, interesting, cheering and instructive as your magazine.

I am writing to ask for the privilege of obtaining pen friends interested in the above subjects, and also sports, habits and customs of other countries.

(Mr.) G.H.N., Croydon, Australia.

Australia is always a drawing card in itself, Mr. G.H.N. But one with a variety of interests—as is your lot—is indeed doubly blessed.

Dear Editor:

I hope you will see fit to print my letter in your column before long. I read your magazine every month, and have made a number of good friends through the "Contacts Club," but now I want to be the recipient of friendly notes.

I do write and do cook

Ro of much putting predict happy

Dear Editor:

I am anxious to get psychology in all the papers. I am always a worker with those who change ideas. When people change ideas they party without any other pretension, then the matter is received.

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"Growing Up" Problems

By DR. KARL BOWMAN

A COMMON thing to be found in adolescence is that the child is falling down in his school work and shows a certain lack of interest in it. He is not doing as well as he did formerly.

This often leads to punishment, to scoldings and naggings on the part of the parent which may not affect the situation at all or may even affect it unfavorably. There are several things that may be considered. In the first place a child frequently is growing quite rapidly at this period; he lacks the energy and strength he previously had; and this unwillingness to study may, in some cases, be a protective mechanism; it is the child's unconscious way of protesting against allowing himself to be worked too hard.

HE realizes vaguely he can't stand overdoing at that period when rapid growth is sapping so much of his energy and strength. In such a case, of course, the question can be easily settled by a careful and competent examination. The thing to do is not to try to force the child nor to send him to a summer school to try to make him catch up, but to give him longer periods of rest and put less strain upon him. The ultimate effect will be far better if this is done.

Again, poor grades may be the result of a dislike for a particular teacher. That is a problem which we see very frequently. This may call for a careful going over of the whole situation with parents, teacher and child, perhaps with all three together. That is obviously a difficult thing because it is seldom we can find all three able to sit down and discuss the thing in a non-emotional manner. If they could the situation would probably never have occurred.

At the time of adolescence, there is often, particularly in the boy, a strong development of gang spirit, and this is something which can be dealt with in a very satisfactory manner by association with some efficient sports or camp organization.

It is one of the best methods that has been developed for dealing with the adolescent boy. It offers him a suitable outlet for most of his energy and desires, and should give him a chance, under competent leadership and with suitable examples, to develop an excellent set of ideals, to acquire a good deal of practical knowledge, to mix with a group of other boys of his own age and with a certain number of boys older than he who, having gone through a number of years of this kind of training, will be ideal examples for him to follow.



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