

Practical Psychology

A practical work on
Hypnotism, Mesmerism, Mental Healing, Auto-suggestion
and allied phenomena, with a special
practical course in

Suggestive Therapeutics **Magnetic Healing** **Personal Magnetism**

Illustrated with photographs of the author and subjects
while performing the experiments

BY
FERNANDO, Swiss Hypnotist

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To my learned friend
William Mackinnon
in token of appreciation,
J. W. Kaulbach

Cambridge, April 8th 24.

Phil 6675.12

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Introduction

THE revival of interest among the people and especially among the physicians and ministers as regards hypnotism, occultism, and psychology and general, has prompted me to introduce this book to the general public.

It is not my intention to theorize on the science. Numerous works on the theory of hypnotism and allied phenomena are on the shelves in public libraries all over the country and are read by thousands of people. None of these, however, teach the "Modus Operandi" of inducing hypnosis, in a concise and practical enough manner to be understood by the layman.

Everyone reading these books would like to learn to hypnotize actually, and they are forever searching for another book containing practical instructions and are usually disappointed.

The fact is that so much good is accomplished with hypnotism and so little harm done by its use, even by amateurs, that I feel perfectly safe in giving this book to the public at large, without restriction as to profession or social standing. Much has been said and written by different authorities as to the advisability of spreading the knowledge of this greatest of all sciences among all classes of people. Some insist that only qualified physicians should study and practice hypnotism. Others are more liberal in their views, and, knowing and firmly believing hypnotism to be harmless advise all who are interested to study the science

irrespective of profession. The former are greatly in the minority, and their influence is practically lost in this progressive and strenuous age. Their claim, that hypnotism is used for selfish purposes by the layman who has acquired the knowledge, and that harm is done by it, sounds to me like the cry of a greedy merchant who raves because some of his competitors are also doing business. Does anyone ever accuse a regular physician of using his medicine for his own advantage? No! Yet no other profession has anywhere near the influence over a person's life as that of the physician. It is a very simple matter for the latter to prolong the sickness of a patient in order to gain financially. Are the methods of unscrupulous medical practitioners ever investigated? No, not one in a thousand. But let a hypnotist give a public demonstration and the hue and cry is raised by certain so-called authorities that he is demoralizing the subjects he uses, and undermining their intelligence. How much would the average person know of hypnotism if it were not for public demonstrations? Practically nothing. We owe our knowledge to the traveling hypnotist, because his performances inspire our thirst for knowledge and cause us to investigate the marvels of hypnotism. Many a human being has been restored to health by an amateur hypnotist when all medicine had failed. Thousands of young men have acquired backbone and will-power through the study of hypnotism and have risen above the average.

As a therapeutic agent, hypnotism is without a peer, and the hypnotist is always ready and

anxious to devote his knowledge and power to alleviate the suffering of humanity. The value of suggestive therapeutics is now recognized all over the world and institutions are established where certain diseases and nervous and mental disorders are cured with hypnotism alone. The most severe operations are performed with the aid of hypnotic anaesthesia. Recently, in Canton, Ohio, a marvelous operation was successfully accomplished on a man who was hypnotized by an amateur hypnotist. In the face of all this, I cannot for the life of me comprehend Why only a few selected people should be allowed to study and develop the science of hypnotism. I have personally hypnotized several thousands of people and never produced the slightest harm, either physically or mentally, and inasmuch as everybody can learn hypnotism if instructed properly, I propose to do so, not by theorizing on the subject, but by giving you plain, concise and absolutely practical instructions. Nothing is included in these lessons that is improbable or fantastic. I have used every method herein described and have personally performed each experiment and hundreds more in my ten years of practicing hypnotism. In my travels through this great country, giving public exhibitions, I have come in contact with a great many intelligent physicians who are anxious to know more about the science, that is, as to its practical applications. They have all studied its theories, but expressed a desire to study its practice and use it to benefit their patients.

For this and other reasons already stated, I have decided to compile a course of lessons all

in one volume, so clear and easy of understanding that anyone with common sense can learn and assimilate them and become a hypnotist "par excellence." I have purposely eliminated high-sounding words and used only such terms as are easily understood by everybody. All I ask is, that the student follow the directions, which, in connection with the actual photographs, are so comprehensive, that it is impossible for him to fail. My lessons in magnetic healing and personal magnetism are to a great extent original, and if you do as they tell you, you will be successful beyond your fondest dreams. If, by practicing the lessons contained in this book, your ambitions should be realized and you become a power in this world, which, by the way, is all we have to live and be happy in now, my aim in writing this book has been realized and I feel compensated for the time and labor spent.

Yours for success,

FERNANDO.

Springfield, Mass., 1921.

History of Hypnotism

IN giving here a short history of hypnotism, I so do with the full knowledge that I cannot give you anything new as regards the discovery of the science. So many books have been written on the theory of hypnotism and the origin of it, that I will merely give an outline of the same for the benefit of the student, who perchance has not read any of those.

Hypnotism has been practiced in one form or other since time immemorial. It has practically been a forgotten science until recently or about a hundred years ago, when it was brought to the attention of the general public by a Viennese doctor by the name of Frederick Anton Mesmer, of whom I shall have more to say later on.

For hundreds of years past, the Yogist, the better class of educated Hindus, have used hypnotism and autohypnosis, and they use it yet in exactly the same manner. They throw themselves or others into a trancelike state by fixation of gaze on a bright object for a certain length of time or by listening to monotonous musical sounds or words.

The hypnotic phenomena are also found to have existed among the Persian magi, and were practiced by the Japanese religious leaders long before Christ.

Hypnotism seems to have been employed by the old Indians, Egyptians, Chinese, Persians

and Jews to further religion and to alleviate suffering in the form of soothsaying.

Clairvoyance, a higher phenomena of occultism, induced by hypnotism was a common occurrence among the eastern people, and is verified in history when we read of the prophecies of the old Jews and the Greek oracles. People who exercised this, apparently strange, and secret power, were held in awe and reverence by the populace. And was it any wonder? The secret was so well guarded by the ones who knew, that no power on earth could get them to disclose the same to any one but their own kin and they naturally did likewise. It was, so to speak, handed from father to son as a precious heritage. Miracles, such as cures of disease or awakening of apparently dead people were performed by men of all nations long before the time of Christ.

When Christ came before the Jews and started to expound His theories, He was not believed except by a few, because He tried to explain and teach the people at large how those miracles were performed. He did not, like His predecessors attempt to shroud Himself in mystery, but started to tell the people how to live right, physically and mentally. Christ knew and practiced the law of suggestion. He cured people of every known ailment and raised the dead or apparently dead by His hypnotic or occult power which was manifested by suggestion and laying on of hands. But the masses, with a few exceptions, were not ripe mentally to grasp and understand the principles of His teachings and preferred to stay in ignorance and

superstition. However, the seed was sown and could not entirely be destroyed, even with His death. His twelve Apostles carried on the good work among many nations and spread His doctrines until His followers numbered millions. We find a large number of healers among the early Christians who employed Christ's methods of curing the sick. But they were persecuted by the Romans and other nations to such an extent that they dared not openly heal anyone, and the result was that after a time only a few practiced the art of healing by the laying on of hands, and that "under cover."

Later on, when the Christian or Catholic Church was organized, many priests and monks practiced so-called faith-healing by laying on of hands and by prayers.

In the latter part of the 18th century, a Jesuit priest, Father Gassner, created a sensation in Germany. He would induce the hypnotic condition by suddenly entering a room where a subject was waiting and with uplifted crucifix in one hand walk towards the person and in a stentorian voice call out the word "Sleep" in Latin. Invariably he would induce a state of sleep or somnambulism. Whether it was the loud voice of the crucifix, or the shock created by his sudden entry, which impressed his subjects so strongly I cannot say now, but the fact remains that he was obeyed in nearly every case. He performed some remarkable experiments. In one of his sensitives he suspended the heartbeat for two or three minutes and then called the person back to life after apparent death.

I could enumerate many other people who practiced the science at that time, but this is not to be a complete history of the science, but a practical work on how to produce the phenomena in the 20th century and the modern student does not care for all details of what was done a hundred years ago. There are, however, a few other men whom I cannot pass by without giving their history briefly, because they are considered the fathers of the science as it is practiced today, and it is to them we owe a debt of gratitude for the tenacity with which they expounded their theory in the face of ridicule and the greatest opposition from the medical fraternities in France and other European countries. First and foremost is the Viennese doctor—

Frederick Anton Mermer.

He came to Paris in the Spring of 1778 from the City of Vienna, Austria, where he had obtained his doctor's degree about twelve or thirteen years before. He had, in the latter city, been experimenting with different people and had cured many with "Animal Magnetism," or magnetic fluid, as he called it. He propounded the theory that the planets diffuse a subtle fluid through the universe which would act on the nerves of all animate beings. After a time he changed this idea and claimed that this magnetism was in the human body and could be communicated from one to another. Putting his theory in practice he produced wonderful cures which are a matter of history.

Paris received him and his doctrines with open arms and he soon opened one of the finest salons imaginable, where he treated and cured hundreds of people, rich and poor alike. The demand for his treatments became so great that he conceived the idea of treating his patients "en masse," that is, he installed a sort of fountain or trough, which was called "Baquet," in one of his parlors and filled it with bottles of water which had been previously magnetized. The "Baquet" was then covered with a lid which had holes in it and through these holes he stuck iron rods, one for each patient. These were seated to the number of 30 or 40 around this remarkable contrivance. They were also tied together with a slender cord, attached to one end of the tub so as to form a chain. Mesmer and his assistants, dressed in fancy costumes, would walk around to each patient and touch the diseased parts, either with their hands or point the iron rods to them. These proceedings usually were enlivened by splendid music from a violin or piano. Hundreds of cures are on record which he accomplished by this procedure, and the fact that Mesmer and Deslon treated about 8000 patients in one year, 1784, shows the faith people had in his methods, and no matter how mistaken Mesmer was as to the real cause of the phenomena, the fact remains, nevertheless, that he effected wonderful cures. Statements were made later on by some of his antagonistic critics that he charged exorbitant fees for cures, and that he made a fortune for himself. This may be true as regards some of his rich patrons, but, on the other hand, the poor were treated absolutely

free of charge just as cheerfully as the ones who could afford to pay. And why should he be censured for demanding a fee? Every man is worth his hire. We have today and always have had physicians who charge enormous sums for their services. Mesmer died in 1815, a comparatively poor man.

Dr. James Braid.

Dr. James Braid, born in 1795 in England, was educated in Edinburgh and graduated there as physician and surgeon. He settled in Manchester after having practiced medicine in Scotland for a number of years, and remained there until his death in 1860. Braid is regarded by all students of psychology as the re-discoverer of the science of hypnotism. After having witnessed a lecture and exhibition on mesmerism and animal magnetism given by a French mesmerist in the City of Manchester, England, Braid started a series of experiments of his own. He soon found that the same phenomena could be produced without using passes and without a belief in the so-called magnetic fluid. He used no suggestions of any kind, but had his subjects look or gaze intently on a bright object held a few inches in front and above the eyes. In the majority of cases sleep or drowsiness ensued after a few minutes of gazing at the object. The state was analogous to natural sleep, except that the subject responded only to his commands and to no one's else. By this method the condition was induced quicker than by mesmerism, the same therapeutic results obtained

and Braid concluded that magnetism or magnetic fluid had nothing to do with the production of the phenomena. In his opinion it was merely a matter of concentration on the part of the subject to the object held in front of his eyes. In later years Braid changed his opinion somewhat and used suggestions extensively. The Greek word for sleep is "Hypno" and inasmuch as the fixation of the eyes produced sleep, he designated the condition as Hypnotic. To induce the state, he gave the term "Hypnotize;" a person in this state of sleep he called "Hypnotized." The state itself he termed "Hypnotism." To awaken a person or terminating the condition was "Dehypnotizing." The operator or the person who induced the state he termed the "Hypnotist." And from then on the name of Hypnotism is used wherever the science is practiced. He had many obstacles to overcome, especially from the medical fraternities. Attention was, however, directed constantly to his cures and the experiments he performed. His unceasing efforts to have his medical colleagues recognize the value of hypnotism as a therapeutic agent finally resulted in such men as Prof. Carpenter, John Hughes Bennett, Dr. Azam, of Bordeaux and others of becoming staunch supporters of his doctrines and discoveries.

Dr. A. A. Liebault.

In the year of 1864, Dr. Liebault, a French physician, settled in the City of Nancy, France. He practiced medicine and hypnotism, but his hypnotic patients grew so numerous that he was

forced to enlarge his quarters. Very successful in his work, he soon attracted attention all over France. Dr. Bernheim, especially came to him often and soon became his pupil and friend.

Liebault used Braid's method of inducing sleep, but in addition to fixation, used verbal suggestion. The value of suggestion was recognized by him, also by Bernheim, and the latter published a work called "Suggestive Therapeutics" some years later in which he claimed that hypnosis was purely a suggestive state of mind and the condition could be induced by suggestion alone. This is the foundation of the "School of Nancy."

About the same time Dr. Charcot in the Sapeyrie at Paris drew attention to the subject and he also attracted many followers. There had always been a bone of contention between the two schools and there is to this day. The chief points seem to be the following: Paris asserts that only neurotic and hysterical people can be hypnotized. Nancy, on the other hand, claims that induced Somnambulism is not a disease, and that healthy people offer the best subjects. There are other points of difference between Paris and Nancy, but they do not seem to be of vital importance. At any rate, we have the two schools to thank for keeping the science before the world and practically putting it on a sound basis by having forced medical fraternities all over the world to recognize its therapeutic value.

HOW TO SUCCEED IN LIFE

Having given you a short history of hypnotism with the principal points of interest to the modern student, I will proceed to show what the knowledge of the science will do for you in everyday life. As I have shown, hypnotism is induced mainly by suggestion or commands from one person to another, and the will and voluntary motions of the subject being suspended, it becomes obvious that similar results can be obtained in your everyday intercourse with people. It is not necessary to produce somnambulism or sleep in a person in order to have him obey your suggestions. On the contrary, the majority of people are easily hypnotized in the waking state and know what they are doing but cannot help themselves. That is illustrated by fastening a person's hands together by a few suggestions while he is wide awake. The strenuous efforts they make to pull them apart when told to try is extremely convincing to them, and to the onlooker of the reality of the phenomena.

The effect is, however, not produced unless the operator knows how to use his will and give commands or suggestions positively. The whole secret is this: the hypnotist knows how to influence the subjective mind of the person, and the latter does not know how to resist it and is consequently forced to obey against his better judgment. That does not indicate that he has a weak will by any means. He may have a stronger will than the operator, but does not know how to use it to resist the attack on his mentality. It naturally follows that he who knows how to di-

rect his will power properly will be able to do things and have them come his way with half the trouble caused him who does not. Some people do things by sheer force of the will. Two merchants start in the same line of business on opposite sides of the street at the same time. Each has equal chance to do business. In a few years one of them has outgrown the old quarters and expanded to such an extent that he builds a large building and prospers enormously, while the other is still in the same little store doing about the same amount of business as when he started. He has no ambition, no will power, or if he has, is too lazy to use it, while the other one makes use of the power within him to attract new customers and by continued suggestion keeps them. He is always alert and his mind is constantly working and influencing people to buy from him.

If you would succeed, you will have to shake off that lazy feeling of being a nonentity and get rid of the "I wish I had" idea. Get to using your will instead of being slave to a habit. Most people are only wishing, when they should be saying to themselves: "I will." Many people fail because they have a wishbone, where their backbone ought to be.

The will can be trained, the same as the body, by mental exercise, and these lessons, if followed and obeyed, will develop a wonderful power in you and will lift you out of the rut. It will be like an awakening from a long sleep, and you will find yourself a changed man at the end of a few months. Every sane person has the same power within them, and it only requires

someone to show them how to develop and use it. Some are naturally forceful or magnetic people and use the power to influence unconsciously. But everybody can with a little effort do the same thing by a few weeks' training of the mind, and this is exactly what these lessons will teach you. If you will do as I tell you, you will acquire a power in a short time, such as you never dreamed of possessing. It will brace you up. You will walk erect and look everybody straight in the face. Your bashfulness will be gone, and in the place of fear, courage will step in and life will no longer be a burden to you. If your mind is in the right shape, that is positive instead of negative, you will radiate a force that is practically irresistible to the people with whom you come in contact. Of course, you cannot expect to influence everybody, because there are always some people whose magnetism is antagonistic to yours, and it is impossible for you to make an impression. They are able to resist your influence, but would be an easy prey to someone else. But you will be able to hypnotize or influence at least 75 to 80 per cent of the people you try to a greater or less extent. Many students read these instructions over a few times and try one or two exercises, and because they do not at once produce wonders, they lay them aside and say there is nothing in it. I say, persevere and you will succeed. Nothing is accomplished without some labor attached. If you had never seen an automobile, and then saw one in operation, would you deny its power to run without someone pulling it or pushing it, just because you did not understand its mechanism?

Hypnotism is just as real and shows you the way to success in life. Learn it and convince yourself. God helps those who help themselves and the power of doing so is in yourself now. While some master these instructions in a few days, others require a few weeks. Never give up. Remember, nothing is accomplished without some effort.

The Power of Suggestion Is Essence of Human Life.

If a person looks directly at a photograph showing a straight front view of the face of another person who possesses unusual eyes, and the suggestion is given that constantly looking at those eyes will hypnotize the person so looking, an uncanny feeling results. Continue contemplation of the eyes with the mind centered on being hypnotized by the eyes and auto-hypnosis results; at least a state tending to produce that condition.

If a third person insistently gives the suggestion of hypnosis to the one looking at the photograph the uncanny feeling increases. It is only the photograph of a person, but the power of suggestion endows the eyes with ability to affect one's mind.

The power of suggestion! It is the foundation of success. It use determines success or failure. It is at the bottom of life.

A suggestion properly given creates expectancy in an human mind to such an extent that, if repeated often enough, it is finally accepted by the mind impressed as true. All modern re-

ligion and systems of healing human ills are based purely on the power of suggestion.

Salesmanship Is Suggestion.

It is the essence of salesmanship. It is the basis of happiness or misery. It is the means of health, wealth and happiness. It is one of the vital things of our being and so closely inter-associated with the very well-springs of Life, that human existence may be said to be almost dependent upon it.

Doubtless every person has heard or known of instances where perfectly well persons have been made ill through repeated suggestions that they look ill. Most everyone has at sometime or other bought and paid for something they did not know they wanted when they bought it, and decided afterward they did not want it at all. The buying came about through the power of suggestion on the part of the person or advertisement or letter which induced the sale.

Suggestions Change Opinions.

How frequently persons change their opinions regarding a certain matter after the suggestion has been made that they are in the wrong! The remark: "Well, now that you speak of it I believe that is so," is almost threadbare, so often is it heard. It is merely the result of exercising the power of suggestion.

Everybody has it. Almost everybody uses it. Some conclusively, others unconsciously. The one using it knowingly and understandingly is naturally able to obtain greater results from the use than others.

In some persons the power of suggestion is naturally strong. They unconsciously use it to good effect. This explains why some men are better politicians than others. Also why some men are "natural born salesmen." Their use of the power of suggestion is naturally effective. Yet anyone may learn to use this power.

Used consciously, by pre-arrangement and scientifically in a definite direction to produce a desired result, suggestion is a power of almost no limit as to what it will accomplish.

Suggestion Affects Health.

Just as suggestion can be used to make a well person ill, it can be used and is used to make sick people well. Note the knowledge practically everybody has, that it is best to be cheerful, pleasant, and optimistic in expression, tone of voice and what is said in a sick room. Suggestion may be said to work both ways. However, its operation is not as strong in producing bad (negative) results, as it is when the result is good (positive). Suggestion operates according to laws. These laws have been formulated and cogently set forth by master minds. Practically anyone can master these laws and use them. Politicians, preachers, physicians, attorneys, salesmen and actors all use the power of suggestion. Many of them do so consciously with definite purposes. They desire to secure results by persuading or controlling others through the power of suggestion. Most public men have studied the laws bearing on the power of suggestion and use it intelligently and effectively.

Suggestion in Politics.

Psychology is at the bottom of all sentient life. Suggestion is at the bottom of all psychology. Probably the greatest examples of psychology furnished in the United States are the great conventions which every four years nominate presidential candidates. These bodies are swayed usually at the close, and after fighting over proposed nominees, by the power of suggestion. Delegates, worn, wary and desperately tired physically and fagged mentally, with nerves on tension, gradually reach a state where suggestion becomes the swaying power.

Bryan Uses Suggestion.

In the Democratic convention just closed, Bryan paved the way for the nomination of a progressive with his resolution regarding the delegates which he said were pledged to Wall Street interests. Regardless of the truth of that statement, the end accomplished by the resolution was to implant in the minds of delegates the suggestion that certain men proposed for nominees were allied with the Wall Street interests. Whether they were, or not, matters little. The suggestion was made and scientifically insisted upon by Bryan in his conduct after the resolution was voted on. Bryan had enough delegates to block the majority choice of the convention, being given the needed two-thirds vote. He kept the deadlock going long enough to tire the delegates mentally and physically. They reached a state when they were physically and mentally in condition to act on a strong stimulus through the power of suggestion.

Caused Wilson's Nomination.

It is my opinion that the power of suggestion scientifically used by Bryan and his aides brought about the change in delegate-sentiment which gave the nomination to the man Bryan desired to have it. Bryan's domination of the Chicago convention in 1896 was purely through the power of suggestion. The convention was wrought to high tension over the nomination fight. Free silver was the issue. The party did not know whether to adopt the free silver plank or not. Bryan made his famous "Cross of Gold" speech. Through the influence he wielded as a magnetic orator, and his use of the power of suggestion, not only was free silver made the issue, but Bryan was made the candidate.

They speak of stampeding a convention. This is nothing more or less than controlling a convention by suggestion. The power of suggestion is brought to bear on men composing the convention, and the so-called "stampede" results.

Students and authorities, both medical and philosophical, admit the existence of the power of suggestion and that it is operated under fixed laws. It is the understanding of these laws and their application which is the basis of hypnotism.

Suggestion in the Home.

Parents should know how to use the power of suggestion in bringing up and molding the character of their offspring. Children are easily influenced by suggestion, usually in the wrong direction by some of their playmates whose

parents never trouble about them, and who let them roam at will, as long as they do not bother them. It is foolish to inflict physical punishment on a child every time it does not behave or has acquired a bad habit. Find out who is responsible for suggesting the child's wrongdoing. If a youngster comes home and starts to give you a sample of profanity (which of course he thinks is great) do not punish him at once. Take him to your side, make him look you in the eyes, and ask him where he heard such language. He will usually tell you the name of the companion he heard it from. It did not originate in his mind, not by any means. Suggestion was the cause of it. Instead of applying the rod, talk to him and suggest that he discontinue the language, show him the difference between right and wrong, and convince him that you only have his welfare at heart and that you will not punish him if he ceases to accept suggestions from his companions. "Well-trained" children are the result of proper suggestions on the part of the parents or tutors. Example and environment are nothing but suggestions in one form or other and are a great aid to verbal suggestion. Many people complain that they cannot make their youngsters mind and cannot understand why other children obey their parents instantly. They have no one to blame but themselves and cannot expect to enforce obedience unless they influence the child's actions by giving proper suggestions. Get the little one's mind in the proper state and it will accept or reject ideas as you may direct. Be sure when you propound a principle, to stick to the same

and do not change your mind the day following, as the child will notice it and your suggestion will produce a conflicting effect in its brain which will antagonize the suggestion given first. Thus, if you promise the boy that you will not spank him if he tells you the truth, and he does so, keep your word. Do not let your temper get the best of you because if you punish him anyhow after promising immunity, you have destroyed the confidence which the boy had in you and he will lie to save himself the next time at any cost.

In the School.

There is a wide field for the proper use of suggestion in our schools. Teachers should study the law of suggestion so as to be able to control their pupils and implant suggestions properly. A positive suggestion is like a command and it produces results automatically. Too little attention has been given this subject in the schoolrooms, yet you notice that some teachers are much more successful with their class than others. Why? Because they know how to appeal to the responsive mind of the scholar by giving irresistible suggestions or command to them. They are magnetic and the children like them. Ask a schoolboy's opinion of the teacher. If he doesn't like him, he will not do as the teacher says, but will oppose him in every manner, and learn nothing. Suggestion properly used by the teacher would soon overcome this opposition and the boy be compelled to admire his teacher.

Anyone Can Master Hypnotism.

In writing these lessons it is my aim to make them so clear that the layman as well as the physician or dentist is able to grasp the meaning of the procedure. It makes no difference what you are, laborer, mechanic, business man, or doctor, if you will do exactly as these lessons tell you it will be possible for you to successfully hypnotize a large number of people. All I ask is, that you be able to read, have a fairly good eyesight, two hands, clear speech and common sense. Ladies make as good hypnotists as men. It is fallacious to suppose that this wonderful science has been donated or given to only a few selected people. On the contrary it is for all of us. We all have the power within us. All we need is to develop it, to take it so to speak and we are able to produce just as wonderful experiments as those produced by professionals. By its power we can influence people to do our bidding at once, can cure them of their disease, sometimes instantly. The so-called miracles that we read about are nothing more or less than cures effected through hypnotism in some form or other.

Hypnotism or suggestion is the foundation of all mental phenomena, like thought-transference, magnetic healing, mental healing, Christian Science, personal magnetism, mind reading, clairvoyance, etc. It is like the roots of a tree; different branches grow from the trunk. After a while some of the limbs die and fall off, while others keep on growing, only to be killed by a severe winter or to be broken by a storm.

But as long as the roots are in the ground new springs will grow again and it is impossible to kill the whole tree.

The science of hypnotism is here to stay and the knowledge of it is spreading further every day, despite the fact that here and there some one makes a statement to some ignorant people that the whole science is a fake. Just a few experiments conducted by yourself will convince you of its reality. The great majority of people can in a very short time produce hypnosis beyond their expectations if they will give it a trial. As I have stated before, my sole idea is to give you a practical way of producing the phenomena instead of merely theorizing on the subject.

Who Is Hypnotizable?

Any person, male or female, of sound mind and average intelligence can be hypnotized after one or more trials. All people cannot be hypnotized on first or second trial, but by repeated experiments they come readily under control. Weak minded people and idiots can hardly be hypnotized. Quick witted, impulsive and intelligent people make the best subjects. Usually between the ages of 15 and 45 hypnosis is easily produced. Children under 7 or 8 years can hardly be put to sleep by hypnotism. Healthy people are just as easy subjects as sick people. Soldiers or people used to obeying commands as a rule are easily hypnotized. Black haired, red or blonde people are equally susceptible, unless the operator believes he can influence only a certain class of those.

Qualifications of a Hypnotist.

The qualifications of a hypnotist are first of all confidence, a strong will and desire and knowledge of how to use both. Many people think they have a strong will when they are only stubborn. He must have control of himself, never lose his temper, have a clear voice, sound constitution, good morals and a desire or will power to do his best. His clothes should be clean and neat, not necessarily expensive or loud, but he should be dressed so as not to give offense to good taste. Do not try to convince skeptical people that you can hypnotize them against their will. Never argue with ignorant persons about the science unless you are experienced enough to show and convince them of the reality of the phenomena. Do not expect to hypnotize everybody you come in contact with. Be satisfied with a fair percentage at first. Remember this is something new to you and as you gain confidence in your ability, you will be able to influence a greater percentage steadily.

Requirements for Hypnosis.

The essential thing to the induction of hypnosis on the part of the subject is attention to the hypnotist's suggestions. A willingness to be experimented on is absolutely necessary for the success of the beginner. A person cannot be hypnotized against their **Conscious Will**, although this does not mean that he cannot be influenced against his will by secret means or deception to do something that he otherwise would not do. When I say that a person cannot be hyp-

notized against his **Conscious Will** I mean that he cannot, if he knows how to resist properly and use his will-power. As it is very few people know how to use their will and consequently they are easily influenced. This is illustrated by the average human being almost daily. Did you, dear reader, not often go to a store with the intention of buying something which you had in mind, or had seen advertised and the salesman talked you into buying another article which you, after leaving the store, felt like throwing away? This illustrates that you did not exercise your will power to resist the salesman's suggestions. Why? Because you did not know how. It shows you were influenced unconsciously, because if you had consciously known what you were doing you would have resisted. Many authors claim that it is impossible to hypnotize against a person's will. I agree with them in so far as the conscious will is concerned. Later in this course you will understand the meaning better.

So, all that is necessary is a passive mental state in a person, as well as physical relaxation and in 75 per cent you will produce hypnosis in one form or other.

What Is Hypnosis?

Hypnotism is the induction of a peculiar psychic condition which increases the susceptibility to exterior influences, such as suggestions, verbal or mental. It may be a state of sleep, but the latter is not necessary. A person may be awake and still be hypnotized. It may also be self-induced. It is usually induced by sugges-

tion, fixation of the eyes on a certain point or article, by passes without speaking, by will force, or most commonly by a combination of all these different processes.

In my opinion, suggestion plays the biggest part in producing the phenomena. The man or woman who can give suggestion positively and commandingly, makes the best hypnotist. The percentage of people hypnotized by suggestion is far greater than that of any other method. There are, of course, other conditions which produce the state, but they are rare, such as sudden shock, a loud noise or certain musical instruments, when played upon. Hypnosis is a certain state of mind in which the subject or hypnotee is compelled to accept all statements of the operator and is made to carry out any and all suggestions given (with few exceptions) no matter how ridiculous they are. While in that state he is not capable of inductive reasoning and cannot analyze, so to speak, between right and wrong. When the influence is removed the subject as a rule does not know what he had been doing while asleep, provided the sleep was deep enough. There are different states of hypnosis which I shall describe directly, each of which produces different results.

The Two Minds.

First of all, bear in mind the following: the human being is composed of two distinctly different minds. One is called the conscious or objective mind. The other is called the subconscious or subjective mind. The first is the one with which we do our daily work and reason

and analyze. We accept or reject propositions with it at will. It is the guardian of our welfare. It protects us against bodily harm or other encroachments, providing it is exercised properly. The second or subjective mind makes itself known when we sleep. It works while the objective mind is temporarily out of the way. It has not the faculty of inductive reasoning and will carry out any command given by the operator without asking questions as to why or wherefore. Now then, all that is required to bring about a state of hypnosis is to get the objective mind or watchman out of the way for the time being, so as to be able to talk to the subjective mind, which is ever ready to accept any and all suggestions.

General Advice to the Student.

In order to hypnotize a large percentage of people it is necessary to follow instructions implicitly. Be sure to read over the foregoing lessons several times before attempting to hypnotize anyone.

Do not try it on a friend unless he is perfectly willing, but ask a stranger, or at least somebody not of your immediate family. Your friend is very apt to laugh and treat the proceedings as a joke because he has known you so long and has no faith in your ability as a hypnotist, whereas a stranger does not know you and your qualifications, and consequently will offer very slight resistance, especially if you act with confidence, earnestness and sincerity of purpose. After you have hypnotized one or two subjects successfully you will get confidence and

it will then be easy to tackle your friend, especially when he has seen what you can do and that no harm has come to your subjects. Some teachers tell their students to first experiment on a person who has previously been hypnotized, inasmuch as he would be an easy subject. I would rather not have you do so, because it is just as easy to hypnotize a person that has never been under the influence before if you follow my instructions carefully and the satisfaction you derive from it will be worth to you ten times more than if you had hypnotized an old subject. Be sure the person you are trying to hypnotize understands English or the language you are speaking, otherwise the suggestion would not be understood and no effect would be produced. Get a young man about 18 to 25 years old for the first attempt and impress on him the value of hypnotism and the benefits derived from it, and tell him that only strong minded and intelligent people can be hypnotized, and to be hypnotized in no way shows a weakness, and that if you can put him to sleep once you will be able ever after to relieve him of any pain or functional disease he may have, almost instantly. Talk to him before trying him, get him to have confidence in you, and in this way obtain his consent to the trial. After you have hypnotized the first subject and know exactly how to go about it, and have seen how easy it is, you will wonder at the simplicity of the whole proceeding and from then on will have easy sailing. The sticking point is usually the first attempt and many a student gives up because he failed to induce hypnosis in the one person he tried. Remember, not

all people can be hypnotized on first or second trial. If you do not induce hypnosis in the first person that you happen to get hold of try again. Do not give up until you have tried at least 50 or more. People who give up as easily as that will never amount to anything in life. They lack will-power and perseverance, and without that nothing is accomplished.

DIFFERENT DEGREES IN HYPNOSIS.

Authorities vary as to the number of stages in hypnosis. Some say there are six different degrees, others have only three. Berheim finds ten distinctly different stages. No doubt there are so many diverse phenomena observed in hypnosis that it would be a difficult matter to get an exact classification of all. As far as I have discovered, there are four distinct degrees of hypnosis.

1st Degree.

In this state a person is influenced in the waking stage without trying to induce sleep. He knows what he is doing but cannot resist the operator's suggestions. He may have his hands fastened together without being able to take them apart until commanded to do so by the operator. He can be told to look at a pencil and he cannot remove his eyes from it and will follow it all around the room, perfectly wide awake.

2nd Degree.

A light sleep or drowsiness is induced and the subject will accept suggestions from the operator and is told for instance that his back is

covered with fleas and it will itch. He will scratch it with a vim and vigor. On being brought out of the state he will remember everything.

3rd Degree.

Under this degree we find somnambulism. In it we can produce catalepsy and anaesthesia at will. Hallucinations appear and post-hypnotic suggestions are carried out. On awakening the subject remembers nothing.

4th Degree.

In this state clairvoyance can be produced. Telepathy and thought-transference manifest themselves. It seems as if a sixth sense is developed. Subjects are able to tell time and read other people's minds and can see things happening at a distance. Only a small percentage of people will enter this state, however. A good hypnotic subject may be developed gradually to this degree of clairvoyance.

Hypnosis manifests itself differently in different subjects. In some, catalepsy and analgesia is induced in the waking state—some will on first trial reach a state of somnambulism and hallucinations are realized. Others again are refractory to sleep altogether, but cannot move or do anything of their own free will. They seem to be fascinated until the influence is removed. Some subjects will readily answer all questions put to them by the operator. Others again, will not speak, will act very stupid, and when told to do something ridiculous, will often awaken. Many persons exhibit a great nervous-

ness when about to be experimented upon, and it is necessary to quiet and calm them before proceeding any further. This is especially noticed in new subjects that have been seen anyone hypnotized. After the first hypnosis all nervousness has disappeared. It is a very good plan to experiment on somebody that you have hypnotized several times before the eyes of a new subject. All fear usually leaves them after seeing that no harm has befallen him and the majority are anxious to undergo the same experience.

Different Methods.

All people are not affected by one and the same method of inducing hypnosis, any more than all classes are of one mind and character. Where one person will obey you by the use of rough tactics and a display of physical strength, another will have to be handled with gloves and *sauve* talking to do your bidding. Just so with hypnotism. Do not expect to use the same procedure on everybody, but study your subject and do not hesitate to change your method if you cannot impress him with it. I shall briefly describe different ways of inducing hypnosis.

Hypnosis can be induced by the following methods:

- 1—By suggestion (oral).
- 2—By suggestion (mental).
- 3—By fixation of gaze on a bright object, finger, pencil point, button or other article.
- 4—By fascination of the eyes.
- 5—By mesmerism or passes without contact with the subject.
- 6—By contact passes with subject.

7—By monotonous counting and opening and shutting of eyes in unison with count.

8—By a loud unexpected noise like the sounding of a bell, blowing of a horn, a flash of brilliant light.

9—By the playing of soft music or by singing.

10—By concentrating on a rapidly revolving instrument such as a mirror or electric fan.

11—By a combination of fixation, suggestion and passes with and without contact.

12—By auto suggestions to one's self.

There are other methods of inducing hypnosis, but the above enumerated are used above all others and are pre-eminently the best.

Awakening.

This is the easiest part. To bring a subject out of hypnosis it is usually only necessary to clap your hands together sharply next to his ear and say: "All right, wide awake." Another manner is to blow upon the eyes two or three times and the subject awakens instantly. It is rarely needed to slap the subject's cheek or soles of his feet to determine the condition. A sprinkle of cold water in the face will also have the same result. If none of these methods will awaken him, just let him sleep and he will awaken of his own accord in a few minutes, an hour or he may sleep a half a day or a day, but he will awaken without any trouble if left to himself. The influence will in each and every case wear off and natural sleep will result. Occasionally we read of cases in the newspapers where a hypnotized person could not be awakened, but on close in-

vestigation of the circumstances we find that it is greatly exaggerated and that the subject awakened of his own accord in a little while.

Another method of awakening a person from hypnosis is to say to him: "When I count 5 you will awaken and you will feel fine. You will not feel sleepy any more. Your head will not be heavy. You will be perfectly wide awake. One—two—three—four—five! All right! Wide awake!" When you say 'Five' clap your hands together sharply at the same moment close to his ear.

Some subjects are inclined to go back to sleep again after being apparently wide awake. Simply clap your hands again near his head and insist on his being awake. To insure an easy awakening it is a good plan to tell the subject while putting him asleep that when you want him to awaken he will immediately do so and you will never have any trouble. 95 per cent will come out of hypnosis by simply clapping the hands together and saying: "All right! Wake up!" It is very rare that you have to use any other tactics. I use this latter method in all cases, except when I hypnotize a person to treat him for a habit or disease, in which case I bring him out of it gradually by counting or by suggestion that he will awaken in five or ten minutes of his own accord.

Development of Eyes.

First of all it is essential for the subject to train his eyes before attempting to hypnotize anyone. To be able to look at a person for five or ten minutes without blinking is almost im-

possible to the layman. By the following practice it will be rather easy in a few days' time. Just before going to bed at night stand in front of a mirror and look at your eyes in the glass. Look at them steadily, without letting your eyelids blink, as long as you can stand it, which will be about a minute for the first trial. The second time you will be able to look without blinking for a longer period. Do this until you can look at yourself for at least five minutes steadily. It will make your eyes smart a little the first few days, but that disappears in a short time and is nothing to feel alarmed over. Acquire a steady eye. Never let your eyes move from one object to another as so many people do, who cannot look you square in the eye. There is something suspicious about anybody that has that disposition. No one likes a person that hasn't the courage to look straight at him. It may be simply a weakness, or it may be fear on his part that you will read his inmost thoughts, that prevent a candid, straightforward look. Remember the eyes are the windows of the soul or innermost consciousness. They show character, will-power, determination and strength of the individual. A vacillating, roving eye of unsteadiness never influenced anybody. Be sure to practice the above exercises faithfully.

Development of the Voice.

The voice, like the eyes, should be strengthened. A squeaky, uncertain voice is detrimental to success in life. To be afflicted with a high-pitched voice is unfortunate, but a little training will overcome this malady also. When stand-

ing in front of the mirror, looking at yourself, address the person in the glass as follows:

"I am going to succeed!"

"I will speak plainly!"

"My voice is getting better!"

Learn to speak in a nice, even tone. Do not vary the pitch any. Talk to yourself, just as if you were conversing with a friend. Do not let any false pride deter you from doing as suggested. No one sees you or hears you. In a few days results will be apparent, and you will go ahead with renewed vigor. Remember, many an orator had to do the same thing, before he acquired a good voice and became famous. You can do the same. Persevere and you cannot fail. It is not necessary to talk loud, just in an ordinary tone as in conversation. A musical voice or a nice even toned one can accomplish wonders where a jerky, squeaky or shrill voice will not make a good impression, but will disgust the listener. Above all, learn to speak positively. You have perhaps heard officers say to a company of soldiers when drilling the word "ATTENTION!" Notice how he says it. It is positive! It is a command! Did you notice the soldiers straighten up immediately, almost automatically? The thrill of that command went even through you, from head to foot. A suggestion given forcefully is equivalent to a command. Many people have a good voice, but they lack the power to use it in a POSITIVE manner. You can develop the same positive way of speaking by a little training. Go by yourself into a room. Look at a bed-post or a chair or any piece of furniture and imagine the article is alive—a

man. Give him commands. Talk to him as if he were stubborn and you wanted him to do something for you which he refuses. Say to him:

“You WILL do as I tell you!”

“It’s no use, you MUST do it!”

“You CANNOT resist me!”

— Speak these or words to the same effect in a forceful manner several times over to the imaginary person. Do not laugh or treat the matter lightly. Keep a sober, earnest face. Do this for a week at least once every day, and then you will notice results. Then start and practice the same on people you come in contact with. By this I do not mean that you should use the same sentences I have given above, but you must start to speak with confidence in yourself. Use your will-power. Most people only WISH when they should WILL.

If you ask a person to do something for you, say to him or her “I WISH you would do this for me.” Lay emphasis on the word WISH and it will sound just like WILL. There is all the difference in the world in this sentence. When spoken positively it sounds like a command, and when said in a weak, negative manner, like the pleadings of a woman.

Many people have naturally a commanding voice and they are usually successful in their undertakings.

But everybody can acquire the same by a little persistent practice. This faculty of giving a positive suggestion is essential for producing hypnotism. I give it here, not so much for the success in life. So be sure that you do not overlook this important lesson, but study it and

practice it conscientiously. Remember, practice makes perfect.

How to Get Subjects.

The following are my own experiences in getting subjects, when I first started to practice hypnotism. I give it here, not so much for the benefit of the physician, as of the layman who reads these lessons.

On a Saturday evening, in August, 1902, I invited about ten young men, some of whom I knew, and their friends to come to my house and spend the evening. They came. One brought a violin along and played a few selections. I then set up a little lunch and served some refreshments. After finishing this part of the program, I managed to put up an argument on concentration of the mind. I contended that the majority of people could not keep their mind on one idea more than a few seconds and some not at all. Hypnotism was not even referred to, nor was the word mentioned. Some of the young men agreed, others took the opposite side of the argument. Finally I proposed to prove my contention by a practical test. They readily agreed. In less than an hour I hypnotized nine of them, without producing sleep, of course, but stiffened their arms, legs, drew them back and forward, put their hands together so they could not pull them apart and produced many other physical manifestations, without their knowing that they had been hypnotized.

It proved to me, that even those who agreed with me in the beginning were easily influenced. It became so interesting to them and me of

course, that they wanted more and more tests. But I was afraid to go ahead that night and left it at that. Before they left, I told them that what we had been doing was called HYPNOTISM. The look of surprise on the faces of some of them was comical. I asked them if they were afraid of it now. With one accord they said "No," and expressed astonishment at the simplicity of it all. Some had had an idea that hypnotism was to be dreaded as emanating from evil spirits and could hardly believe that this was all there was to it. They promised to come again any time I wanted them. So you see it is very easy to get your first subjects. Where there is a will there is a way.

Suggestibility in Different People.

There is a wide difference in the actions of different people who are being hypnotically influenced. Some fall asleep quickly with complete loss of memory on awakening. Others will on first or second trial go into a light sleep without complete loss of consciousness and remember everything, on awakening, in sort of a hazy way. As the experiment is repeated again and again, they usually enter the deeper stages also. After hypnosis has once been induced in a person with loss of memory on awakening, all that is necessary to produce the condition is to look him straight in the eye and say in a positive voice the word "SLEEP." He will at once fall asleep.

Some subjects, after being hypnotized on being told that fleas are biting their backs, will jump up with a howl, throw off their coats and

start to scratch violently against a door jamb or chair or will lie on the floor and yell for relief. Others, again, will hardly move in the chair where they have been sitting and lazily start to scratch their back. Their characteristics are the same under hypnotic influence as in the natural state. That is, a lively person will act quickly and a dull slow person very stupidly and almost mechanically under hypnosis. No two people act exactly alike. Many will sit perfectly straight and immovable, others fall all over the chairs after sleep has been induced. Any one method of hypnotism does not affect all people. Where one subject readily goes to sleep by suggestion, he will resist all other means. I propose to give you in this work all practical ways of inducing hypnosis, so that if one method fails you can try another. Everybody is influenced differently and a little judgment must be used.

Again, some people say that they are perfectly willing to be hypnotized, but offer an unconscious resistance, which sometimes is only overcome by repeated trials. It is very often the case, that on first trial, a subject will resist even the most simple test. By trying him the second time, say the day following, the deepest stage is readily induced. Never give up. You will succeed when you least expect to.

People between the ages of 15 and 45 of average intelligence offer the least resistance and are easily influenced.

HOW TO HYPNOTIZE.

Step 1.

Drawing Backwards.

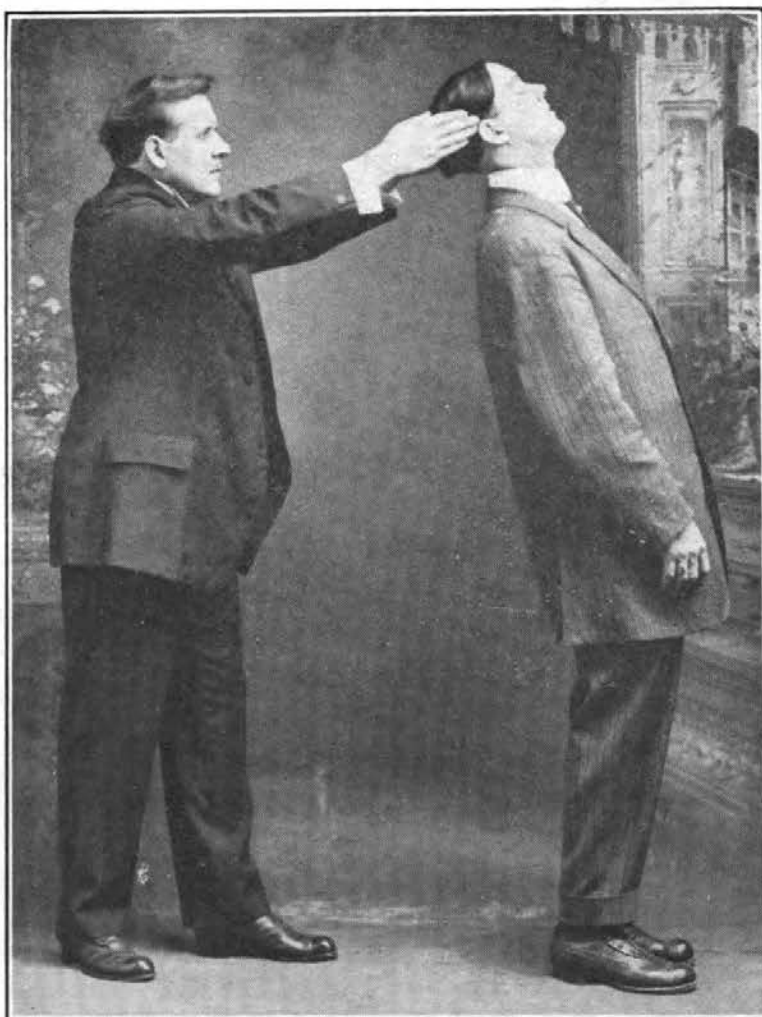
After having studied the foregoing lessons thoroughly, and acquainted yourself with all the details, you are ready to experiment practically. Do not attempt this step unless you have acquired confidence in yourself by having practiced the development exercises given for the eyes and the voice. If you have faithfully followed directions for one week, you have no doubt developed a steady eye and a certain amount of positiveness which will help you in this lesson and you cannot fail, providing you follow instructions absolutely. Remember that this is new to you and that the slightest deviation from these will sometimes cause a failure. I am writing this book with the intention of teaching you how to actually hypnotize, not merely theorize. There are plenty of books of the latter type on the market and they can be had at almost any library. So, no matter what your idea may be in regard to the science, do as I tell you and you will be able to do wonders. The test which I am about to describe is a physical one and is especially recommended for the layman who may be studying these instructions. Physicians may also benefit by trying this test whenever possible, because if you accomplish it successfully on a subject it will be an easy matter to produce greater things with him. My reason for not giving you a sleeping test at once

is this: by influencing a person in the waking state and controlling the will of the subject, it is necessary to use the eyes and the voice, and by so doing it will develop a positiveness in giving suggestions, you will get confidence in your ability, and it will help to train your will-power for more difficult experiments in the future.

Having secured a subject who is willing to be experimented on, go about it in the following manner: Ask him (I assume it is a young man) to stand up, face pointing toward a wall, not towards a window or a light, and tell him to put his feet together. Arms should be on the sides of his body. Do not allow him to fold his hands together. Then ask him to relax his whole body. That is, he should stand naturally, not stiff like a soldier. By lightly pulling him back with your hand on his shoulder you can tell if he does as requested. If he comes back easily, he has obeyed you; if he resists, he does not do as suggested and you should explain again to him that it is essential that he relax his muscles.

Having obtained the right conditions in him, say to him, "Now, think that you are going to fall backwards; think of nothing else. You will soon feel as if something compelled you to fall back, but do not be afraid, I will catch you. When you feel the impulse to fall do not resist, but let yourself go."

Then have him hold up his head and tell him to close his eyes. Now stand directly back of him. You should stand a distance of about three feet behind him or just so far that your hands reach easily to the temples of his head. (See illustration No. 1.)



Lesson 1

Place your finger tips to the crown (x) of his head and move both hands down the back of it to the base of the brain or neck and then down the spine to the hips or end of the former. This is called a contact pass. It should be made lightly, just enough pressure should be used so as not to distract the equilibrium of the subject. Make three passes like that.

Then take both hands and place them at the temples above the ears on each side of the head. The left hand on his left temple and the right hand on his right. (See photo No. 1.)

Now say to him these words slowly: **"When — I — withdraw — my — hands — from — you, you — will — slowly — fall — backwards."** While saying this, draw your fingers slowly back over the sides of his head. The slower you draw them back, the better the effect will be. Keep on saying: **"You — are — falling — backwards — backwards — you — cannot — stop — you—are—falling—backwards."**

If he does not at once fall into your arms, do not give up, but keep on telling him that he is falling back. Insist on it and in nine out of ten cases, he will start to sway slightly and fall in a few seconds.

Be sure, during all this maneuvering to concentrate your mind on the one idea that he must fall backwards. Use your will power. The more firmly you believe that you can draw him back, the better and quicker the result will be. First, study every step in rotation, so that you know exactly what to say and what to do in 1-2-3 order. Learn this lesson by heart, the movements and the words, so that you won't

have to hesitate and think of what is coming next. Try it on a brother or sister or other member of the family until you are familiar with it. It is much easier than it looks in print, and the whole experiment will not take up over a minute.

Be sure and withdraw your fingers slowly. Many students remove their hands much too quickly. Give your suggestions slowly but positively. If you do not succeed with the first person, try another until you find one that is responsive, when you will have confidence and easy sailing from then on.

I want you to study this lesson well because it represents the basis of numberless other experiments. If the subject should feel a little dazed, snap your finger or clap your hands next to his ear and say "ALL RIGHT!"

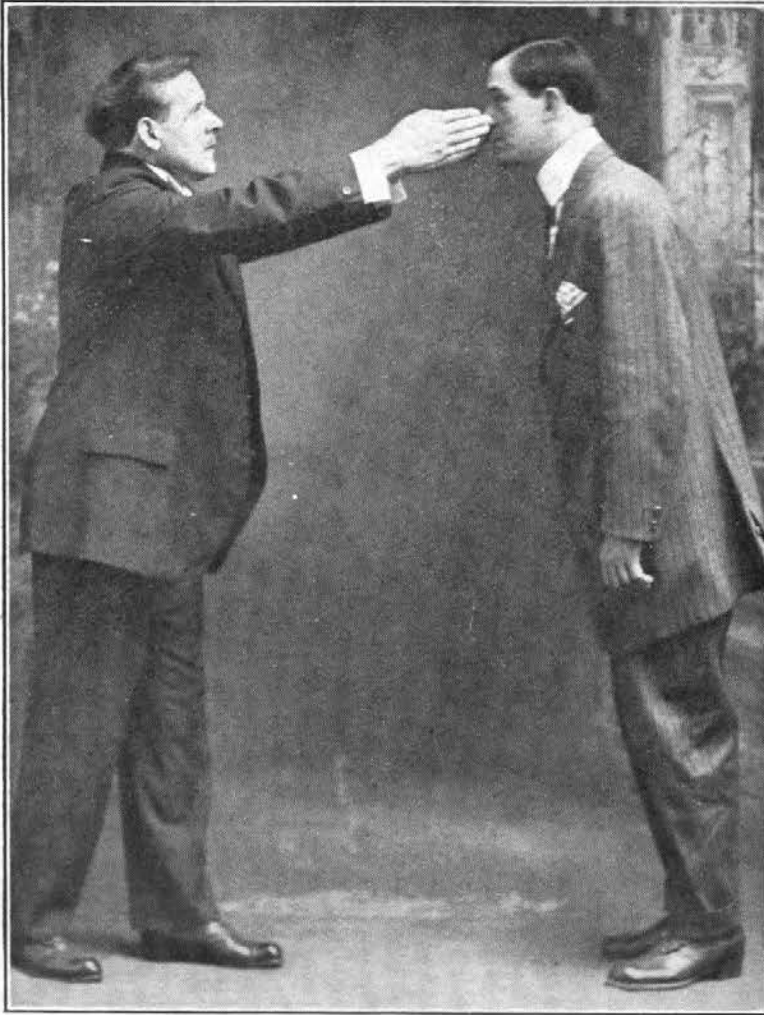
If you have been successful with this test you will be prepared for the next one. But do not attempt this one until you have performed No.1.

STEP 2.

Drawing Forward.

Under no circumstances try this test on any one unless you were able to draw that person backwards. Always start a new subject by drawing him back. If he comes all right, then and then only can you try step No. 2 on him.

This is very similar to No. 1, except that you use the eyes. It is the drawing forward test. Have the subject stand up facing you. His eyes should be in the shade and yours facing the



Lesson 2

light, so that he will receive the full influence of them. Tell him to relax all muscles and to look you straight in the eyes.

Ask him to **think of nothing but falling forward**. Look him square in the eyes, that is, at the root of the nose, in between the eyes, so to speak. Do not let your eyelids blink for one second. Your face should be serious. Do not laugh! If he should smile, tell him not to, but to look at you and if you keep a sober earnest face his smile will disappear at once. If he tries to look aside, command him to look at you. Say to him: **"Look — at — me! Don't — look — away!"** Speak positively to him. Command him! Do not be afraid to tell him what you want him to do.

Then place your hands at the temples of his face, one on each side. Look at him steadily for about 15 to 30 seconds, then say slowly: **"When I — remove — my — hands — from — you. — you — will — slowly — fall — forward."** As you speak this, take your hands away slowly. (See photo No. 2.) Let your movement be almost imperceptible and keep on saying: **"You — are — falling — falling — falling — forward — you — cannot — stop — you — are — falling — now — do — not — be — afraid — I — will — catch — you."**

Repeat this over again if he does not fall at once. Remember, repetition of suggestions produces effects. Draw your own body slightly backwards while withdrawing your hands but stand firmly so as to catch him when he comes. Never let a person fall, because he is liable to hurt himself. If these instructions are faithful-

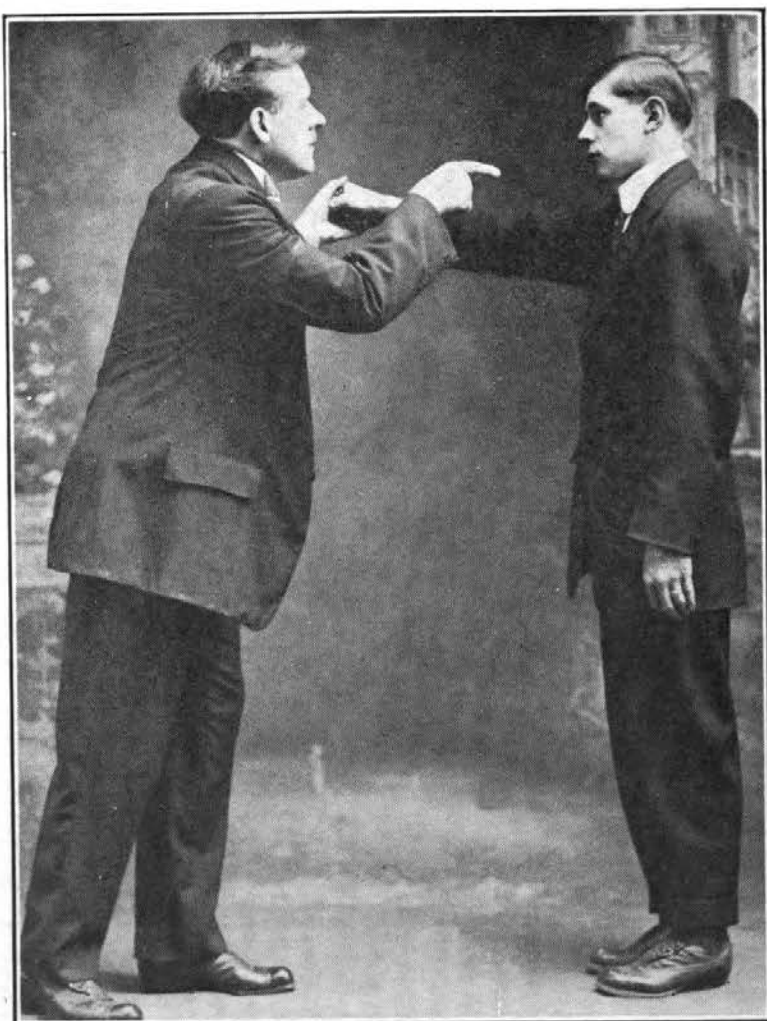
ly carried out, you will be able to influence a majority of people you try on first trial. Do not try No. 3 until you master absolutely lessons No. 1 and 2.

STEP 3.

Stiffening of the Arm.

Having successfully performed the first two steps, you may try No. 3 on the same subject. In this you will use a combination process—eyes, suggestion and passes. Stand in front of your subject. Take hold of his right arm. Tell him to make a fist and to stiffen his entire arm as much as possible. Your left hand now grasps the closed fist; hold it up on a level with his shoulder, straight out from the body. Now look him straight in the eyes or between them at the root of the nose. With your right hand, you commence to make passes from the shoulder of the arm held out to the hand. Make three or four passes with a lightly stroking motion. No pressure is necessary. While you are making passes over the arm say to him as directed: **“Think — that — your — arm — is — stiff — and — that — you — cannot — bend — it! Look — me — squarely — in — the — eye — and — do — not — blink. When — I — count — three — you — will — find — that — your — arm — is — stiff — rigid — like — iron — stone — and — you — cannot — bend — it, — the — more — you — try — to — bend — the — stiffer — it — will — get. The — more — you — try — to — bend — it — the — stiffer — it — will get. Now — then — when — I — count — three**

3
11
5



Lesson 3

— you — cannot — bend — it. One — two — three! You — cannot — bend — it! No, —you — cannot! Try — it! It — is —stiff, — stiffer. — I — say! You — cannot — do — it! Try — hard!

After he tries a few moments, say to him: "All right, now you can bend it" and the influence will be gone. The principal thing to be observed in this test is that you must speak positively. Not in an extraordinarily loud voice, but in a nice, even commanding tone.

Especially when you start to count three. Count in a kind of rising tone, one—ordinarily; two—a little more ginger; **THREE** should be a positive command. At the moment you say **THREE**, point the index finger of your right hand at him, also in a forceful manner, as it will materially help to drive home the suggestion. See illustration 3.

Passes.

All hypnotic passes are made in a downward fashion with palms toward person, that is, from any given point downward towards the direction of the feet. Never upwards toward the head. All upward passes dispel the influence. All downward passes induce hypnosis. Bear this well in mind. There are contact passes and passes without contact. Contact passes are made downward with a light stroking motion, not much pressure being used. Do not confuse a hypnotic pass with massage. A contact pass is just as effective on top of the clothing as over the bare skin. It is not necessary to remove any clothing. This pass is usually made on individ-

ual parts of the body, such as an arm, legs, head or any other part.

Passes without contact are made within one or two inches from the body, from the top of the head down, either to the end of the spine or feet. They are mostly used to induce the hypnotic condition of sleep or unconsciousness. Fingers should be spread apart slightly and passes are made very slowly. Care must be taken not to touch even the minutest part of the body as that would invariably dispel the influence somewhat. Each method of passes should be used where it belongs. If the former are used, contact should be from the start to finish. If the latter are used, care should be taken not to touch the subject at all. I do not propose to explain the reason for using passes, but merely to tell you how to use them. The results they produce you will see for yourself. All I wish to say is this: "I firmly believe that passes are a certain form of suggestion within themselves, inasmuch as the attention of the subject is attracted to them with the expectation of certain results." Without knowing that passes would produce hypnosis, a subject could not be hypnotized if they were used alone. A numbness will result in a majority of cases in certain parts of the body where passes are made. In some people, when making passes over the arms or other parts of the body, the feeling like pins pricking the skin manifests itself. In others the arm gets cold or hot. Passes are also used to stimulate certain nerve centers. Try the following experiment on some one you know. Make passes from the elbow to the wrist of the person for 15 to 30 seconds and ask the

subject what the sensation is. It is either a feeling of numbness, cold, heat, pricking or no effect at all. Whenever you make passes, it is essential that you direct your will to the effect you wish to produce. If the passes are made mechanically and your mind is occupied with other thoughts, the effect will be very weak or none at all.

Concentration and will power and a determination to do what you set out to do as absolutely necessary to success.

STEP 4.

Fastening the Hands.

If you have studied the previous lessons and successfully accomplished Steps 1, 2 and 3, you may try this one. Right here I want to say to you: "Never let any one inveigle you into fastening their hands together unless you have previously succeeded with drawing them backwards, forward and stiffened their arms. It is often the case that a spectator comes to you and asks you to fasten his hands who has not been tried on any other tests.

Explain to him that he will have to be tried on Steps 1, 2 and 3 first. Tell him the test will have to be done in rotation. If he asks why, say that is the law of hypnotism. For this test have the subject stand in front of you, his eyes from the light and yours towards the same. Ask him to put his hands together in the following manner with arms extended; palms should be clasped together as opposed to interlocking fingers.

Have him straighten out both arms and tell him to make them stiff. Now say to him: "Put — your — hands — together — tight — and — think — that — you — cannot — open — them! Look — me — square — in — the — eye — and — when — I — count — three — you — will — find — that — your — hands — are — stuck — together — and — you — cannot — pull — them — apart. The — more — you — try — the — tighter — they — stick. You — cannot — pull — them — apart. The — more — you — try — the — tighter — they — stick."

Repeat these suggestions twice as given above. It is well to place your left hand under and around his clasped hands and press them together to emphasize the suggestion. Also make passes over both arms once or twice with your right hand while making the suggestions. If he tries to look away, tell him to look at you, right in your eyes. Then say: "Now — when — I — count — three — you — will — find — that — your — hands — are — together — tight — and — the — more — you — try — to — pull — them — apart — the — tighter — they — will stick. One — two — three! You — cannot — pull — them — apart. Try — hard. No — you — cannot — try — it."

As you count THREE point your index finger of right hand at him positively, same as in Step 3. He will now try very hard to pull his hands apart and to his dismay find that it is impossible. After he pulls for a minute or two, snap your fingers close to his ear and say: "All right. Now you can take them apart." The subject will usually examine his hands and won-

der why he could not pull them apart. Scrutinize the photos pertaining to this test closely and you will easily "get next."

Nothing Succeeds Like Success.

The student who has successfully performed the foregoing four lessons will have no trouble in producing the higher phenomena of hypnotism. He has learned to give suggestions properly and these are the underlying principles of hypnotism. Personal magnetism, suggestive-therapeutics, magnetic healing, etc. The man or woman who can give suggestions powerfully and positively will succeed, where others have no chance at all.

By performing these tests, you will get confidence in your ability, and this will automatically increase your will power and put new life and ginger in your whole makeup. These experiments are principally intended to develop your will power, to give you confidence and to make you MAGNETIC. Don't be in a hurry to do greater things but practice physical tests until you can give suggestions like commands. I shall describe a few more, which are all on the same order as the ones described. You can have no end of fun for an entire evening with nothing but physical tests, without inducing sleep or somnambulism at all.

STEP 5.

A Stiff Leg.

Tell subject to put his whole weight on his right leg which should be put forward, as if to

march, and make it stiff. Tell him to think that he cannot bend it. Then take his right hand in yours tightly. Have him look you in the eyes and ask him to follow yours. Now say to him: **"Think — that — your — leg — is — stiff — and — that — you — cannot — bend — it."** Now have his eyes follow yours and with your left hand make a few passes over the knee of his right leg, all the while looking him straight in the eye. Then straighten up and say: **"You — will — find — when — I — count — three — that — you — cannot — bend — your — leg — and — the — more — you — try — to — bend — it — the — stiffer — it — will — get. Stiff! — Rigid! — You — cannot — bend — it! — One — two — three. You — cannot — bend — it — try — hard — you — cannot — do — it! Try — again."** Pull him along. Make him walk. He will walk stiff-legged. Make all your suggestions positive. After he has walked stiff-legged a few steps, slap your hands near his ear and say: **"All right."** Same method as Step 3 and 6.

General Rules.

You are no doubt by this time aware that all these physical experiments are produced and governed by certain sets of suggestions as given in the preceding five tests. I will try and arrange them in a comprehensive manner.

1—Have subject look you in the eyes without blinking.

2—Tell him to think of what you want him to think of.

3—Make him understand by verbal suggestions what effect you want to produce.

4—Give your suggestions positively like a command, and formulate them to suit the experiment.

5—When you count “Three” speak the “three” very positively, and if possible at the same moment point your finger at him.

6—Release him by snapping your fingers near his ear and saying: “All right.”

In new subjects be sure and repeat suggestions several times. After a little experience on your part, you will be able to tell at once by a certain blank look in the subject’s eyes, when he is under control and consequently can shorten your suggestions. To a subject that has been hypnotized frequently, in order to stiffen his leg, it is only necessary to look him in the eye and say positively: **“Your — leg — is — stiff — and — you — cannot — bend — it!”** And it is.

Cannot Sit Down.

To prevent a person from sitting down, have him stand in front of a chair. Stiffen both his legs by method described in Step 5, except that subject should have both feet together. Then tell him that he cannot sit down. Count three and point your finger at him. Release him by process already described.

Cannot Get Up.

Have subject sit in a chair with hands on his thighs. Feet must be flat on the floor. Now look him in the eyes or at the root of his nose and ask him to imagine he cannot get up. Keep your eyes steadily on him and say: **“When — I — count — three — you — will — find — that**

— your — legs — are — getting — stiff — and — you — cannot — get — up — from — the — chair. The — more — you — try — to — get — up — the — less — you — can. You — are — glued — to — the — chair. One — two — three! You — cannot — get — up! Try — it!” After he has made frantic efforts to rise, snap your fingers and say: “All right! Now you can get up.”

How to Make Subjects Follow You.

Stand in front of subject. Hold your index finger of either right or left hand about three to four inches in front of his eyes and say to him as follows: “Look — at — my — finger — and — when — I — count — three — you — will — find — that — you — cannot — look — away — from — it.” Repeat suggestions. Then count: “One — two — three! You — cannot — look — away.” Try it. Move backwards and he will follow you wherever you go. Release by usual methods.

Cannot Jump Over Stick!

Lay a stick in front of him and tell him to think he cannot jump over it. Look him at the root of the nose. Then stiffen his legs as described in Step 5, and say to him that he cannot jump over the stick when you count three. Then count slowly and at the count of three point finger at him and say positively: “You — cannot — do — it! Try — it!”

How to Prevent a Subject from Speaking His Name.

Stand in front of subject. Look him in the



Lesson 4

eyes for about ten seconds. Place your right hand around his throat and ask him to think that he cannot speak his name. Never for an instant look away from him. Then say: **"When — able — to — count — three — you — will not — be — able — to — speak — your — name. Your — tongue — is — heavy."** Repeat the suggestion. **"The — more — you — try — the — less — you — can. It — is — impossible — for — you — to — say — a — word. One — two — three!"** Point your finger at him in a positive manner when you say **"three."** **"You — cannot — say — it!"** (See illustration No. 4.) **"Try — hard!"** Some will move their jaws without uttering a sound; others will not move a muscle but you can see the frantic efforts they make to speak. Release in usual way.

How to Prevent Subject from Opening His Eyes.

The person should take a comfortable position in a chair. Look at his eyes for ten or fifteen seconds. Then ask him to close them. As soon as he does this make one or two passes with your thumbs over the eyelids, starting from the sides of the eyes towards the nose, and say to him: **"When I count three, your — eyelids — will — stick — tight — and — you — cannot — open — them. The — more — you — try — to — open — them — the — tighter — they — will — stick."** Repeat. **"One — two — three! You — cannot — open — them — try — hard."**

In the majority of cases he will not be able to move his eyelids at all. You can see the eye-

balls working underneath, but he cannot open his eyes. Release in usual manner.

If in any of the foregoing experiments you do not produce the desired effect, it is because you have not given your suggestions positively enough, or the person has consciously or unconsciously resisted. Remember not all people can be influenced on first or second trial. So try again. Don't give up. There is a knack in giving suggestions properly which only comes with practice, and the practice of these exercises will develop this faculty to a wonderful degree in you, if you practice, practice.

Some Other Physical Experiments.

I will give you a list of other experiments worked on the same lines as I have just described. All you have to do is to vary your suggestions according to the experiment desired.

- Cannot drop broom.
- Cannot pick up stick.
- Cannot close his jaws.
- Cannot open mouth.
- Cannot remember name.
- Cannot walk forward.
- Cannot walk backward.
- Cannot raise hands from knees.
- Cannot shut his hands.
- Cannot open his hand.
- Cannot drop his arm, etc.

Different tests will suggest themselves to the intelligent student. All of them are produced by the same principle as those explained in Tests—1, 2, 3, 4 and 5.

STEP 6.**How to Influence a Number of People at the Same Time.**

Select a number of subjects with whom you have been successful in the first five tests. Seat them in a semi-circle. Straight chairs should be used, without arms. Stand in front of them about five feet away. Look from one to another slowly and ask all of them to look you straight in the eye. Then look straight ahead and it will seem to each one as if you were looking at him individually. Now say to them: "Take — your — hands — and — revolve — them — around — on — another. Make — them — go — faster — faster — faster. Look — at — me. (Make your own hands go very fast.) Go — faster — now — faster — faster, — and — when — I — count — three — you — will — find — that — you — cannot — stop — and — the — more — you — try — to — stop — the — faster — you — will — make — them — go. One — two — three. You — cannot — stop! Try — it." After they have revolved them awhile, go to each one separately and clap your hands next to his ear and say: "All right. Now you can stop." Never allow any of them to cross the legs. Have them place both feet on floor. In the same manner you have them clap their hands together so fast that they cannot stop until you release them. You can make them slap their thighs alternately with the same effect as revolving the hands.

Cannot Touch Their Fingers.

A very good experiment in the waking state with a number of subjects is the following: Have eight or ten, or as many subjects as you may get, stand up in a semi-circle facing you. Now tell them to hold up their hands, palms towards the chest, to bend all fingers inwards, except the index finger of each hand. Ask them to touch the finger tips of the two index fingers. When they do so, have them move the latter about four inches apart and keep the hands in that position. Now say to them: "Look — at — me — right — in — the — eye — and — when — I — count — three — you — will — find — that — you — cannot — make — your — forefingers — meet. The — more — you — try — to — touch — them — the — more — you — will — miss — them. One — two — three! You — cannot — make — your — fingers — meet!"

Some will try in every conceivable manner to make the fingers meet, all without success. Many will lay the fingers on a table or hold them against a wall and push together, and miss the finger points every time just the same. Clap your hands together and say: "All right," after they have tried awhile. This is a very funny experiment when properly put on.

The intelligent student no doubt has by this time studied out certain physical experiments of his own and I will therefore not describe any more for fear of encroaching upon the imagination of my pupils.

A Word to the Reader.

Practice the foregoing test as much as possible, because by so doing you will develop a power of giving suggestions which in a short time will produce wonderful results in your every day intercourse with people. For this very reason I have given you so many experiments in the waking state. They teach you how to make yourself irresistible, magnetic and invincible. The persevering, ambitious man attains success only by climbing the ladder one rung at a step. He who would jump a number at a time usually misses some and falls back. For this very reason, I advise you to perfect yourself by learning the steps until you know them like the A-B-C's before attempting to do the greater and more wonderful experiments which follow later on. The more you practice the foregoing tests, the better equipped you will be for what is to follow and the easier you will be able to perform them. A good hypnotist can accomplish more good in a shorter time than any physician, if given an equal chance. The cures that can be instantly effected where medicine has failed, the pain that can be relieved, the mental worries reduced, by hypnotic influence are marvelous indeed. Of course, like medicine, hypnotism is not a cure-all by any means. But in functional disorders, nervous troubles, pain of any kind, bad habits, insomnia, drinking, cigarette, drug habit, stammering, tobacco and others it is practically the only sure remedy. As an anaesthetic it can be used very successfully with no bad after effects

as is usually the case when either chloroform or ether is used.

STEP 7.

How to Produce Sleep.

Before attempting to put a subject to sleep be sure and read this lesson over several times and acquaint yourself with the "Modus operandi" so that you won't hesitate and will know exactly what to do next. Show confidence in every action of yours. Confidence begets confidence. If, by your manner, you show the subject that you know your business, he will believe in your ability and consequently will resist much less than he would otherwise. Never show nervousness. There is nothing to get nervous about—absolutely nothing. Many students get all unstrung on their first attempt to induce sleep. Keep cool and go about it as if it was nothing new to you. Don't let the awakening bother you. Remember that it is the easiest part of it all. After you induce sleep once in a subject, you will have no further hesitation and no trouble at all in a majority of the people you try.

The method I am giving you here is one of the most common ones and is used by most operators, as it is one of the most effective ones and will influence the great majority of subjects. It is a slow process as compared with my "Instantaneous Method" which I shall describe later on. Use this one here for your first attempt.

In the first place it is essential that the spectators, if any, are perfectly quiet. Ask them not

to talk or laugh or walk around while you are trying to induce hypnosis. Make sure that no one opens or shuts a door or otherwise makes a noise, while operating, as that would disturb the subject and distract his concentration. Tell the subject not to wonder what will happen and not try to analyze what the sensation will be. Explain to him the benefits derived from the science and tell him that there is nothing strange or hurtful about it, that it is nothing but natural sleep and that nearly everybody can be induced to enter the state, especially intelligent people. If he thinks you might make him do something he would not like to do, tell him that you would not suggest anything which would hurt his dignity. Having obtained in this manner the consent of the subject proceed in the following manner: Seat the subject in a chair, preferably a straight back chair. Feet should be flat on the floor. His hands on his thighs. Tell him to make himself comfortable and relax his muscles. Ask him not to worry or bother about anything, but to follow your suggestions for the time being. Then take a pencil or other object, bright or otherwise, it makes no difference, in your hands. To make this lesson clearer, we will use a pencil with a nickel point on one end. Stand in front of him on his right side. Now hold the pencil about four or five inches from his eyes and up high enough so he will have to open them wide and look upward to see the point. It should be held in between the eyes, so that the pupil of his eye will converge as much as possible. In other words, he will have to look cross-eyed. Look with both eyes toward

your own nose point and you will get the meaning. Tell him to look with both eyes at the nickel end of your pencil and to keep looking at that and nothing else, until he cannot keep his eyes open any longer. Hold the pencil still. At the same time you must gaze at the root of his nose and concentrate your mind to the effect you wish to produce. Tell him to think of nothing but sleep, but not to close his eyes until he simply cannot keep them open any longer. (See illustration No. 5.) Never remove your own eyes from him. In a few minutes his eyelids will start to blink and the eyes will fill with water and he will close them. A very small percentage can resist this method more than five minutes at the most. If you wish to facilitate the closing of the eyes, start to make the following suggestion as soon as you notice him blinking. Say to him: **"Your — eyelids — are — getting — heavy — they — commence — to — blink. You — cannot — keep — them — open — any — longer. Your — eyes — are — drawing — water. They — are — tired — they — feel — heavy — they — are — closing — now — you — are — getting — so — sleepy — when — I count — ten — your — eyes — will — close — and — you — will — be — fast — asleep."** Count slowly from one to ten. All this must be spoken in a low, even tone. Do not vary the pitch of your voice a particle. This is where your voice training comes in. In many cases the eyes will close by the time you have counted ten, but if they should not be closed then take your thumbs and close the eyes gently. As soon as the eyes close, start to make passes and give suggestions in the following



Lesson 5

manner: Lay your left hand on top of his head and with your right hand make passes across his forehead just above the eyebrows, from the left temple across the forehead to the right temple and give suggestions as here described: "Sleepy — drowsy — sleepy — drowsy — so-o- — sleepy. — Oh, — so — sleepy. Your — head — feels — heavy — so-o-o — s-l-e-e-p-y — so-o-o — tired. You — cannot — keep — awake — any — longer — so-o- — s-l-e-e-p-y — you — hear — nothing — but — my — voice — no — noise — of — any — kind. You — are — going — sound — asleep — fast — asleep — sound — asleep — fast — asleep — sound — asleep. Your — head — feels — heavy — like — lead — you — cannot — hold — it — up — any — longer — it — is — falling — over. You — are — fast — asleep — sound — asleep — every — thing — is — dark — before — you. You — cannot — move — your — arms — feel — heavy — your — legs — feel — heavy — your — whole — body — is — numb. You — hear — nothing — but — my — voice — when — I count — ten — you — will — be — fast — asleep. One — two — three — four — five — six — seven — eight — nine — ten —. Fast — asleep. Say the last: "Fast — asleep" in a commanding tone. After you have made passes across his forehead, while giving these suggestions for a few minutes change your position and stand directly in front of him. Now take your hands (all the while suggesting the sleep formula) and start to make passes without contact from the top of his head down over his face to the knees. (See illustration 2.) Keep your gaze between the subject's eyes while speaking

and making passes. Spread fingers slightly and use both hands. Be sure to keep about one inch from his face and clothing and do not touch him anywhere. Make the passes very slowly and when your hands get to his knees, bring them with an outward motion to the top of his head again. Do not bring your hands up the same way you brought them down, but spread your arms so as to describe a half circle on each side of his body, from the knees to the head and then start the pass again.

Use this pass for about five minutes. If you think the subject is not asleep, start the sleep formula again and repeat the suggestions and first pass over once more. If the subject doesn't seem to get sleep after working over him twenty minutes, desist in your efforts until the day following when he may go to sleep very quickly. It is sometimes very effective to lay the palm of your hands over his eyes when making the suggestion that everything is dark before his eyes and hold it there a few moments. As soon as his head drops to one side, as a rule, you will find that sleep has ensued. Now insist that he cannot awake until you tell him to and emphasize the fact that he cannot hear anything but your voice.

The Test of Sleep.

In order to make sure that the subject is asleep try the following before giving other suggestions to him. When you think he is sleeping soundly, lift up his right or left arm to horizontal position and say to him: **"Your — arm — is — up — and — you — cannot — drop — it.**

Try — hard! If it remains up as you put it you are safe to suggest anything you please. If it falls down again, repeat more sleep formula and try later again by raising the arm. Another way to try him is to suggest that his arm is stiff and that he cannot bend it and if he cannot, it is a sure sign that he is asleep.

Implanting Suggestions.

After you have the person asleep, you are ready to give suggestions and he will carry them out true to his nature. If he is slow in his natural state, he will act slowly under hypnosis; if he is lively and quick-witted, he will act correspondingly when hypnotized. Now, before you give your suggestions, have them well formulated in your mind and give them forcefully, positively. You do not need the monotonous voice any more now. Command him, and he will obey even the most ridiculous idea propounded to him. Be sure to give only one suggestion at a time. Never give two commands that would oppose one another in principles as that would tend to confuse him, and he would perhaps awaken in distress. Having well in mind what you want him to do, place your left hand at the top of his head with the thumb resting at the root of nose. Then say to him: **“When — I — tell — you — to — open — your — eyes — you — will — not — awaken — but — you — will — find — that — I — have — put — a — flea — in — your — left — ear — and — it — itches — terribly — and — the — more — you — scratch — it — the — more — it — will — itch. Repeat three times before telling him to open his eyes.**

Insist that he cannot awaken even though his eyes are open.

Now say: **"Open — your — eyes. Do — you — feel — that — flea — biting — you — in — your — ear! It — itches — terribly. — You — cannot — stand — it. It — is — awful. Scratch — it!** At the same time you tell him to open his eyes, press your thumb gently upwards at the root of the nose, as that will help him to open his eyes. If he does not commence to scratch at once, keep on telling him that his ear itches. Tell it to him over and over and rub your own ear as if it itched. In the majority of cases the subject will almost rub his ear to pieces and jump and yell with agony.

STEP 8.

How to Awaken Him.

After he has scratched his ear awhile, awaken him by simply clapping your hands together close to his ears and say: **"All right — Wide — awake! All — right — wide — awake!"** (See illustration No. 6.) Make a few upward passes with the palms pointing up, in front of his face and tell him that he does not feel sleepy any more. If he says he does anyhow clap your hands together sharply once more close to the ear and say: **"Now — you — are — awake — and — feeling — fine."**

It is a good idea to ask him after he has taken his seat again, if he remembers what he has been doing. Some will remember but tell you they could not stop the itching, others do not know anything at all what they had done.



Lesson 6

The former then had entered only the second stage and the latter the third stage or the somnambulistic state. Always watch your subject a few minutes after awakening, inasmuch as some go to sleep spontaneously again. If you should notice the eyes closing again go over to him and command him to keep awake.

How to Awaken Difficult Subjects.

Should you find that a subject is difficult to awaken by the ordinary method, I will give you a suggestion of how to awaken anyone easily. While you are inducing hypnosis and giving sleep formulas, say to him three or four times while doing so: "When — I — tell — you — to — awaken — you — will — awaken — at — once — and — you — will — stay — awake — and — feel — fine."

If you do this, you will have no trouble at all. Never get nervous if the subject does not at once become wide awake, but do as previously suggested and keep cool. If he does resist efforts to awaken, let him sleep and he will wake up of his own accord in each and every case. There is no record of any kind where a hypnotized person slept to death. Hypnosis wears off spontaneously after a shorter or longer period.

Review this lesson many times before attempting to put any one to sleep and learn each movement and suggestion well. Each time you read it over you will find points you have overlooked and the lesson will become clearer and easier all the time.

Study the Subject.

While I consider Step 7 the most valuable

method of inducing hypnosis in ordinary cases, and earnestly request the student to learn these formulas by heart, it is by no means infallible. As I have stated before, all people are not alike in temperament, and what will influence one, will perhaps repel another. So it follows that a knowledge of different methods is essential to the student's success, if he wants to influence a large number of people. The experienced hypnotist can soon tell if a subject is susceptible to one particular method or not and will usually change his tactics to suit the characteristics of the person. Always work along the line of the least resistance. If a subject complains of being annoyed when contact passes are made, desist and use passes without contact. Never force a subject to accept something which is disagreeable to him. Study him. Use tact, but be firm. Everyone has a certain weakness or "hobby" and if you can attack that part of his nature you are sure of success. If he comes to you with full confidence in your ability and places his whole being in your hands, be sure and never betray this confidence. To use this mighty and almost unlimited power to the disadvantage of the trusting individual, who places himself in your power, for anything but a legitimate purpose and for the good it will accomplish, would be acting like a traitor, a Judas Iscariot. Remember, there is a law of retribution. As you sow so you reap. The person that comes to you unbelieving, sneering, a cynic, and tells you that it is all a fake, have pity on him. Do not try to force your ideas on him, but simply make a plain statement of the facts and leave it to him

to reason it out. Be calm and never lose your temper. A positive, persistent, calm attitude has changed many a person's opinion in a shorter time than it takes to write it. The scoffer usually thinks he has a strong will, when he is only stubborn and is as a rule a very easy subject if induced to be experimented on. However, for the beginning leave the latter type alone until you have had more experience.

STEP 9.

Another Method.

This is an absolutely sure way of inducing sleep in the most stubborn subjects. Part of it is called "Flower's Method." I have used it with success in many apparently hopeless cases. Have the person seated in a chair directly in front of you. Your own chair should be a trifle higher than his so that your eyes are up a little higher than those of your subject. Have the chairs close enough together so that your knees touch his knees. His hands should lie on his thighs. Now look him straight in the eyes or between them at the root of the nose. Next, take the first joint of the middle finger of each of his hands between your thumb and first finger of each hand correspondingly opposite his own. Forefingers underneath his middle fingers and thumbs above. Hold them in this position. Now say to him: "I — am — going — to — count — from — 1 — to — 50. Each — time — I — count — I — want — you — to — close — your — eyes — and — open — them — between — counts —

always — look — at — my — eyes — when — you — open — them. Think — of — nothing — but — sleep — and — when — you — cannot — open — your — eyes — any — more — just — keep — them — closed. Now — ready! One — two — three — etc.” At the same time you are counting one-two-three, press your thumb and forefinger together and squeeze the first joints of his middle finger with considerable pressure. Release pressure after finishing the count, and resume again when counting. This should work in perfect harmony. While counting and pressing you should never for an instant remove your gaze from him. Many will go to sleep before you have counted 20. It is rarely necessary to count up to 100. Keep on until you notice that the eyes do not keep time with your count any more. Some close their eyes but keep on making a movement with the eyelids as if still opening and shutting them. If so, keep on a little while longer until the movement stops. Then you can remove your hands and start to make suggestions and give sleep formulas as described in Step 7. Use passes with and without contact. Be sure and speak in a slow, monotonous positive tone when counting. If he does not go to sleep by the time you count 50, start over again. (See illustration No. 7.)

Hypnotizing by Mental Suggestion.

This method should only be used on a subject that you have previously hypnotized. Have him take a seat in an easy chair and ask him to remain perfectly passive. Go into the next room, sit down, close your eyes, and concen-

trate your mind on the subject. If possible sit with your face in his direction. Now say the following words mentally to yourself: **"John Doe** (be sure that you know the name of the subject) **You — are — getting — sleepy — drowsy. You — cannot — keep — awake — your — eyes — are — closing — you — are — going — sound — asleep — fast asleep — sound — asleep — fast — asleep — sound — asleep — asleep."** Repeat two or three times. In a few minutes you can go in the room where he is and you will find him fast asleep.

From a Distance.

In the above mentioned manner you can hypnotize a subject two or three blocks away. The distance may be a mile or one hundred miles—it makes not difference. Thought waves travel faster than electricity and heat, cold, or walls are no barrier to them. The main principle to successfully accomplish this feat is **CONFIDENCE** and **WILL POWER** on the part of the operator. If you firmly believe that you can do it, failure is impossible. For demonstration purposes, be sure and use a person whom you have repeatedly hypnotized and who is a good subject.

How to Hypnotize by Telephone.

For this purpose select a subject who has previously been hypnotized and who is a good sensitive. Call him up by telephone and tell him to get a rocking chair near the receiver and to sit down. Then ask him if he recognizes your voice. If he says "yes," say to him "This is. . . .

.....(mention your name). "In — a — few — minutes — you — will — be — sound — asleep. You — are — getting — so — sleepy — you — can — not — keep — awake — your — eyes — are — closing — now — you — are — asleep. No — one — can — awaken — you — until — I — come — and — do — so. Asleep."

If it is not possible for you to get to him, give him a suggestion as to the length of time he should sleep, say one hour, and that he will awaken at the end of that time and feel fine.

By Mail.

Hypnotize subject and have him open his eyes. Show him a specimen of your handwriting. Tell him he can never forget that handwriting and that he would know it from a thousand different hands. Then awaken him. You can now at any time mail him a letter and when he opens it he will at once fall asleep. Write his name plainly for instance—

"Joe Doe—

"While reading those lines you will get awfully sleepy — drowsy — sleepy — drowsy — fast — asleep. You cannot keep awake. You will sleep 30 minutes. You are asleep.

(Signed)"

(Sign name here in large type.)

By Telegraph.

The same thing is accomplished by the sending of a telegram instead of a letter. Use the same words as in letter. Be sure and have your name spelled correctly in the telegram so the subject knows who it is from.

STEP 10.

How to Mesmerize.

Mesmerism is a process by which the sub-conscious condition is induced without the aid of verbal suggestion. Let the subject sit or lie in an easy position. Have him look at your eyes and keep your gaze steadily on subject. Now start and make passes without contact from the head down over the body to the knees if sitting, or to the feet if lying down, within one or two inches of the body. Concentrate your mind upon the subject going to sleep. Continue passes. Think of what you are doing. Use your WILL. This process is usually slow and requires a great deal of stick-to-it-iveness. It is rarely used now, some people can be influenced in this way when they would be refractory to all other methods. The mesmerists believe that a fluid emanates from the operator which they call ANIMAL MAGNETISM and is transferred to the body of the subject by means of passes and by the direction of the will from the nervous system. They attribute the wonderful cures performed by mesmerists, to this fluid or magnetism.

STEP 11.

Instantaneous Methods.

To be able to hypnotize instantly shows that the hypnotist is a master of giving suggestions like commands. All fear or hesitation as to the effectiveness of the suggestion about to be given has disappeared. The operator's will

is like a stone wall or iron and brooks no resistance. I shall describe several methods.

Method No. 1.

If you are a beginner I would advise you to take a subject whom you have previously hypnotized by one of the slower methods. Have him sit in a chair. Walk over to him and prevent him from speaking his name as already described. When he tries to speak it say to him quickly: **"Close — your — eyes. You — are — asleep. Fast — asleep. Your — head — is — heavy — it — is — falling — over. Asleep."** Repeat until head falls.

The principal effect is produced when saying: **"Close your eyes you are asleep."** You must command him in a quick voice. Never remove your eyes from him until he is asleep. Then apply sleep test by lifting his arm and suggesting that he cannot drop it.

Method No. 2.

My Own Method.

This requires quick action but is very effective. If the subject happens to be seated in a chair, turn toward him quick as a flash and point your finger at him positively and say: **"You — cannot — get — up — from — the — chair. No — you — cannot. Try — it. After trying a moment, say to him: "Stop — trying — now — and — sit — down — close — your — eyes. You — are — asleep — fast — asleep — you — hear — nothing — but — my — voice. Your — head — is — falling — over. Fast — asleep."**

If the suggestions are given in a quick voice accompanied by a steady gaze of the eyes to those of the subject, failure will be impossible. Most students think it requires too much nerve to do this, but it is much easier than supposed, and if accomplished once is easily repeated. If you are able to affect the subject with the first five steps it will not be difficult to put him asleep by any of these instantaneous methods.

Method No. 3.

Take a subject who has been hypnotized previously and have him seated in an easy chair. Ask him to look you in the eyes. Look at him for about 15 seconds and then say the word "SLEEP" positively. You make a pass as you say it with both hands over his eyes in a downward fashion once or twice. In a few seconds his eyes will close and he will be asleep. It all depends on the expression of your face and the intonation of the word "SLEEP." Keep a serious face and a steady look and speak positively. The eyes are the windows of our innermost thoughts and express every motion called into action by the will and desire. Therefore, if you think positively, your eyes will show a determination and it is almost impossible to resist.

STEP 12.

Hypnotizing by Fascination.

Have subject seated directly in front of you and tell him to lay his hands on his knees which should be in contact with yours. Lay your own hands on top of his firmly. Now ask him to look

you in the eyes steadily without blinking and try try and think of going to sleep. Now keep gazing at his eyes until they close. This is to some students a difficult feat because it is sometimes necessary to look without a quiver of your eyelids from 15 to 30 minutes. It resembles a battle of minds in which the superior will triumph. Through your eyes you express the command of your thoughts, i. e., "SLEEP." The most difficult subjects can in this manner be hypnotized. The look of resignation pictured in the subject's eye just before going to sleep is not easily forgotten, when once seen, and you feel well repaid for the strenuous ordeal.

The above described method can be used with advantage in deaf people. They should be given to understand, before starting to operate that by your given signal (like touching the neck twice or something similar) they will awaken.

Music As An Aid to Hypnosis.

Soft, melodious music played slowly will materially aid the induction of hypnotic sleep when the slower methods are employed. Just as the singing of a lullaby by the mother puts the child to sleep, so does the playing of a violin or a piano help induce the condition in older people.

Mechanical Hypnosis.

There are mechanical instruments to induce hypnosis such as our Revolving Mirror. Hypnotop and Hypnostaff. These vary in price from \$5.00 to \$25.00 each and are very impres-

sive on subjects as well as an audience in private scenes. They are set on a tripod or other stand at a height of 5 feet or more from the floor in front of the patient. The subject, being seated, is then asked to look at the mirror, which is run by clockwork and started to revolve rapidly. It should be set so that a ray of sunlight or artificial light strikes the parts going around and flashes in the eyes of the person. The principle of it is the tiring of the optic nerves or eyes of the subject who usually finds that after 5 or 10 minutes, he is unable to look at it any longer and closes his eyes and goes to sleep. A large number of people can be put to sleep at once in this manner without the attention of the operator being required, providing they have been told that the mirror will induce hypnosis. If a subject is told to look at the mirror without knowing its purpose, he will get sleepy and may fall sound asleep, but it will not be hypnosis, only a natural sleep. He must be told what to expect and his imagination will do the rest. After the eyes close from looking at the instrument, go to each subject and give sleep formulas and make passes as in Step 7 for a few minutes until the head falls and a sound sleep has ensued.

I have found the mirror effective in a number of cases where it was almost impossible to obtain concentration otherwise. However, I do not advise the student to use them extensively, as it robs him of valuable practice in giving suggestions and deeper stages are produced by other than the mechanical methods.

Auto-Hypnosis.

Self-hypnosis is nothing but auto-suggestion . If you can implant a suggestion in someone else, so can you also in yourself. If you wish to go to sleep, lie down on a bed or couch. Relax all your muscles and think of sleep. Commence to speak to yourself something like this: **"I — am — tired — so — sleepy — so — drowsy. I — will — sleep — one — hour — so — sleepy — drowsy — sleepy — etc.** Keep on telling yourself mentally that you are going to sleep and specify the time you wish to awaken while doing so. Exclude all other thoughts from your mind and concentrate on what you are expecting to accomplish. With a little practice you will be able to put yourself to sleep in a few minutes whenever you wish to do so.

How to Hypnotize with a Candle.

Seat the subject in a chair. Light a candle and set it within two feet of the person's eyes. Be sure and have it up high enough so that he has to look up at the flame. Now make a mark about one-half inch from the top of the candle and tell the subject very positively that when the candle has melted to the mark indicated he will be sound asleep. Impress on him the necessity of watching the flame with both eyes steadily and not to remove them for one instant. If he does not close them entirely when the candle has burned to the mark, close them for him with your thumbs and suggest that they stay closed and that he cannot open them, that he is **ASLEEP**. Then give sleep formulas as pre-

viously directed and make passes with or without contact or both. This is a very efficient method for people who lack concentration. The flickering flame seems to exert a fascination which is hard to resist. The point is this: The flame is something tangible to look at and the subject is helped to banish other ideas which try to cross his mentality and a perfect state of non-resistance or passivity is the result and hypnosis ensues.

**Can Hypnosis Be Induced Without
Knowledge on the Part of the
Subject or Without His
Consent?**

This question has been propounded to me by many physicians. A very prominent M. D. said to me recently: "Professor Fernando, I would like to employ hypnotism if I could induce the state without the patient knowing that it is hypnosis. I have read nearly all the theoretical works by the most prominent authors, but all seem to disagree on that point. Is there no method by which it can be done? You know, people are so skeptical and superstitious as regards hypnotism that the mere mention of it would ruin my practice." This voices the sentiment of a great many physicians. The following will serve as answer to the above. Hypnosis can be induced without the consent of the person in the majority of people, providing they do not know that hypnotism is being used. This is illustrated by reading my chapter on "HOW TO GET SUBJECTS," and by studying the physical tests given in this book, also the paragraph

“REQUIREMENTS FOR HYPNOSIS.” If you tell a person that you want to hypnotize him and he does not feel inclined to let you do so, he will objectively resist your efforts, with more or less success, all depending on whether he knows how to use his will power sufficiently to offset your suggestions. In this case you would have to obtain the consent of the subject before you would succeed in inducing hypnosis. On the other hand, if you do not mention the word hypnotism and magnetism or mesmerism, the mental faculties of the patient or subject remain passive and are not active to antagonize your suggestions and consequently offer no objection to them. He is, so to speak, caught off his guard. His objective mind is for the time being a blank and the subjective or sub-conscious mind, which has no inductive reasoning faculties, has full sway. (See “THE TWO MINDS.”) This is practically the basic principle of personal magnetism, and salesmanship. The person does not dream that he is influenced; if he did, he would resist and the result would be “nill.” To successfully induce hypnotic sleep or sub-consciousness without first consulting the patient, a certain deception is essential. The subject is by pre-hypnotic suggestion prepared for the effect. I shall describe a “*modus operandi*” used by the eminent physician, Dr. Munroe, in his latest work on Suggestive Therapeutics. To achieve success along this line of inducing hypnosis, you must first of all be able to give suggestions positively. You must have unlimited confidence in your ability, all hesitancy and thought of probable failure must be banished. For that reason it is

not advisable to attempt this method until you have studied the instructions in this book and have actually hypnotized people. By doing so, you will develop a strong will, the power of giving suggestions and increase the confidence in your ability to produce the phenomena. When you have acquired these three faculties to your own satisfaction, then and then only would I suggest to try this method. If you are a physician, you have the advantage over laymen, inasmuch as the average person who goes to a physician to be treated, naturally expects to be cured or at least benefited and his mind is prepared beforehand to accept your advice or medicine with perfect confidence in its efficiency. Dr. Munroe's method is somewhat as follows: Having seated the patient and ascertained his illness, he assures him that it will be an easy matter to cure the disease. (It makes no difference as to the nature of the trouble.) By quietly speaking to his patient he gains his confidence and places his mind in a passive state. He then produces a phial with a liquid in it and says: "I have here a new kind of medicine, called Somna-Analgesia, which is particularly adapted to cure your trouble. By rubbing a little on your forehead, it will make you sleepy and in a few minutes you will go to sleep soundly. You will only sleep 5 or 10 minutes and will awaken feeling fine. It will not have any bad effects because you see it says on the label 'Somna-Analgesia' "—Somno mean "sleep" and analgesia means "painlessness." It produces painless sleep. The patient now assumes an easy position in a chair or on a couch and is

told to close his eyes. In order to make the deception as regards the liquid more real, he, after uncorking the bottle, manages to get it near the subject's nose so as to have him get a whiff of the contents which is nothing but water mixed with some harmless but strong and pungent smelling chemical. He then proceeds to rub some of it on the patient's forehead and suggests that it is making him sleepy—drowsy—so—sleepy. He keeps on giving these suggestions until the patient is sound asleep. Before giving suggestions to counteract the patient's ailment, he applies tests similar to the ones described in this course to ascertain the depth of hypnosis. Suggestions to improve the patient's condition are now given many times over and the patient is awakened without suspecting that he has been hypnotized. He has been able to produce analgesia, catalepsy and many other phenomena in the manner described and on people who had never heard of hypnosis nor had ever been hypnotized before. The results are obtained mainly by forceful and positive pre-hypnotic suggestions which prepare his mind as to what is to follow. The above described method can very successfully be employed by a dentist. The latter should have two bottles of different colored liquid. One to rub on forehead for sleep, the other to inject in gums or merely apply to the outside of it, as described in "Anaesthesia in the Waking State."

With Chloroform.**Only by Physicians or Trained Nurses.**

Difficult subjects are sometimes easily put to sleep by having a few drops of chloroform on a handkerchief while giving sleep formulas. Suddenly tell them you are going to give them some chloroform and then hold the cloth to their nose and let them smell it. Suggest that they will not be sick to the stomach on awakening, but will feel fine. In many instances this will be successful. Should be used only by physicians.

To Transfer Control of Subject to Another.

Put the subject to sleep. Supposing now that you wish to transfer your control over him to someone else do as follows: Ask the person who wishes to give the hypnotized subject suggestions to place his hand on top of the head of subject. The operator now takes hold of his hand. Now have him open his eyes and say: "This is Mr. Jones. You will do exactly as he says. You will follow every command he gives. He will be able to awaken you. You will hear no one else's voice but Mr. Jones'." Mr. Jones should now ask him a question and the answer shows that rapport has been established between the two.

STEP 13.**How to Hypnotize a Large Number of People at Once.**

For entertainments, where time is valuable, the operator cannot afford to devote very much

time to each individual and I therefore give you three methods of hypnotizing any number at once.

Number 1.

Have the subjects seated in a semi-circle. Stand in front of them, about the center. Now say to them as follows: **"Look — me — straight — in — the — eye — and — think — of — sleep.** (Look from one to another and then straight ahead and it will seem to each that you are looking straight at him.) **"Now — close — your — eyes — and — as — I — count — up — to — ten — you — will — find — that — your — heads — are — getting — heavy — and — you — will — be — sound — asleep. One — two — three — four — five — six — seven — eight — nine — ten. Fast — asleep — sound — asleep — sleepy — drowsy — sleepy — drowsy — fast — asleep. Your — heads — feel — heavy. You — cannot — hold — them — up — any — longer. Fast — asleep."** Give these suggestions for awhile until their heads fall over. If some should not be affected, go to them separately and make a few passes over their forehead and say to them positively, **"SLEEP."** Some will fall off their chairs, others will sit up straight. Each will act according to his characteristics.

Number 2.

Seat subjects in a semi-circle. Give each one a bright coin or button in his hands and tell him to look at it without removing his eyes from the article for even an instant. Then stand to one side and after a few minutes start and say: **"Your — eyes — are — getting — heavy —**

you — cannot — keep — them — open — any — longer — they — are — closing — closing — closing — now. (Repeat several times.) You — are — getting — so — sleepy — drowsy — sleepy — drowsy — etc.” Give sleep formulas until they are all asleep.

Number 3.

With Revolving Mirror.

Subjects should be seated in a semi-circle as previously described.

Always see that everyone has his feet on the floor and hands on his thighs. Never allow a subject to cross his legs or hold his hands together. Then put a stand in front of them and set our Revolving Mirror on top of the same. Start it going and tell them all to watch it and never to remove their eyes from it. In a few minutes give suggestions for the closing of the eyes and sleep formulas as already described. After they are asleep remove mirror and you are ready to give suggestions. Use Hypnotop or Staff in same manner.

How to Produce a Deep Stage of Hypnosis.

Having put subject to sleep by any of the methods mentioned and wishing to produce a deeper stage go about it as follows: Keep on making passes for five or ten minutes longer and while doing so say to the subject: **“As — I — count — up — to — 20 — you — will — go — asleep — deeper — and — deeper — all — the — time. You — are — going — into — a — very — deep — sleep — so — deep — that — you — cannot — awaken—until — I —awaken—**

you. One — two — three, etc.," until you get to twenty. Count slowly. When you get to twenty say: "You — are — in — a — deep — deep — sleep. Nothing — bothers — you. You — hear — no — one — but — my — voice. Nothing — else. Deeper — deeper — asleep — you — are — in — a — very — deep — sleep. Now — I — am — going — very — deep — sleep. Now — I — am — going — to — count — up — to — ten — and — then — you — will — be — in — the — deepest — sleep — possible. One — two — three —, etc." As you count ten, say the one word "SLEEP" in a commanding tone. Repeat formulas once more. The more you impress him with the depth of sleep the more profound it will be. Lay great emphasis on the words "Deeper and deeper asleep."

STEP 14.

How to Produce Anaesthesia.

Put subject in as deep a sleep as possible. If you wish to prevent any pain being felt in the arm, make a few passes over the same and say: "There — is — no — feeling — in — your — arm — it — is — paralyzed. You — cannot — feel — anything — it — is — like — dead — you — feel — absolutely — no — pain — of — any — kind — in — it. I — am — going — to — pinch — your — skin — but — you — feel — nothing — at — all." Repeat three times. Then take a needle or pin and stick it in the fleshy part of his arm, being careful not to strike an artery. He will feel no pain at all. Always tell him before withdrawing the pin and before you

awaken him, that no blood will show at all, and that no inflammation will set in, that he will know nothing of it when he awakens and that he will feel better than he ever did in his life before. Be sure and use a sterilized pin or needle. I usually sterilize it by lighting a match and holding the pin in the flames. Wipe it off with a silk handkerchief or silk cloth before inserting. No matter what part of the body you wish to make anaesthetic simply make a few passes over the same and use suggestions as given above. Give them positively and firmly and keep on saying: **"There — is — no — pain — at — all. You — feel — nothing —"** when inserting the pin. In this condition the most delicate and painful operation can be performed without the subject knowing anything about it on awakening. Illustration No. 12.

How to Extract Teeth Under Hypnotic Anaesthesia.

For this or any other operation it is best to hypnotize the person three or four times before the dentist starts operating. In this manner you will produce a deep stage of hypnosis and the subject is not likely to awaken before the operation is finished. Exactly as it is not possible to induce anaesthesia the first time by chloroform or ether in everybody so it is with a deep state of hypnosis. Some will enter a deep enough stage for the purpose at the first attempt, other people will not do so, until several have been made. Try your subject with a pin first, and if he does not show any signs of pain, go ahead with the operation. Have the subject

seated in dentist's chair. Put him to sleep as deep as possible. Then touch both cheeks and upper and lower jaws on both sides of his face and say: "There — is — absolutely — no — pain — in — your — cheeks — none — in — your — gums — no — pain — or — feeling — in — your — jaws. Your — head — is — like — dead, — paralyzed. You — cannot — feel — anything — at — all, — absolutely — nothing. Nothing — will — hurt — you. You — hear — nothing — but — my — voice — and — you — cannot — awaken — until — I — tell — you." (Repeat three times.) Find out which tooth is to be extracted and direct your suggestions specifically to that place. Then have the dentist extract or fill the tooth. If the tooth should bleed very much, suggest to him that the bleeding will stop in a few minutes. Do not awaken him, but have him open his eyes and give him a glass of water and let him rinse out his mouth. Should a tooth be filled, give suggestions to decrease the flow of saliva, which will greatly help the dentist in his work, as he will not have to stop every minute to dry out the mouth. If more than one tooth is to be removed, make a few suggestions of sleep and anaesthesia before each separate extraction. Before awakening the patient, tell him that he will have no bad after effects, that he will feel fine and that his gums will heal up very rapidly and that he will know absolutely nothing of what has happened. Then awaken him slowly. Tell him that when you count ten he will be awake and feeling fine.

How to Produce Anaesthesia in the Whole Body.

After deep sleep has been induced take each part of the body and suggest anaesthesia separately to them. Do not simply tell him that his whole body is without feeling, as that is too general. Make passes over each part when suggesting painlessness until arms, legs, head, shoulders, chest, stomach and lower body are included. Be very particular about this.

Anaesthesia in the Waking State.

Sleep is not always necessary to produce a condition of analgesia in a subject. Absence of pain can be suggested very often in the waking state. Physicians can use this method to great advantage in trifling operations, such as lancing boils, felons, etc. The only requirement on the part of the operator is absolute unlimited confidence, a steady eye, and positive suggestion. Dr. Munroe, who is the author of a book of recent issue on suggestive therapeutics, produces the phenomena on a large percentage of people, almost instantly. While he usually accomplishes his end with the aid of deception, it is nevertheless suggestion or hypnosis pure and simple. To illustrate, he says: "Mr. Jones, I have here a small bottle of a new kind of anaesthesia. It is called 'liquid electricity.' By rubbing a little of the fluid on your arm, you will find that it will get numb and lose all feeling. You will have no pain when I push this pin in your arm." He then pricks the flesh quite deeply and the person, although wide awake, feels nothing. He

also tells him that it will not bleed when the pin is withdrawn. If it is a patient, he does not tell him that the bottle contained nothing but water, but if he does it to demonstrate the power of suggestion he usually does so. In describing these experiments, he is, however, not explicit enough in explaining the exact "**modus operandi.**" He admits that many physicians have tried to imitate him and have utterly failed. Why? Instead of answering this I will tell you how to succeed. First of all, physician or layman, you must have a knowledge of the law of suggestions. You must know how to give **positive** instead of negative suggestions. You should know how to use your eyes to advantage, also the tone of your voice. By following the instructions given in this book in regard to the eyes, voice and positive suggestion, it will be comparatively easy to accomplish these phenomena.

These three essentials should work in harmony as in producing physical experiments, i. e., your voice should be even toned and positive, your suggestions must be commands and your eyes will have to reflect a determined will at once and the same time. Suppose you wish to induce analgesia in the hand of the subject, go about it in this manner: Take his hand in your left hand. Look him squarely in the eyes. Do not blink, and ask him not to look at his hand but at your eyes. You need not mention hypnotism at all. Stroke his hand with your right hand a few times, all the time looking straight in his eyes. Now say to him: "**Your hand has no feeling at all, it is like dead, I can do any-**

thing I want with it and you cannot feel it. (Repeat three times.) See I am pricking it with a pin and you feel nothing at all." (Do so.) In the majority of cases he will not notice any pain at all and you can remove your eyes and perform the operation. While doing so, keep on telling him in a positive tone that it does not hurt, that he has no pain at all. The whole secret is positive suggestion and concentration of will on what you are doing. The flow of blood can be controlled at will. You can stop bleeding by suggestion and cause it to flow again in the same manner. For the purpose of demonstrating anaesthesia, be sure and always give the suggestion that no blood will show, but when having a tooth extracted let it flow a few moments and then check it. Repeat suggestions positively several times in every case. In rare instances a little blood will show in spite of all suggestion to the contrary, but usually only for a moment. Do not be frightened, it will stop in a short time in every case.

STEP 15.

Catalepsy

To induce a rigid condition of the muscles in the whole body, put your subject to sleep while standing up. Tell him to throw his chest forward as much as possible and take a tight hold of his trousers on each side of his body and to make the latter as stiff as possible. With your right hand raise up his head, look him sharply in the eyes and suggest sleep as follows: **You are going sound asleep, fast asleep, and**

when I count three all the muscles in your body will become stiff, — rigid — like — iron — stone. Sleepy — drowsy — sleepy — fast — asleep. Your heart beats normal — one — two — three — stiff — iron — stone — stiff — iron — stone. You cannot bend. Every muscle is stiff and rigid. While giving these suggestions, make passes down his sides to his toes from the head down and touch head, arms, chest and legs while doing so. Have someone steady him from behind. Now ask somebody to take his shoulders and another to take a hold of his feet and lay him across the back of two chairs or wooden horses. If chairs are used the back should be padded with a drapery or cushion so as not to hurt him. The shoulders must be well up on the chair back. The ankles should rest on the other chair. Have a person sit on each chair facing the subject and tell them to hold on so he won't slip. Then cover his body with some draperies or heavy cloth from his shoulders to his feet. With your right hand raise him up in the middle and again suggest "**Stiff — rigid — stiff — iron — stone.**"

Then try and sit on him and if he holds you all right try two people on him. In many cases four or five people can stand on a subject without the slightest inconvenience to the latter. After he has held them a moment tell them to get off. Set subject on his feet and say: "**Relax your muscles now and when I count three you will awaken and feel fine. One — two — three. All right! Wide awake!**" Be very positive when making suggestions in this experiment. Of course the more you use a subject for this ex-

periment the better he will become and the more weight he will carry. He should be kept in the cataleptic state only as long as absolutely necessary. Awaken him thoroughly and there will be no bad results. I have, in my public exhibitions, used stones weighing 350 to 400 pounds, placed them on a good cataleptic subject who was suspended across two wooden horses and broken them with a 16-pound sledge hammer without injuring the latter in the least.

Catalepsy in the Arm.

Any part of the body can be made rigid separately. If you suggest that his left arm and leg only are stiff and rigid, his right side will be perfectly normal and relaxed. For this experiment, have two chairs of the same pattern face each other back to back. Seat subject on one sideways, take his right arm and lay it across the back of the chair he is sitting on so that his wrist will rest on the back of the other. Pad chair under armpit and under wrist. Then suggest that his arm is rigid and the muscles are stiff as iron, stone, etc. Get someone to sit on the empty chair to steady it and you can stand on top of his arm without the same bending in the least. Awaken in the usual manner.

I weigh 200 pounds and have used this experiment at every performance.

Long Trance.

Very frequently newspapers have accounts of people who had been hypnotized and put to sleep for 7 days or more without awakening once during this time and the average reader

wonders how this can be accomplished. I shall here describe briefly how to induce the so-called "LONG TRANCE," but would not advise the student to attempt it without further instructions from a competent hypnotist. For example, I will describe a 48-hour sleep or trance. If the subject is to start the latter in the morning, you should be sure and forbid him to eat or drink anything for breakfast. His stomach should be empty when going to sleep. Hypnotize him in a reclining position on a couch or cot. Put him as deeply asleep as possible and suggest to him that he can hear nothing but your voice, no noise of any kind, not even a cannon shot next to his ear. Tell him that he will sleep 48 hours and can under no circumstances awaken beforehand, but that between the 48th and 49th hour you will be able to awaken him easily by counting up to ten and that he will feel fine. Suggest to him that during his sleep he will not feel hungry, that all the functions of his body are suspended except the beating of his heart, which will be perfectly normal, that he cannot move, that he will not be thirsty and will feel no pain of any kind during his trance. Specify the length of his sleep and insist that he cannot awaken before, unless you awaken him. Lay great stress on that point. Suggest to him that in case an accident should happen to you in the meantime that he should awaken at a certain specified time (which you must state) of his own accord. NEVER FORGET THIS. Repeat each suggestion 3 or 4 times positively. When you are ready to awaken him, have three or four gentlemen hold the subject firmly until

he is thoroughly awake. Some subjects fight desperately for a few minutes on being brought out of the trance and it is best to be prepared. If suggestions are given properly no bad results will occur. Only a good hypnotic subject should be used for this experiment.

STEP 16.

Clairvoyance.

Clairvoyance is the ability to see happenings and occurrences at a distance through walls or other obstructions. The intervening space may be 2 feet, 2 miles or 2,000 miles as actual distance does not retard the phenomena. Clairvoyance may be self-induced or with the aid of hypnotism. Some people have the faculty of spontaneous clairvoyance, i. e., they are natural sensitives. A good hypnotic subject may be developed into a clairvoyant by experimenting along these lines for three or four weeks persistently. The following method should be employed: Put subject into as deep a sleep as you possibly can and then continue to make passes over him for 15 minutes longer, steadily concentrating your mind on him. Use passes without contact. The deeper the sleep the better. Do not let the light strike his eyes. When he is asleep, write one single figure on a slip of paper and fold it. Now take the paper in your palm and place it on the top of his head. Ask him to tell you what the figure is. Talk to him in this manner: "I want you to tell me what is written

on this slip. You can see it perfectly. You have no trouble in seeing it at all. It is getting plainer all the time. **DO YOU SEE IT NOW?**" Insist that he can see it. Be very positive and command him to see. If he says he does not, make some more passes and quickly say to him: **"NOW YOU SEE IT. YES, YOU DO."** If you succeed in this try him with two numbers, then three, and so on. Then take an object, like a vase or book or anything else and have him describe it. Do not expect too much at first, but by persistent practice he will develop wonderfully. Of course all hypnotic subjects will not develop clairvoyance, but if you find one who promises something in this direction, use him for that purpose only. Some days you will get good results, other days none at all. But never give up. After being successful with numbers and different objects in the same room, ask him to describe to you some place where you have been. Take him mentally over the same route that you take to go there. If he describes it correctly, have him do so with a place neither you nor he ever saw. Remember this must be developed, and practice makes perfect.

Clairaudience.

Clairaudience is the phenomena of hearing words, music, sounds, perceived only by sensitive people and imperceptible to others present at the time.

STEP 17.**Thought Transference or Telepathy.**

Thompson J. Hudson says, page 191, in his book "The Law of Psychic Phenomena": "There is inherent in man a power which enables him to communicate his thoughts to others independently of objective means of communication. A state of perfect passivity on the part of the percipient is the most favorable condition for the reception of telepathic impressions or communications. It is obvious from the above that a hypnotic subject being in a state of perfect passivity can readily receive mental messages from the hypnotist. Thus it is possible to transfer a certain impression mentally to the subject, as the following will show: I hypnotize a young lady, producing deepest sleep possible. Next I bandage her eyes tightly and exclude all rays of light. Then I request by writing on a paper that salt, pepper, sugar and vinegar be brought to me. When all the articles are on a table, I ask someone to point out any one of the above mentioned articles without speaking. If he points to salt, I take a little on my tongue and almost immediately the young lady makes a wry face and asks me not to give her any more salt. She can at once tell me what articles I have taken in my mouth, but the impression is that she actually received them. All this is done without a word being spoken. If you will try this with a good subject successfully you will be able to mentally influence him at will. Suppose you wish him to come to your home, say the day

following, do as follows: Sit down in an easy chair, about the time that the subject is likely to be in bed asleep. He will then be in a naturally passive condition and his sub-conscious mind will accept your mental commands and carry them out in the firm belief that they are his own ideas. Now blindfold your eyes so as to exclude all light and concentrate your mind on the subject. Think of nothing else but him and repeat his name to yourself and say: 'Joe Doe, you will come to my house tomorrow at 8 p. m. You cannot stay away, you must come. I want you. I want you. You cannot resist me. You will come.' Repeat this for about ten minutes. Sometimes you will be able to see the person's face before you, if so, it is proof that the person has received your message. This is, however, not essential. In the same manner you can change a person's character by persistent mental suggestion without the latter being aware that outside influence is being used to change his habits."

STEP 18.

Mental Healing and Christian Science.

Christian Science is nothing but mental healing. The Christian Science healer assumes a passive condition at exactly the same time the patient does, having previously made arrangements to that effect. The "*modus operandi*" is something like this: Being acquainted with the

illness of the patient by mail or otherwise, he sits down in a chair or lies on a couch. At the same time the patient does likewise. Both relax all muscles, creating thus a passive condition of mind and body. The healer now commences to send **POSITIVE THOUGHTS** and statements mentally to the person to the effect that the particular disease or trouble is disappearing and gives suggestions to counteract the symptoms of the malady. The suggestions in the form of thought waves are thus received by the patient's subjective mind, and inasmuch as the latter has absolute control of all the functions of the body and is ever amendable to the control by suggestion whether oral or mental, it follows that these are obeyed and a cure is the result. The essential part of cure is the earnestness of purpose on the part of the healer and a passive condition and willingness of the patient. While I am unwilling to accept the principles of Christian Science, nevertheless, it deserves great credit for the good it has accomplished. And, after all, what does a sick man care by what means he is made well, so long as he is relieved of his sufferings? All I wish to say here, is this, that contrary to the teachings of Mrs. Eddy, disease and pain are **mighty real** and not purely imaginative. Christ Himself never made the assertion that disease and pain were not real, on the contrary He insisted that to be healed the people must believe in His power and then only did He relieve their suffering.

STEP 19.

Post-Hypnotic Suggestions.

Post-hypnotic suggestions are commands given a subject while hypnotized and fulfilled at a later date in the waking state, without knowledge on the part of the subject that the idea had been implanted in his mind by someone else. Suggestive Therapeutics is in essence nothing but post-hypnotic suggestions. You tell a patient that his pain will disappear or that he will in the future not be troubled with insomnia or indigestion and in a day or two he is well. The value of post-hypnotic suggestions cannot be overestimated not only as regards its therapeutics merit in disease, but in the controlling of vice and bad habits, especially in children. I shall here describe several specific cases and show you how to give post-hypnotic suggestions properly. The reason so many subjects do not carry out suggestions given is because they were not suggested in a **positive and forceful** manner. Also the mind of the grown-up is swayed and directed and will respond exactly to the gist of the suggestion implanted at some future date, a week, a month, even a year hence. Character can be changed, friends made of enemies, and respect and love gained by post-hypnotic suggestions. Objectively, the subject forgets all about the suggestions but the subjective mind, when the time comes for these to be carried out, manifests itself in the form of desire so strongly that the person obeys the impulse, without dreaming that the latter is not his own idea.

How to Gain the Love and Respect of a Person.

Put the subject into as deep a sleep as you can. Test him as regards the depth of sleep. Never attempt to give post-hypnotic suggestions if the subject is not in a deep sleep, unless it be for treatment purposes. Place your hands on his head with thumb at root of nose, and give the following suggestions: "From now on you will like me, you will learn to love me (if a lady). Every time you meet me, you will like me more and more, you will think there is no one like me, you will not refuse me anything within reason. You will know that I am your friend. You will always believe in me and respect me." Repeat these suggestions at least 6 to 8 times in a positive, commanding tone. Then say, "You will not remember that I have given you these suggestions when I awaken you, but you will do exactly as I have told you." Repeat three times. Then let him sleep about five minutes and awaken him slowly. You can also awaken him by suggestion that in exactly five minutes he will awaken of his own accord and feel fine.

To Change the Character of a Person.

If a person is inclined to be lazy, has a loafing disposition and only keeps a position long enough to earn a few dollars, you can change him to a steady, reliable, successful, industrious man by post-hypnotic suggestion. Get his consent to be hypnotized and send him in a deep sleep. Then give these suggestions about 6 or 8 times over: "From now on, you will work stead-

ily, you will not care to change positions every few days, you will commence to hate loafing around. It will be distasteful to you to borrow money. You will want to have your own. It will be a pleasure to work every day and earn money. By doing so you will be a credit to the community, everybody that knows you will commence to like you and speak well of you. You will be proud of it. When I awaken you, you will not remember that I have given you these suggestions, but you will do exactly as I have told you and you will imagine that it is your own impulse and idea." Let him sleep 5 or 10 minutes and then awaken him.

An Amusing Experiment.

Hypnotize subject as deeply as possible and suggest: "In one week from today at 8 o'clock in the evening, you will have a terrible **headache** in your **left hand**. Every minute it will get worse. You will then come to my house, walk in the door without rapping, tell me of your pain, and when I touch your hand the headache will disappear. You will then sit down and fall sound asleep until I awaken you." Repeat 6 or 8 times and proceed as previously suggested. If suggestions are given as directed he will positively do as told. He will remember nothing until the time comes, when he will have an awful pain and come to your house for relief. It makes no difference as to the length of intervening time. It may be one day, a week, a month or six months. Be careful not to give suggestions that would hurt him or interfere with his business. In the same manner, you can cause

him to believe at some future specified time that he suddenly imagines that he is the Emperor of Germany or the President of the United States, or that he has forgotten his name and address, or that he should wear his hat at the dinner table or anything that will not interfere with any particularly set principles of his. I mean by this, never suggest to a good moral man, an immoral action, or to an honest person a criminal desire, as the subject would refuse to carry out your command or would perhaps awaken in distress while you are trying to implant the suggestion. The subliminal self or instinct of self-preservation will come to his aid in the form of "auto-suggestion" and protect him. Should a subject have natural criminal tendencies of be immoral, it would not be necessary to hypnotize him to commit a theft or other bad act. He would do it at the mere suggestion of the same. It is much easier to change a person's disposition from bad to good than from good to bad.

How to Change a Subject's Pulse.

Put subject in deep sleep. To increase the pulse beat suggest as follows: "When I count three your pulse will commence to beat faster, faster — faster — one — two — three. Your pulse is beating faster — faster — faster." To decrease pulsation tell him that his pulse is beating slower — slower — all the time until you get a very slow pulse beat. Before awakening him restore the pulse to normal. Never use a subject with a weak heart for this experiment.

To Have Two Different Pulse Beats in the Same Person.

This is considered a physical impossibility by the medical fraternity. I have, however, produced the phenomena many times. Induce a deep hypnosis and suggest catalepsy in the entire body. Use suggestion as follows: **"When I count ten your whole body will become stiff and rigid. One — two — etc., to ten. Stiff — iron — stone. You cannot bend a muscle. You are not excited. Your whole body is getting cold and your heart is going to beat very slow — slower — slower."** Suggest this until you get a very slow heart beat, say 50 or 60 per minute. Now take a hold of his right arm and say: **"This arm is going to remain rigid and cold and the pulse remain the same. The rest of your body is relaxing now and will get warm and the pulse will beat fast — faster — faster."** In this manner I have been able to get a difference in the pulse beats of from 15 to 20 beats per minute. Whether it is the rigidity of the right arm, the contraction of the muscles that retard the pulse or a purely psychic phenomena, I do not pretend to explain. The fact, however, remains, that it can be produced in three out of five subjects.



Lesson 7

1

STEP 20.

Suggestive Therapeutics

IT is generally conceded by physicians and especially those who have had some practical experience in hypnotism, that all diseases can be greatly benefited and many of them cured by suggestion or suggestive therapeutics. The mind of the hypnotized person being in a subjective state, is ready to accept any and all suggestions as true, provided they are not against his moral character. He is, so to speak, en rapport with the operator only, and he eagerly receives the suggestion or commands given by the latter, especially if they have a tendency for his welfare. The only requirement in the patient, is a willingness to be cured of his habit or physical ailment. Suggestive therapeutics are nothing but post-hypnotic suggestions, inasmuch as the person usually complies with your command shortly after awakening or some time later. I have personally cured many cases given up by physicians by suggestive therapeutics without the aid of medicine. I shall not attempt to theorize on this phase of the phenomena any further, because the intelligent student has by this time acquired enough knowledge to make use of these lessons in suggestive therapeutics. The purpose of the book is practical instruction, and for this reason I shall now describe in detail a number of diseases which readily respond to suggestion. Every disease is treated in practically the same manner. All that is necessary is to word your suggestions posi-

tively. If you cannot do that study until you can do so. Go into a room by yourself and talk to the bedpost or chair and in this manner learn to speak forcefully and positively. To cure a person of an ailment it is not absolutely necessary to have him asleep. Many diseases can be benefited in this way. A suggestion properly and positively given in the waking state will have its effect. A good deal depends on your pre-hypnotic suggestion given the patient when he applies for treatment. If you can by your conversation inspire him with confidence and faith in your ability to cure him, little resistance is likely to be found and the patient in nearly every case will be cured or at least greatly benefited. Never tell a patient that sleep is essential to a cure. Explain to him that there are so many different stages of hypnosis that it makes no difference whether he enters a stage of sleep or not, you can cure him just the same. If you should tell him that sleep is necessary and could not induce the same, the patient would lose all confidence in your treatment and yourself. Inform the subject of some of the cures you have performed (real or imaginary) and tell him that his case is not nearly as bad and you will soon have him feeling fine. Do not brag or try to make him believe the impossible but talk to him in a nice, quiet but forceful manner and get his confidence. If he should ask how long it would take to cure him, tell him that you cannot tell, that some require only one treatment, others two or three, and in some instances it takes two or three weeks or a month, all depending on the nature of the habit or the disease and the responsiveness of the subject to your suggestions. If you are a physi-

cian I would not advise you to mention hypnotism. You can use any other word like "Mechano-Therapy" or "Suggestive Therapeutics" or "Electro-biology" instead. The average person does not know the meaning of these and will not suspect hypnotism.

Rheumatism.

Put patient in a deep sleep. Now say to him: "When I awaken you, you will find that the pain in your arm (or whatever part of the body his pain is in) has entirely disappeared, You will not be troubled with rheumatism any more. The blood will flow stronger through the arm which will cause the poison to scatter and relieve your pain. You can use your arm perfectly and free from pain, when you awaken and will never be bothered any more with rheumatism." Make some passes over the part affected and repeat suggestions eight or ten times very positively. Awaken him by the slow method. Be sure and find out before inducing sleep the exact nature of his trouble and the very spot where the pain exists and then centralize your suggestions to that location. Always repeat suggestions eight or ten times in a positive, earnest, convincing manner. Put your heart and soul into the work. A strong will and desire will accomplish wonders.

Headache.

Put the subject to sleep. Then place your hand on his forehead and suggest: "When you awaken, your headache will have disappeared, you will feel fine, better than you have for some time past. You will not even remember that

you had a headache when you came here. It has entirely disappeared. Repeat six or eight times. Then awaken slowly. Of course, if the headaches are caused by stomach trouble the latter should be treated first.

Neuralgia.

Induce deep sleep. Then say to patient: **"When you awaken your neuralgia will have disappeared. You will have no more pain in the face. You will feel fine. Nothing will trouble you."** Make some passes over the affected part while giving suggestions and awaken slowly.

Earache.

Put patient to sleep. Then place your hand on the ear affected and suggest as follows: **"This trouble in your ear is leaving you. When you awaken you will have no earache any more. You will feel fine. It will not return."** Repeat six or eight times.

Indigestion.

Have patient lie on couch or bed and put him to sleep and suggest as follows: **"From now on you will have no more trouble with your stomach. (Place your hand on his stomach.) Your food will digest perfectly. No gas will form in the stomach any more. The blood will flow to the stomach and you will be able to eat anything you wish. It will not hurt you at all. Every day you will feel better."** Give these suggestions over eight or ten times before awakening him. He should be treated every day for about a week if he has chronic indigestion.



Lesson 8

General Debility.

Always find out exactly what ails the patient in detail. Have him describe the symptoms several times so as to learn them by heart. To treat this malady have patient lie down and put him to sleep in this position. Suggest as follows: **"When I awaken you and from today on you will feel very much improved. You will feel stronger. Your appetite will increase. You will enjoy three good square meals a day. Your bowels will move regularly every day. Your strength will increase every hour and in a short time you will feel better. In fact, you will feel better when I awaken you now than you have for a long time. Every function in your body is active, normal and all this sickness has left you."** Make passes over him from head to foot, ten or twelve times. Always tell your patient before you awaken him that, whenever you want to put him to sleep for the purpose of treating him he will at once fall into a very deep sleep. In this way he will become very susceptible to your influence and you will be able to cure him in a short time. Then awaken him.

Lumbago or Pain in Back.

Put patient to sleep and suggest as follows: **"When I awaken you all the pain in your back will have left you. You will feel fine. You will be able to walk straight and will have no pain whatever. You will sleep well at night and will feel rested when you arise in the morning. Your kidneys will perform their duties well from now on. Your lumbago and ache in the**

back has entirely disappeared. You are perfectly well." Place your hands on his back just about the spot where the pain is. Then awaken him.

Heart Trouble.

To cure heart disease, be sure to **NEVER** use **HYPNOTIC MIRROR**, or any bright object to induce hypnosis. Put him to sleep by one of the other methods described like Flower's, or by fascination or mesmerism, as these will not excite him like mechanical hypnosis. If his heart should beat rapidly before you commence treatment, talk to him quietly, feel his pulse and get him as calm as you can. Then put him to sleep and say: **"Now your heart is going to beat normal and steadily. You will have no pain in it any more. Every time I treat you you will feel better. You will improve every day. You are much better now and when I awaken you you will feel fine."** Awaken him very slowly. Whatever the nature of his heart trouble may be, give suggestion to counteract this. Always place your hand on his heart when giving suggestions.

Constipation.

This disease is usually at the bottom of all other ailments and special attention should be directed to it and the subject should in every case be asked for his condition as regards constipation. I shall herewith describe my own method of alleviating this disease. Whether sleep is induced or not, I give the following suggestions: **"Tomorrow morning at six o'clock**

(convenient time should be specified) you will awaken from your natural sleep and go to the bathroom and your bowels will move without trouble. Remember at six o'clock sharp you will have a strong desire to do as I told you. You cannot resist it. (I repeat this 6 or 7 times and lay great stress on the exact time.) You will from now on every morning go to the bathroom at the same time. You will also drink a glass of cold water before breakfast every morning. You will not forget this. Remember every morning before breakfast a glass of cold water. In a few days your liver will be in a normal condition again and able to throw off the poison in your system and you will commence to feel better in every respect." I repeat these suggestions for ten minutes before awakening him. Always speak plainly so that the patient knows your meaning. If you use Latin words he will not understand them and your suggestion will have no effect. Three or four treatments usually cure the worst cases. I have cured a case of chronic constipation of 14 years' standing in a lady aged 40 in Youngstown, Ohio, when all medicine had failed. The lady was a mere shadow when I commenced treating her. In about three weeks' time she had roses on her cheeks and has been well ever since.

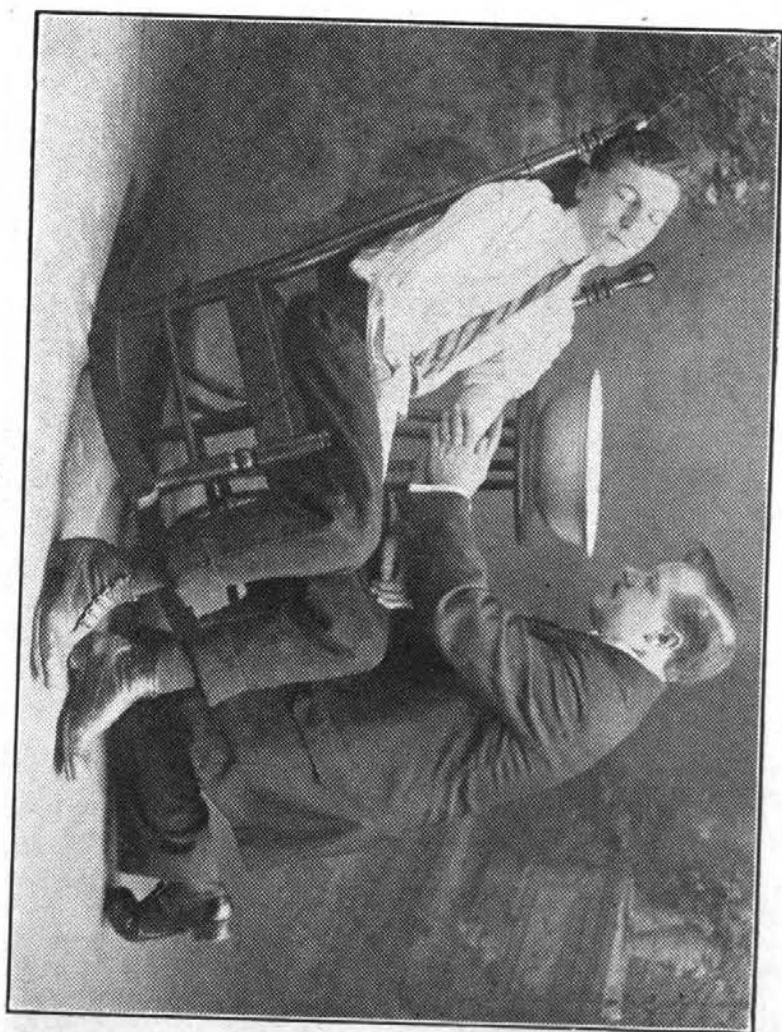
Insomnia.

After inducing hypnosis give suggestion as follows: "At ten o'clock tonight and every night hereafter you will get so sleepy that you cannot stay awake and no matter where you are you will go at once to your home and to bed.

You will sleep sound all night. You will not awaken during the night. Not until six or seven o'clock in the morning. Every night from now on you will sleep and rest better and better and nothing will disturb your sleep during the night." Be sure to specify the time in the evening and morning so as not to interfere with his business hours. Repeat suggestions many times. It is not essential to have patient asleep for this trouble, but a cure is usually effected in a few treatments if sleep is induced. In case the person is not asleep, have him close his eyes, give suggestion for sleep a few times and then talk to him identically as described. Treat him every day until he sleeps at night.

Inflammatory Rheumatism.

Seat or lay patient in such a position that you can make passes over the inflamed or swollen parts. Induce as deep a sleep as possible. Suppose it is in the elbow. Go about it as follows. Have a basin of cold water ready. Roll up his sleeves and bare the arm. Then wet your finger tips in the cold water. Make passes from the shoulders over the elbow to finger tips and each time wet your hands again. While doing so suggest as follows: **"You have no pain in your elbow, your whole arm is like dead; there is no feeling in it. From now on the swelling will reduce every day more and more. Tomorrow it will only be one-half its size. Your pain will leave you and you can use your arm without inconvenience. All this swelling and inflammation will disappear."** Dry his arm before awakening. Treat him every day. I have cured



Lesson 9

some of the worst cases in less than a week's time.

Paralysis.

Put patient in deep sleep. Should his legs be paralyzed, take both hands and after removing clothing start to slap them briskly until the flesh gets red and manipulate them vigorously. While doing so give suggestion that he can walk without difficulty, that all his lameness is gone. Have him open his eyes (do not awaken him), and command him to get up and walk around. If he says he cannot, pay no attention but insist that he can walk. Make him get up and do so. Before you awaken him give him very positive suggestions that after he awakens he will be able to walk without trouble. Repeat eight or ten times. Treat him every day. He may be cured in one treatment and it may take a hundred, but never give up, for you will succeed when you least expect.

STEP 21.

Habits.

There is no difference treating habits except that suggestion bearing on the particular habits must be used. The essential thing is to repeat each suggestion many times, as repetition gains strength with each application. Many students think it superfluous to repeat suggestions more than once or twice and the result is that the cure is not affected. Patience and not haste is the essential requirement for successful treatments of vicious and other habits.

Drink Habit.

Before inducing sleep, find out the exact quantity if possible of liquor consumed daily by the patient. Then put him to sleep and suggest as follows: **"From now on you will only drink one-half of what you have been used to drinking. If you try to drink one glass more it will taste like vinegar to you. You cannot drink any more than that. Every day you will care less and less for whiskey, beer and wine. You will learn to hate it. It will make you sick to drink it. Your craving for liquor is leaving you. You can get along without it easily. You will lose all desire for it. You will not be nervous when you stop drinking. You will sleep well nights and you will not crave for liquor in the morning."** Repeat for 15 to 20 minutes. Do not tell him to stop at once. Reduce his allowance every day for three or four days and then tell him positively that he does not care for any more liquor. Tell him what a credit he will be to his family and relatives and his employer when he can stay sober. Hold out a bright future to him and appeal to his pride and ambition. Only a few weeks ago I cured a gentleman of drinking a quart of whiskey and twenty glasses of beer per day. He had not been able to work for over a year and was on the verge of delirium tremens. This treatment made a new man of him. You can do the same if you try.

Morphine and Cocaine Habits.

Put to sleep and suggest: **"When I awaken you, you will not crave for morphine any more."**

You will get along without it. It will not make you nervous to stop the habit." It would perhaps be best to decrease the dose every day and not stop it too suddenly. Work along the lines described for the cure of drink habit.

Cigarette Habit.

After inducing sleep tell subject that he hates the smell of cigarette smoke, that he cannot smoke them any more. Decrease the quantity every day. Picture his future for him as described previously. Tell him on his last treatment that when he awakens, he will find that if he tries to smoke a cigarette it will nauseate him and cause him to vomit. Awaken him and hand him a cigarette and ask him to smoke it. If he does it will make him deadly sick and he is cured forever. Three or four treatments usually are sufficient to cure the worst cigarette smoker.

Tobacco Habit.

Tobacco habits in any form are treated in the same manner as cigarette habit. If the person is addicted to chewing excessively decrease his allowance to one-half the first treatment. On the second tell him that he does not care to chew any more at all and that if he takes another chew of tobacco it will make him deadly sick. Should the patient wish to give up smoking, give suggestions similar to the above, changing them only so as to fit the smoking instead of chewing.

Stammering.

This is a habit that no medicine on earth will help, yet it is easily cured by hypnotism. No set time to accomplish a cure can be given. Some will respond in a few treatments, others it may take several months, depending a great deal on the age of the patient and seriousness of the infirmity. To cure a stammerer requires great tact and patience on the part of the operator. I have myself performed some wonderful cures of stammering. A description of the last case I will illustrate the **modus operandi**. A young man, age 17, came to my house to deliver a package. I asked him a few questions and not receiving an immediate reply, I looked at him and saw his facial muscles working without producing a sound. I then and there made an appointment with him and promised to cure him free of charge, which, by the way, I did. The following evening he came to me and was hypnotized. Before putting him to sleep, I asked him many questions and insisted on his speaking for the purpose of ascertaining the words or letters he could not pronounce. He had great difficulty in saying the following letters when the word commenced with them: letters B, D, G, F, L, W, and Y. He also could not answer the telephone. His father is a stammerer and his grandfather is also. It seems that it was a regular family affair. After sleep was induced, I told him to open his eyes and was started a conversation with him about everyday affairs and took care to note the words particularly difficult for him to pronounce. I then made him re-

peat those over and over until he spoke them fluently. Then I gave him a newspaper and had him read an article to me and at every word he hesitated I made him repeat until he had it perfect. After the paper a book was given him to read from his mistakes corrected in the same manner. Right here I will say that almost every stammerer will read comparatively well when under hypnosis. About 25 minutes was taken up in reading. Then I had him close his eyes and sit down and give him suggestions as follows: **"From now on you will have no more trouble in pronouncing the letters B and D. You will not hesitate when you should speak them. You can read perfectly well, when I awaken you, you will be able to answer any question at once. You will not feel bashful or embarrassed when answering the telephone. You will be at ease at any and all times. You will have no trouble in speaking from now on."** I repeated those and similar suggestions ten or twelve times before I awakened him. The following day I would take the letters G and F, and so on. So many students want to rush the case and give only general directions. It is essential to be specific and not to try to give too many suggestions at once. The principal thing is to have him read and talk when under hypnosis and to have him repeat the difficult words over and over again. This young man was cured in three weeks' time. Daily treatments were given. A deep sleep is not necessary to treat stammering. The subject need not be unconscious at all. Persisting in giving daily treatments is the main factor to success in difficult cases.

All Habits Can Be Cured.

I shall enumerate a few of the habits and diseases that can be greatly benefited and in the majority of instances entirely cured. Morphine, cocaine and all drug habits. Worry, melancholia, abnormal fears, mental delusions and other derangements of the mind. Loss of voice, stammering, stuttering, etc. Kleptomania, mania for lying, bragging, infatuation, moral perversion, oranism, drink habit, tobacco habit, cigarette smoking, snuff habit, etc. Nervous troubles, epilepsy, St. Vitus Dance, etc. Bed wetting, clay eating, swearing, gambling, bashfulness, stubbornness, etc. All these and more are easily cured and controlled through suggestive therapeutics. The untold benefit and good a careful and conscientious hypnotist or suggestionist accomplishes is not easily overestimated. All habits are treated in similar manner as described in the detailed cases.

Co-operation of Patient Is Essential.

To cure any person of a disease or habit, no matter what the same may be, a willingness on the part of the former to be relieved is essential. So many people are not willing to let you try and relieve them because other remedies have failed. Others glory in being sickly and ailing and never tire of telling everybody how miserable they feel. They like to pose as martyrs and bewail and bemoan an unkind fate, which they claim is pursuing them. A sincere desire and an application of will power on the part to re-

cover and nature will soon help them get well. So if you get a patient, be sure and set his mind right first and get him mentally to co-operate with you and half of the cure is already performed. If the person thinks there is no hope for him and you fail to get him to think otherwise, then indeed all hope is gone. I do not mean by this that the patient should absolutely believe in the operator's power to heal him, although of course it would be of great advantage to him, but he should believe firmly that he can be restored to health, and you must direct your suggestion to that effect. Get the patient's confidence and get him to believe that his case is not as bad as he thinks and he will call "Auto-suggestion" to his aid, that is, in other words, he commences to picture himself well. And you could scarcely wish for a better mental condition to help your treatment. Any person who sincerely suggests to himself a desire to be cured will have the same gratified. People very often doubt the effect of suggestive therapeutics and when they are confronted with proof of its values in the form of almost miraculous cures, they will attribute these to anything else excepting the true cause. Desire causes the "Will" to act, and if the latter is properly directed, nothing can resist its influence.

Magnetic Healing

MAGNETIC healing is not, as some people suppose, an agency or product of something supernatural of the Devil or other evil spirits, or, as some go to extremes the other way, a certain exceptional good spirit influences. There is absolutely nothing in Magnetic Healing that would let us suppose that it is reserved for only a few people. On the contrary, it is for everybody to make use of the power, and if you will only give it a fair trial, you will be surprised at the results you will obtain.

I do not expect here to go into details as to what produces the results and what the force really is that goes out from a person and cures disease, as it would take a book of considerable size to do so and then the average person would not be fully able to understand all the principles of it anyhow. So I shall leave that aside for the present and refer people who want to know more about the science theoretically to any library where they will find excellent reading on the subject, to wit: Thompson J. Hudson's "Law of Psychic Phenomena," "Law of Mental Medicine," and others.

All I wish to say is, that there is a force within the Human Being, akin to a powerful current of electricity, and is called Magnetism, also "Animal Magnetism" or as some call it "Magnetic Fluid," which emanates from the healthy person and transfers itself to the sick

body by the force of will of the operator. It, so to speak, fuses with the diseased parts and acts as a powerful stimulant and regenerator of wasted and run down parts of the human body.

A sensitive person is sometimes able to see the Magnetism of the operator in a semi-dark or even in a lighted room, emanating from the fingers when approached by the latter. A large percentage of people will feel the force, like pin pricks, when the Healer lays his hand on their arms or on an exposed part of the body. Something like a tingling sensation often is felt when making passes over an affected part even through clothing.

I do not expect to convince everybody who reads these lines at once of the truth of the above statements, but if you will only try a number of experiments, you will soon become certain of the facts and will never doubt again.

In writing these lessons it is with the idea of teaching you how to cure disease and obtain results, rather than giving you only a theoretical idea of what Magnetic Healing is. Now, then, if you will follow directions closely and will do as I tell you, it will only be a short time before you will be an efficient Magnetic Healer and will be surprised at the results you obtain.

Lesson One.

The essential part of Magnetic Healing is **unlimited confidence** in your ability to perform a cure. That is the main factor. If you are able to inspire confidence in your patient before you begin the treatment, he is half cured. To illus-

trate: Suppose you go to a physician and tell him your trouble and he tells you positively that the medicine he gives you will cure you in a day or two and otherwise talks to you and makes you like him and believe in him, he will cure you, just as he stated, even if the pills he has given you are only bread pills. If, on the other hand, he does not know what your ailment is and does not seem to know what to give you for it, and tells you to try this or that medicine he may prescribe, and tells you to see if that will help you, he has not inspired confidence in you, and his treatment will, nine cases out of ten, do you no good at all.

So be sure to cultivate a confident air and bearing about you and be sure to read over the lessons several times before attempting anything practical. Learn to do each movement automatically, so as not to make any mistakes when applying the treatments. After you have cured one or more people you will get all the confidence you need and will have no trouble with even the most stubborn cases.

One thing I want to warn students against: Never get a swelled head over any cure you have performed. Do not try to convince people against their will that you can cure them. Simply go about it in a businesslike manner and ask them to let you try their case and tell them that they can be the judge after. **Never lose your temper.** On no account get into an argument with a prospective customer. If your patient says he does not believe in your treatment, tell him: "Belief is not necessary for a cure," and that if he will allow you to try him, he will soon

be convinced of the curative power of your treatment.

If he is taking medicine of some kind, do not tell him to stop taking it, but go about your treatment as if you did not know that he is being treated by a doctor of medicine. After the first treatment, if he says he feels better, make an appointment with him, and the next time he comes, ask him to discontinue his medicine for a few days, so as to give your treatment the preference for the time being. As a rule he will not touch medicine again for some time. Of course, you cannot expect to effect a cure in every case any more than a physician can cure all cases. But the relief you give instantly in a large percentage of cases, overshadows largely those of medicine.

It seems incredible to the lay man that Magnetic Healing produces such wonderful results, but when you remember that the science is as old as the hills, and had been practiced under different names, such as "The Laying on of Hands," as far back as the Old Testament, and again by Christ himself, who worked miracles, so to speak, by the laying on of His hands, then we must concede that there is something in it. Christ did not claim that He **only** could cure the sick. No, He taught His disciples and told them to go forth and preach His gospel and relieve the suffering of mankind, and so they did and the tradition has come down to us and we are just awakening to the fact that we can do the same things that His followers could do.

It does not matter how a person who is sick is cured, or by what manner he is made well.

It is immaterial to the sufferer what means are taken to accomplish it, so long as it is done.

If you want to make Magnetic Healing a profession, I would advise you to take a number of cases gratis, as it would give you practice, and practice makes perfect.

Lesson Two.

Magnetic Healing is mainly accomplished by passes and suggestion. Some Healers say that Suggestion has not part in it, but I claim from experience that suggestion plays a big part in effecting a cure. The passes, by means of which the Magnetism is thrown off into the body of the patient, are a suggestion in themselves. Every movement you make when giving treatments is suggestive, also your firm and undaunted desire to cure him is mental suggestion. If your will power is strong and you concentrate it on the work in hand and plainly speaking: "Make up your mind," to cure him, you are sending a powerful suggestion to the brain of the patient telepathically and it will have its effect. If you perform the actions of your hands mechanically and your mind is thinking of something else while making passes, the effect will be very poor and sometimes none at all. So when I say suggestion plays a big part in a cure, I know whereof I speak and caution all students to think of what they are doing when treating a patient and keep their heart and soul in the work and they will be astonished at the results.

Always remember that the will forces the Magnetic fluid or Magnetism wherever desired,

from your body and regenerates the diseased part of your patient. So be sure and use your will power and keep your mind on what you are doing and do not let it wander. To facilitate concentration of your will and to induce a **passive** condition in your patient, you should always have him in a quiet room when giving treatment and allow no one else in the room unless it is a close relative of the sufferer. If you allow more people in the room they will only tend to distract the patient and make him nervous and prevent a passive condition which is so essential to success. Have the patient take a seat in a chair, or if he is too sick to sit up let him lie on a couch and have him assume an easy position and in such a manner you can easily reach the affected part. Tell him to relax all his muscles as much as he can and have him close his eyes and do not allow him to open them until you give him permission to do so. It is very important that he should not open the eyes until the treatment is finished. Insist on that point strongly. My own experiences tell me that in addition to passes and suggestions, hot breath is very beneficial in any case where pain exists. Specific instructions will be given later as to how to use it in each case. Passes are made in all cases in a downward fashion. That is, always from the head down toward the feet. Never upward or from the feet to the head. The general rule is to start a pass about eight to ten inches above the seat of pain and draw your hands downward over the affected part and throw off either at the finger tips or toes or elbows or side as the case may be. Use when-

ever possible both hands and spread the fingers slightly. Do not exert too much pressure, rather a nice even stroking like motion, not too fast and not too slow. While you are making passes, be sure and use your will and think earnestly that you will cure him, that you cannot fail.

Do not expect to cure everybody in the beginning, but never give up. Try again. Perseverance is the price of success. Remember this is new to you and you will have to get acquainted with the science first. Always remember that Rome was not built in one day. After you have cured one or two people, you will have confidence and will then get much better results. A treatment of any kind should not last over twenty to thirty minutes. Sometimes the effect of the treatment does not show at once, but in an hour or two afterwards. So if a person does not feel relieved at once, tell him that in an hour or two he will feel much better.

There is no set time for any ailment to be cured. Some you will be able to cure instantly, others it may take two or three treatments and some it may take two or three weeks or months, but never give up, for just when you are ready to give up, the cure is complete.

Moral: "Never give up."

Lesson Three.

I shall now give specific instructions for each disease or trouble, but be sure and read the foregoing lessons and instructions over many times and familiarize yourself with them

thoroughly before going any further. Another fact I want to make clear to you before taking up the separate diseases individually is the value of Magnetized Water. As I have told you in the previous lessons that a certain force called Magnetic fluid or Magnetism actually passes from the operator to the patient and invigorates and regenerates him by exterior manipulation and mental influence, so it is possible to help the latter along by introducing this Magnetic force internally. This I usually accomplish by magnetizing a glass of water and have the person drink it before commencing external operations. This is done in the following manner. Take a glass of fresh water, not ice water, in your left hand, close same around glass as far as possible, and set glass with the hand around it on a table, press the thumb against the first three fingers, in the manner of taking a pinch of salt, and hold the hand in this position over the glass to within an eighth of an inch from the water in the glass. Now will with all your power that the force or Magnetism shall pass into the water, and hold the hand over the glass about three to five minutes. Then have the patient drink the water slowly and you watching him drink it should mentally will that it shall invigorate him and help you effect a cure. It always has a bracing effect even on a skeptic and the water usually gets clear and crystal like and bubbles like well water coming out of the ground. Never hold your left hand over the glass, unless you are left-handed and do all your work with your left hand, because the

right hand is your positive pole and your left hand the negative. If you would try to magnetize with the left hand the water would get flat and stale, and would have a queer taste and would act negative instead of positive. Of course, as stated before, if you are left handed, take the glass in the right hand and magnetize with the left. Here is an experiment you may try for your own satisfaction. Take two glasses of water filled to the brim and place the palms of your hands over each so as to exclude all air for five minutes. Then take them off and you will find that the water in the glass covered by the left hand (if you are right handed) has become lukewarm and has a bad flat taste, whereas the water in the other glass is sparkling and fresh and invigorating to drink.

Always give a person a glass of magnetized water to drink if at all possible before actual treatment and impress on their mind the value of the same. The experienced Magnetic Healer knows that if he himself is not feeling well that he cannot expect to be very successful with a patient and you should not attempt to treat anyone unless you are in good health, physical as well as mental.

Lesson Four.

Be sure and study and familiarize yourself with the previous lessons thoroughly so that you can go ahead without any hitch and act so as to impress the person that you know your business. No matter what your private opinion may be in regard to Magnetic Healing, if you do as I tell you and follow instructions implic-

itly you will perform some miraculous cures. I believe I have said enough in regard to general instructions and will now proceed to give you a plain "**Modus operandi**" for each case.

Headache.

Seat the person in a rocking chair, the back of which reaches only to the shoulder of the patient, so as to leave the head free for you to work on. Magnetize a glass of water and have him slowly drink it. Then ask him to relax his muscles and sit as comfortably as possible with his hands lying on his thighs and tell him to close his eyes. Ask him not to open them until you are through with the treatment and give him permission to open them. If the Headache is in his forehead, place your left hand firmly across the back of his head near the base of the brain and your right across his forehead and press together tightly with an upward tendency. Do not relax this pressure for at least one-half to one minute. Then stand behind patient and take both hands and start to make passes from the center of the forehead over the temples and throw off each pass. I mean by throwing off, you should fling or snap your hand in such manner as if you had some sticky substance on it and wish to forcibly throw it away without wiping it off with a cloth. As though you had drops of honey or even water on your finger tips and you wanted to shake them off. One fling at the end of each pass is sufficient. This throwing off applies to all cases where you use passes. Try this a number of times by yourself before you actu-

ally make passes. After you have made passes for about two or three minutes, use the pressure again which I have described at first, then make passes again for two minutes and always throw off after each pass. Then stand behind patient and tell him to take a deep breath through the nose and expell it through the mouth quickly about four times. While he is breathing deeply as described, will with all your might that the headache has left him and he has no more pain. Then take a newspaper or fan and wave it up and down on the side where the person's heart is and say to him: "When I count four, I want you to open your eyes and you will find that your headache is all gone and you are feeling fine. One, two, three, four. Now you are all right!" As a rule he will feel of his head and exclaim that he cannot feel any pain now. Avoid talking any further on the subject if the patient feels all right. If there should still be some pain left, give another treatment at once. The time for any treatment for headache should not exceed ten minutes. Of course if it should be from the stomach or the eyes or any other cause it will not permanently be cured until the cause is removed, but it will relieve the pain in almost every case for two or three days or weeks.

All the while you are giving the treatment you should make up your mind and direct your will power to the work in hand and desire and will that the headache shall leave. The same applies in all other cases. Think of what you are doing and concentrate your mind on it and the results will be wonderful. If the headache

is on the top of the head, press same as before, but make passes down the side of the head, if the pain is in the back of same, make passes down the back of it to the shoulders and throw off, and proceed same as previously instructed.

If the patient is a lady be sure and have her take down her hair in the back if it is possible, as you will be able to produce better results. If you should fail in the first attempt, do not get discouraged, but read instructions over again, and you will find that some of the instructions were not followed correctly or your mind was not in the right condition, but you will be surprised at the results you obtain upon the first trial in the majority of cases.

If you are once able to relieve a headache you will be able to relieve any kind of pain almost instantly. I have found that this curing of a headache is the best exercise for the beginners, as it is easily done and gives the pupil a great amount of confidence, and that is absolutely essential to success.

Lesson Five.

Sometimes when making passes over the head, the patient will fall almost asleep or at least in some kind of stupor. Do not feel alarmed, but simply clap your hands together sharply close to the ear and say to the person: "All right! Wake up! Your headache is gone!" Make a few upward passes without touching the person, starting from the waist up to over the head, which will dispel any sleepiness.

The principle of Magnetic Healing is the same, no matter how many different writers

may have written on the subject, but the **Modus operandi** is different. My whole aim is to give you instructions so clear as regards the latter that you cannot fail to grasp the idea, and use them practically. After awhile you may develop a certain method of your own by which you will get better results, providing you believe so yourself.

Every Magnetic Healer has a peculiar way of treating patients, all his own, but the **foundation** is exactly the same in all cases.

It is always well to tell a person and advise them to drink more water, as that is a great help to the cure of any disease. The majority of people do not drink one-tenth enough water to keep their system in good working order. Water is absolutely needed to flush the internal organs,, especially the bowels and kidneys, to eliminate the poison and waste matter which accumulates from unwise eating and drinking. Whenever possible tell your customer to drink one-half glass of water every hour during the day, rather than a full glass every two hours. Tell him to drink it slowly, not at one gulp, but to sip it. It will at first be a little hard to do, but in a few days he will do it regularly.

Lesson Six.

Toothache.

Have the patient sit comfortably. Give him a glass of Magnetized water. Then tell him to close his eyes. Find out if the troublesome tooth is in the upper jaw and, if so, commence

to make passes from a few inches, about six or eight if possible, above the bad tooth, downward over the same to the side or lower jawbone and throw off. (See illustration No. 8.) Fling off same as described for the headache cure. Make twelve or fifteen passes, then take a cloth or handkerchief, fold it twice or three times and place it on the spot where the tooth is and blow hot air or breath upon the cheek four or five times. **Never use a silk cloth.** Cotton or linen is best. Silk is considered a non-conductor of Magnetism. In blowing hot breath go about it in the following manner: Inhale through the nose and exhale through the mouth slowly in the same way as when you try to melt ice or make a hole to look through a frozen window pane. Do you get the idea? Try it and see. It produces a warm current of air. Place your lips on the cloth and force this breath through the cheek and it will reach the tooth or seat of pain O. K. Then remove cloth and make passes again for a minute or two, use hot breath again and then proceed exactly the same as described in finishing the headache cure, excepting that, instead of saying, "When I count four you will open your eyes, and your headache is gone," tell him his toothache is gone. Of course if the tooth is so badly decayed that the nerve is exposed, it would be best to have it removed by a dentist. Be sure and read again instructions for terminating the headache treatment, as it applies to all cases exactly alike. Also read carefully again how to use the hot breath in curing toothache, as that also is used the same way in all diseases where pain exists.

Lesson Seven.

The general instructions for all ailments are as follows:

Seat the patient comfortably. Give him a glass of magnetized water. Use passes. Use hot breath. Have him close the eyes at beginning of treatment until finished. Be confident and cheerful. If a patient is very discouraged by not having received any relief from medicine, cheer him up, tell him that you have cured worse cases than his in a short time and you feel sure that you can cure him also. Get his mind in the right condition, make him feel at home in your presence, make him like you. Let no one else butt in on the conversation, but ask them to retire until you are through with your patient. Remember that even such a Master as Christ Himself always chased other people away from the sick person until the cure was completed. He also used to tell the one He had cured to go forth and "tell no one." He realized and knew the Law of Suggestion and the adverse condition created by unbelievers and scoffers and the influence such people had if they were allowed to talk to and ridicule the person that was made well by the Healer immediately after the cure.

So tell your patient not to say anything or talk about it to people who will laugh at anything they do not understand. If he is among people or friends who are in sympathy with him or who know the benefits derived from Magnetic Healing, then the danger of adverse suggestion is obliterated.

Lesson Eight.**Rheumatism.**

Seat the patient or have him lie on a bed or couch, all depending on where the seat of the trouble is. Give him a glass of magnetized water and proceed according to general directions. If the pain is in the elbow, start your passes from the shoulder down to the finger tips and throw off, then use hot breath on the seat of pain, use passes again and terminate same as directed previous. If in the knee, start eight or ten inches above and throw off at the toes. Be sure and have your patient drink one-half glass of water every hour during the day, as that will help you greatly in effecting a permanent cure of this dreaded disease.

Inflammatory Rheumatism.

Before giving specific instructions for this trouble, I want to state that in all cases, **except this one**, the hands must be perfectly dry and warm when making passes. In no case have cold hands when giving a treatment. Rub them briskly for a few moments, if they are cold, and get them warm before touching the skin of a patient.

Keep this well in mind.

It is not absolutely necessary to have the patient remove any clothing. The treatment will have effect anyhow, but if you see that you are doing him good and you wish to hurry the cure, have him remove as much of it as possible and get as close to the skin as you can. Espe-

cially in inflammatory rheumatism it is almost essential to get to the bare skin, as the method I give you in this case is different from those given by other writers.

Seat or lay the patient. Proceed according to general directions. Then get a basin of water not too cold, just from the faucet, and whenever you finish a pass, dip your fingers in it before making another one. Leave them wet. Use hot breath. Then passes again. Finish same as in headache. This treatment should be given every day until the swelling is reduced. Then about three times a week until cured. (See illustration No. 9 in Suggestive Therapeutics.)

Constipation.

Always remember the **magnetized water** before each and every treatment. Constipation is a disease that is the cause of nearly every other trouble, and you should always ask your patient before giving any treatment if he is constipated. If he says yes, tell him it would be best to be cured of this malady.

Have the patient lay down on his back and make passes from the chest down and over the abdomen to the sides of the body and throw off, you need use no hot breath in this case. Make passes for about fifteen minutes. Concentrate your mind and think and will that he shall get better. Tell him to drink a full glass of cold water before breakfast every morning and then a half tumbler every hour during the day. Tell him to eat plenty of fruit. Treat him every day. When making passes use considerable pressure in this case.

Sometimes it is well to have your patient turn around and lay on his stomach, then take your right hand and press with it up and down motion, like pressing a rubber ball about six or eight inches above the end of the spinal column. Before ending the treatment have him turn around again and then proceed as in General Directions. The worst case can be treated in this manner and cured.

Neuralgia.

This is practically the same as in toothache. Use hot breath and passes for fifteen to twenty minutes.

Earache.

Use General Directions. Then blow hot breath in the ear. Make passes over the ear and around it and draw off at the shoulder point. You have perhaps, heard the old woman's idea of blowing smoke in the ear to relieve earache. It is the same principle, only without any knowledge on the part of the person as to what really causes the cure. If smoke will cure, how much more powerful will a scientific treatment be. Always have the person take a few deep breaths at close of treatment.

Heart Trouble.

Heart trouble is easily amenable to Magnetic treatment. Use General Directions. Blow hot breath over heart. Make passes over same, draw off on left side. Make passes for about ten minutes. Treat every other day. Terminate same as in Headache.

General Debility.

For this trouble you should have the patient lie on his stomach at first and make passes from the crown of the head down the full length of the spine, then draw your hand across the kidneys and down along each leg to the toes and draw off. Make passes for ten minutes and increase the speed of them gradually. Use no hot breath. Turn patient over on his back and make passes from the shoulders down, first over body to toes then over arms to finger tips and shake off, for ten minutes. This treatment should be given when person is in bed or just before going to bed and the following morning the patient will in nine cases out of ten be improved 75 per cent.

Eye Trouble.

Blow hot breath on eyes and stroke the eyelids **towards** the nose for a few minutes, then use hot breath again. Finish same as in headache. Many a sight has been restored to its normal vision by magnetic treatment.

Contagious Diseases.

Never undertake to treat any disease that is contagious. Find out beforehand from the patient his trouble and if you think he has anything like the above mentioned, simply tell him politely that you do not care to take his case.

Fever.

Fever of any kind can be reduced at once by a good Magnetic Healer. Place your right hand on the patient's forehead for a few minutes,

then make passes down over the body to toes and throw off for ten or fifteen minutes. Tell him when he opens his eyes that the fever has left him and he feels much better. In all cases direct your will to your work and earnestly desire to help and relieve the sick person and your reward will be great.

Paralysis.

This is one of the most difficult ailments to cure, especially if the whole body is affected. If a leg is paralyzed, remove all clothing and start to make passes over same and increase speed of passes for ten to fifteen minutes. Also squeeze and slap leg hard until color commences to show and a better circulation of blood is produced. Be sure and tell the person that he will get better. Have him try and use the leg after treatment. If he says he cannot, insist that he can. Make him move it about. Be very positive in this case and do not take no for an answer. This disease is easily responsive to hypnotic treatment and wonderful cures have been effected, both by the latter method and Magnetic Healing. Treat him every day, if possible twice a day. Never give up. When you least expect it, you will effect a cure.

Indigestion.

Make passes from neck down over chest and over stomach. Use hot breath and manipulate stomach thoroughly for fifteen or twenty minutes. Be sure and have patient drink plenty of water as per previous instructions. Don't let him eat too much meat for the time being, but

substitute fruit for same. Medicine will not help this trouble very much; in most cases not at all. Treat him every day if possible. He will soon show improvement. Make up your mind to cure him, and you will.

General Instructions.

To be successful in Magnetic Healing, cultivate a positive way of speaking to people. Do not say too much, but let what you do say have weight. You can, of course, not expect to be as successful right off the reel as some magnetic healers are who have practiced for years, but the same possibilities are open to you and you have the same chance as they have had.

All diseases not mentioned in this course are treated by the same General Directions given here and you have no doubt by this time formed a clear idea of the exact way of going about it and all that is necessary to do is to follow instructions and use a little of your own common sense and you will get along all right. There is one thing I would say: Do not take on over three or four patients a day and wash your hands after every treatment.

If any special case comes to you and you should not understand it, write me and I will answer and explain in detail how to go about it.

A charge of \$2.50 per page for special instructions in advance. No letters answered without.

STEP 22.**How to Produce Illusions and Hallucinations.**

Having acquainted the student with the different methods of how to induce hypnosis, I will proceed to describe different experiments which can be performed while the subject is under the influence. There is a wide difference between an illusion and a hallucination. If you give a subject a cane in his hands and tell him it is a snake, that is an illusion, but if his hand is empty and you suggest that he has a snake in it and he sees it, that is a hallucination. Illusions are easily induced in a second stage, but to create hallucinations, a deeper or the third stage is usually necessary. It is much easier to tell a subject that the floor in front of him is a stream of water and have him believe it than it is to have him accept the statement that an elephant is in the room without specifying a certain piece of furniture as representing such. The operator should bear this well in mind when experimenting, especially with new subjects. Remember, by repeated hypnosis a subject will automatically enter the deeper stages, when it will be easy to create hallucinations at will. For the benefit of the student I will formulate the following Rules which should be carefully remembered when trying to create illusions or hallucinations:

1. Have the suggestions pertaining to the experiment well in mind before imparting them to the subject.

2. Give the suggestions at least three times before telling subject to open his eyes.

This prepares his mind and creates a mental picture beforehand.

3. Speak positively and to the point. Never say: "I wish you to see. Always say: "You will see," etc.

4. At the moment he opens his eyes take your hand and point toward the imaginary object you want him to see and insist that it is there.

5. If he says he does not see it, keep on insisting and keep getting more and more positive and in nine out of ten cases he will acquiesce.

If these five rules are strictly adhered to, you will have no trouble whatever. Many students give up too soon. They get nervous if the subject does not respond at once and awaken him without accomplishing what they planned. I shall now give you a few specific illustrations how to create illusions and hallucinations. They are all governed by the five rules just laid down and the intelligent student with a little imagination as a guide can create no end of fun for himself and others by suggesting original experiments of his own.

Fishing.

Have subject seated. Hypnotize him by any method you wish. Always try him as to depth of sleep. Stand to his right and lay your left hand on the top of his head with thumb resting at the root of his nose. Then say to him: "When — I — tell — you — to — open — your — eyes, — you — will — NOT — awaken — but — you — will — find — that — you — are — sitting — on — the — edge — of — a — river

— (or lake) — and — you — are — going — fishing. The — fish — are — biting — and — you — will — catch — many. You — will — find — a — fishpole — by — your — side — and — you — will — bait — the — hook — and — fish.” Repeat three times. (Give him a broomstick for pole.)

Now press slightly upwards with your thumb and say: “All right, open — your — eyes. (Quickly.) See — the — water. Look — at — the — fish — in — there. Catch — them. Point towards the floor away from him when telling him to see the water. After he has fished for awhile awaken him by usual method. It is always best to awaken a person after each scene, but not essential. You can lead him from one experiment to another by simply suggesting that the illusion has disappeared and suggest something else without awakening him. However, the funniest part comes in at the awakening when the subject regains consciousness and finds himself in a ludicrous position and remembers not how he came there or what he has done.

Fighting Bees.

Put two or three subjects to sleep and suggest to them that they are on a farm and are stealing honey from the bees. Tell them that the bees are getting after them and are going to sting them hard. (Repeat three times.) Now say: “When — I — tell — you — to — open — your — eyes — you — will — feel — the — bees — stinging — you — all — over — your — head — and — hands — and — you — will — protect

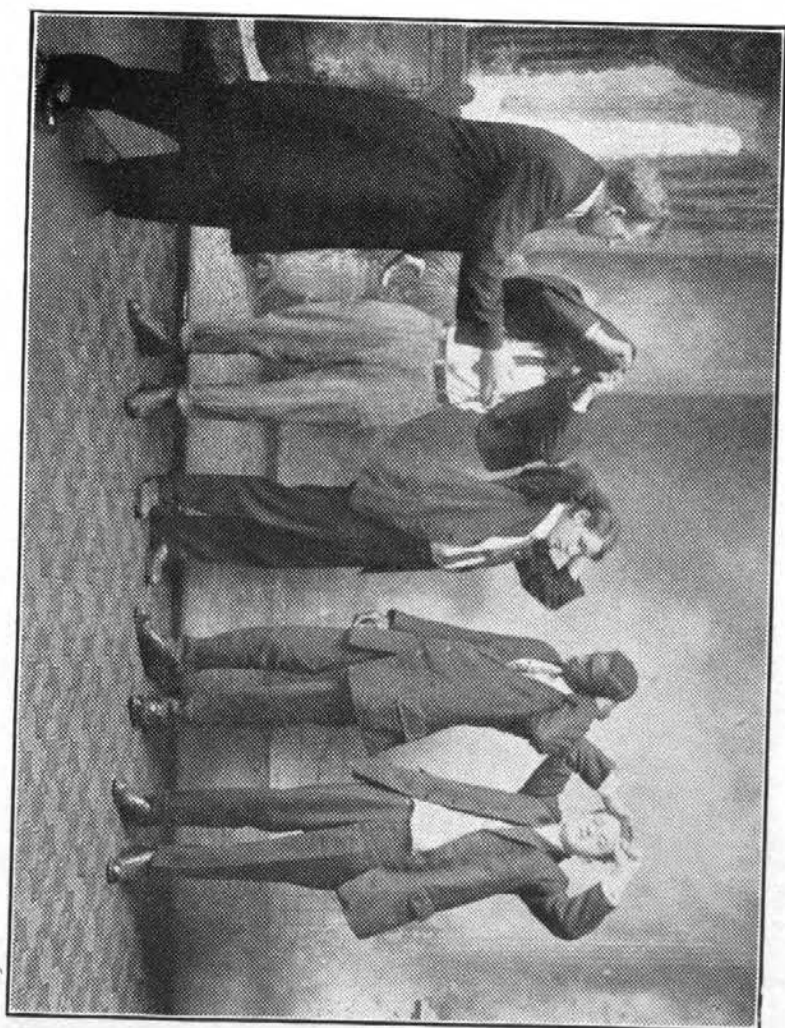
— yourself — as — much — as — you — can. Open — your — eyes! Do — you — feel — them — stinging — you? Ugh! Ugh! That — hurt?” Insist on the bees being there if some do not seem to be affected. Some will take off their coats and cover their heads; others will try and get protection by crawling under rug, etc. When they have fought the bees awhile awaken them. (See illustration No. 10.)

Fleas Biting Them.

Suggest to subjects while asleep that when you tell them to open the eyes fleas are biting them and that the more they scratch the more the bites will itch. Repeat three times. Then say: **“Open — your — eyes. Do — you — feel — those — fleas — all — over — you. They — itch — terribly.”** Insist on that point strongly. Awaken when they have scratched awhile.

Hot Chairs.

Hypnotize subjects. Tell them when they open their eyes that the chairs will be red hot and the longer they sit there the hotter they will get. As they open their eyes point toward the chairs and say: **“Hot! They are red Hot! Do you feel it?”** They will jump up with a howl. Then sit down in one of the chairs yourself to show that it is not hot and ask the subject to try it. The minute he sits down he will imagine that it is still hot and nothing can induce him to try that chair again until the influence is removed.



Lesson 10

Prize Waltz.

Put subjects to sleep. Have as many brooms ready as you have subjects. Tell them that they are going to waltz for a prize with their girls. Ask the musician to play a waltz. Then open their eyes after telling them that each will find his girl by his side. When they open them give each one a broom with the heavy end up and introduce it to him as you would a lady. It is best to open each one's eyes individually and start him on his way dancing. As you give him the broom say: "Mr. Jones, this is Miss Terry. Do you hear the music?" After you get them all agoing, let them waltz a few minutes, then awaken the ones who do not dance very well and keep the best one going until he is dancing all alone. Tell him that his girl wants a kiss, and as he kisses the broom awaken him. This scene if put on properly always creates plenty of fun. It can be used in the parlor and on the stage.

A Feast of Apples.

After having hypnotized a number of subjects, tell them that when they open their eyes they will be very hungry. Explain that you have just received a shipment of the most beautiful apples and that you are going to give each one an apple and he will eat it and look for more. Now get some onions or raw potatoes and set them before the subjects on a table or chair. Tell them to open their eyes and point to the basket or dish containing the onions or potatoes and say: "See the apples; aren't they

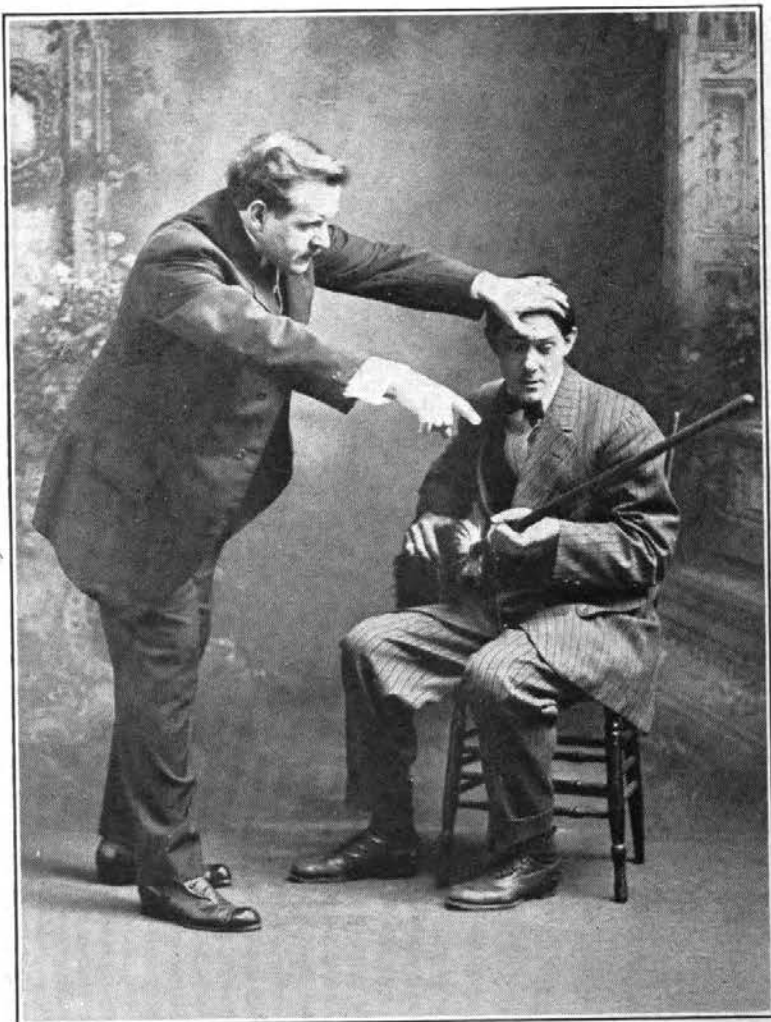
fine?" After they have eaten some of it, awaken them one by one.

To Remove the Taste of Onions.

Onions leave a bad taste in your mouth and the subjects usually complain of it. Tell them that you will remove it quickly. Have them sit down again and put them to sleep and say: "When I awaken you you will find that the taste of the onions has left you. You will not know that you had been eating onions at all." (Repeat three times.) Then awaken them and the taste will be gone.

An Ice Cream Party.

Invariably let this experiment follow the preceding one. I induce hypnosis again and suggest as follows: **"In view of the fact that the apples did not taste very good and on account of my anxiety to right a possible mistake, I shall give you a treat now. When I tell you to open your eyes, you will find a dish of the finest ice cream before you that money can buy and you will greatly enjoy it."** Have some dishes ready with flour and a spoon on them. As you open each one's eyes separately give him the flour and say: **"Here is your ice cream; don't eat it too fast."** When they have eaten about half of it awaken each one individually. It is best to use tin plates because they will not break in case the subject should throw it down in disgust upon discovering what it is.



Lesson 11

Laughing.

Tell subjects after sleep has been induced that upon opening their eyes they will find that something very funny is happening, and it is going to make them laugh, and the more they try to stop laughing the louder they will do so; it will double them up with laughter. (Repeat three times.) Then have them open their eyes and say, pointing your hand away from them: "See how funny that is! Look at it! Isn't it funny?" Laugh a little yourself and they will follow your suggestion and yell and scream with laughter.

A Sad Incident.

To make them cry, suggest something very sad in the same manner as you suggested the laughing. If some cannot get the idea of sadness, describe some very sad affair and it will produce the effect.

To Make Him Blush.

Put the subject to sleep and tell him that on opening his eyes he will blush very strongly. Tell him that he sees something that makes him blush, that his blood will rush to his head and he will blush and feel very much embarrassed.

Banjo Duet.

Hypnotize two subjects and tell them they are going to play and sing. Give each a broom and suggest that it is a banjo and have him tune it and play on it and sing a song with the music.

Making Faces.

Put several subjects to sleep and suggest that some people in the audience are making faces at them. Tell them that when they open their eyes they will not say a word but will make the worst possible faces and grimaces back at the audience.

Baby and the Nurse.

Hypnotize two subjects. Tell one that he is a little baby who will cry very loud when he opens his eyes and will be very hungry. Suggest to the other that he is a nurse and he is to take charge of the child. Tell him he will feel it and try to quiet it in every conceivable manner. Put an old bonnet on his head and a shawl or old wrapper around him. Set a rocker in the center of room or stage. Then go to the **BABY** and have him open his eyes. He will begin to cry now. Now have the **NURSE** open his eyes and say: "**Do you hear the baby crying? Take care of it.**" He will walk over and take the other subject in his arms and rock it to and fro. Hand the nurse a bottle with a nipple on it and filled with milk and the baby will drink it with evident delight. Awaken the baby first, and the nurse, thinking that the child wants to get away from him, will hold on for dear life until awakened also. This is very laughable and always makes a big hit.

Donkey and Blacksmith.

Induce sleep in three subjects. Make one believe that he is a donkey. The other a farmer

and the third a blacksmith. Give the farmer a rope and tell him to put the bridle on the donkey. (You help him by tying it around his arm.) Now say: **"You are going to have a shoe put on the hoof of your donkey by a good blacksmith. You will have to be careful because the donkey is very wild and will kick very much."** Tell the subject who is the donkey that he is going to kick hard when the blacksmith tries to shoe him. Give the blacksmith a broom brush or a piece of wood for a hammer and have him open his eyes. Tell him that the donkey will soon be here. Then open the eyes of the farmer and the donkey and tell them that the blacksmith is waiting for them. Make the donkey get down on hands and knees by laying your hand on the top of his head and pressing gently downward. The farmer should have the rope in his hands. Then watch the proceedings. Tell the blacksmith to get the donkey's leg between his and hold tight. Awaken donkey while the smith is shoeing him and tell the blacksmith to hold on as the donkey wants to get away. Then awaken him and the farmer last.

Personal Magnetism

PERSONAL magnetism is one form of hypnotism. It is a mental influence exerted over the mind of another person in the ordinary waking state without arousing the least suspicion that he is obeying anyone else's commands. A person may be induced to invest money in a fictitious enterprise, to sign over a deed or add his signature to a check without being able to resist the magnetic influence. Many people are naturally endowed with a magnetic personality; others acquire it by persistent practice. Some gain success and popularity almost instantly. There is Wm. J. Bryan, for instance. Very little was known of him until 1896 when he made his famous "Cross of Gold" speech at the Democratic Convention in Chicago. From a "dark horse" he had himself made the nominee for President mainly through his magnetic personality. You may win success to some degree without personal magnetism, but you will never attain the height of ambition unless you know how to use and apply personal magnetism. Whether you are a business man, physician, dentist, salesman, lawyer or tradesman, you need Personal Magnetism in your pursuit of happiness and wealth. The man who had developed this mighty power need never lack friends, he need never be lonesome, for everybody wants him. There is something irresistibly fascinating about a magnetic personality that cannot be described in words. It is felt,

invisible-like, and compels admiration. A man may carry his magnetism in his voice. It may be melodious, unassuming, quiet but positive, or it may be strong, thundering like, as in public speakers. It is carried by many in their eyes. They exert a fascination which is hard to resist. (This is the so-called "Evil Eye.") Others manifest it by their gestures, smiling countenance and general self-confident bearing. Some will develop it in one direction, others directly opposite, but everybody can become magnetic to a greater or less extent, all depending on the perseverance in practicing the exercises given in this book. Many develop personal magnetism in three or four weeks and almost completely change their nature, while others require four or five months. The first and foremost essential to become magnetic is "Self-Control." You cannot expect to control others unless you can control yourself. Always remember this. Learn to know yourself, find your faults and correct them. We are prone to see other people's faults, but fail to see our own. The lessons to come are calculated to help you change your disposition and develop the latent magnetism within you and make you magnetic. The second essential is confidence and will power. If you expect to influence somebody you must have unlimited confidence in your ability to do so. You must have the necessary will-power to aid and carry out your desire. To have a strong and firm will does not mean that you should be egotistic. An egotist is usually stubborn. Stubbornness is sign of a weak will. A person that will not reason with you and from pure stub-

bornness denies everything is anything but strong-minded. If you would influence such a person never argue with him. Remember, "Where ignorance is bliss, it is folly to be wise." Try to lead him to something that interests him and side in with him. Play on his weakness or fad and you will accomplish your purpose. If you are a salesman be sure and cultivate a smile to be called into action at a moment's notice. Many a weighty transaction is successfully terminated by a pleasant smile. Some men always look pleasant, the "Smile that won't come off" is every ready. Cultivate a faculty of giving correct decisions and stick to them. Do not change them until you are absolutely convinced that you are wrong. A vacillating unsteady disposition will never gain you any followers. If you should become angry, you need not swallow the insult, but make a few appropriate remarks, forceful, positive, without losing self-control and it will carry more weight than if you fly into a passion and storm and rave. Besides, anger takes away your vitality and undermines your health, cheerful thoughts are infective and their radiations produce corresponding actions in the minds of others. Did you ever notice at a social gathering how everybody sits around, silent, gloomy, until some man enters, and "presto" they all become animated and at ease. It seemed as if something was missing until his arrival and then the constraint vanished as if by magic. The magnetic personality radiates sunshine and good will and these thought waves are contagious and corresponding actions follow. If you are in company and the discussion

enters upon topics with which you are not well acquainted, do not force your views on them but be a good listener. Avoid debate unless you are absolutely sure of your ground. Some people have a mania for talking just because they like to hear themselves talk, without saying anything. If you have this disposition, combat it vigorously. Many people are magnetic to some extent, but they are so careless in their actions and use such noble language that the force of their magnetism is destroyed. Use tact, study the characteristics of the person you wish to influence. Flatter him if need be, but gain his confidence. For "Confidence begets Confidence." Of course you cannot expect to be magnetic to everybody. All people carry magnetism with them, but of varied kinds. Some are magnetic to one person but not to another; nobody's magnetism is in perfect harmony with everyone else's. But by developing this wonderful force you will be able to influence almost everyone you come in contact with. The basic principle of personal magnetism is a strong Will Power. Personal Magnetism is a Nerve force or "invisible fluid," which is thrown off and directed by the will of a person. Many people think they have a strong will when they never did anything to develop it. To be stubborn is no sign of a strong will. The will can be developed and strengthened by exercising it. The more you exercise it the stronger it will get. If you were training for a prize fight you would train your body to withstand punishment by physical exercise. You cannot expect the will to become strong without training. How many people

ever do anything to strengthen the will? Very few. What exercise have they taken? No one can expect to reach the high pedestal of success without training the will. The development of the will-power is accomplished by "Auto-suggestion" practiced systematically. Constant practice on a piano makes you a musician. Constant reiteration to oneself of certain suggestions forms new habits and changes characteristics. Practice of fifteen minutes every day of mental exercises will in a short time produce wonderful results. The lessons given here must be followed implicitly every day (not every other day or when you feel like it) morning and evening. The following auto-suggestions if faithfully followed will develop a strong and iron will-power with which you can accomplish wonders. Write each one separately on a slip of paper or card and repeat it over and over to yourself when going to bed at night for 10 minutes or more until you fall asleep over it. Let no other thoughts enter your mind while doing so. Look at the card upon rising in the morning for two or three minutes and repeat the sentence over and over to yourself, four or five times during the day take out the slip and read it. Do this faithfully. Each auto-suggestion is to be repeated for two days before taking up another.

Self-Confidence.

1. I Am a Man; I Have a Strong Will.
2. I Believe in My Ability to Succeed; Nothing Can Prevent Me from Succeeding.
3. My Will Is Strong; My Confidence in Myself Is Unlimited.

4. I Will Rely Absolutely on Myself; My Confidence Can Not Be Shaken.

5. I Will Rise Up in the World; I Believe in Myself; I Will Be a Success; My Confidence in Myself is Absolute.

When you are finished with the above exercises take each one once more for one day, instead of two, and review them. Then I want you to take up the following lessons to develop Determination.

1. I Am Determined to Succeed; I Will Finish What I Had Started to Do.

2. I Can Influence People; I Can Control Them; They Cannot Resist Me.

3. I Am Determined to Control My Temper; I Can Control It; I Will Not Let It Rule Me.

4. Nothing Will Discourage Me; I Will Never Feel Blue; My Will Is Strong, I Cannot Fail.

5. I Shall Never Change My Mind; I Am Determined to Finish What I Began; I Will Do It; I Can Do It.

The above exercises are to be used in the same manner as the previous ones. Review each suggestion for one day after you have finished all of them. Then take up the following lessons:

Self-Control.

1. I Can Control Myself; I Will Never Lose My Temper; No One Can Ruffle Me.

2. I Will Always Have a Smile When Needed; I Shall Never Be Discouraged.

3. I Will Not Be Bashful; I Will Not Be Nervous When Talking to Anyone. I Have Absolute Control of Myself.

4. Nothing Will Disturb Me; I Refuse to Fly in a Rage; I Can Control Myself Under All Circumstances. My Will Power Is Supreme.

The lessons for self-control should be taken separately as previously instructed for two days each and then repeated for one day more.

Do not think there is nothing in these lessons because they are simple, but do as I tell you and they will develop a power in you such as you little dream now. Stick to them as directed. Perseverance is the price of success. Some students start to practice them a few days and because they do not become millionaires at once say there is nothing in it. Remember you are developing something which had been lying dormant and it takes some people longer than others to change their fixed habits. But keep on, you will succeed. Nothing is accomplished without some labor connected with it. Many students change their entire nature in a few weeks' time, it takes others longer.

The following lessons should be repeated for two days each as previously instructed:

1. I Have a Strong Will; I Can Control People; They Cannot Resist Me.

2. I Am Determined to Succeed; I Can Attract Many. Everybody Will Like Me.

3. I Am Magnetic; I Am a Man; I Have Self-Confidence; I Can Not Fail in Anything I Undertake to Do.

4. My Will Power Is Strong; I Must Succeed in Life; I Can Influence Others; They Will Like Me; I Will Make Them Like Me.

5. I Am a Success; I Shall Never Worry; I Will Succeed; I Know No Failure.

Be sure and practice faithfully the foregoing exercises. Do not become discouraged because you do not change your entire nature in a few days. Keep on, you will succeed. You are creating new thought channels, so to speak, and after you once get started properly it will be much easier. You will acquire personal magnetism and radiate it to such an extent you now little dream, if you practice, practice. Practice makes perfect. It makes no difference who and what you are now. I do not care how deficient your education may be, if you will practice these instructions as directed you will become magnetic and will be able to influence other people and control them. I shall now give you a set of exercises which if followed exactly will positively develop your will power to a marvelous extent. They will teach you concentration of your will. By having the faculty of concentrating your thoughts in a given direction and keeping them focused to the object desired, you will gain your point, where otherwise it would be impossible. Thought waves produce actions if directed properly.

1. I Am a Success; My Will Power Is Strong.

2. My Confidence in My Ability Is Unlimited.

3. I Will Never Worry; I Shall Always Be Cheerful.

4. I Can Control My Temper; I Can Control Other People; They Cannot Resist My Influence.

5. My Will Is Supreme; It Will Obey All My Desires.

6. I Will Succeed; I Must Succeed; I Cannot Fail; I Am a Success.

7. No One Can Refuse Me Anything; I Am Magnetic; My Will Is Absolute.

The foregoing exercises should be used in connection with a lighted candle just before going to bed in the evening. Write each exercise on a separate slip of paper or card. Sit down in an easy chair before a table. Set a candle on the latter and light it. Have the candle up high enough so that you have to open your eyes wide when looking at the flame. Now look at the slip and read what is on it for a minute or two, then look at the flame and repeat verbally in an undertone the suggestion on the slip over and over, never removing your eyes from the flame for one instant. Look at it as long as you can. When your eyes get tired, you can close them, but keep repeating the sentence over and over for at least 30 minutes. Be sure and repeat the writing verbally, not merely mentally, because by so doing other thoughts are not so likely to come to you and distract your attention. Take one slip each day until all the finished, then start over again. If you should have a tendency to something which these auto suggestions do

not correct, write it on a slip of paper and use as directed. Sometimes, after looking at the flame for a while, it will seem as if it was getting very large, and you will see the suggestion written in the flame. That is a sign that it has taken root and you should try and keep the writing before you as long as you can hold it.

If you wish to control a certain person go about it as follows: Look at the flame of the candle and say: "John Doe, you much like me, you cannot resist me. You will do as I want you to do. You cannot refuse me." Repeat this over and over verbally for a half hour and if you meet him in the future, say a day or so following, you will be an irresistible power over him, and he cannot resist you. In addition to practicing these exercises you must study the chapter on "Development of the Eyes" and "The Voice" and make use of both. When you meet a man you wish to influence shake hands with him in the following manner: Take as much of his hand as you can in yours. Grip it firmly. Do not shake it more than once or twice. Look him at the root of the nose without blinking and concentrate your will on what you want him to do for you. Be sure and have a pleasant look on your face. Do not look too serious. Never show anxiety about anything. Be positive and firm. Whatever mental suggestion you wish to transmit to him be sure and have it well formulated when you shake hands. If you are a salesman and want to sell him a bill of goods, say to him mentally while shaking hands: "You need my goods; You will buy from me; You cannot resist." I have seen eight or ten drum-

mers go to a buyer and be turned away, without having sold him and another one came along shortly after, with the same line of goods, and higher priced and sell the buyer a carload of it without difficulty.

To be magnetic is essential and to know your goods from A to Z also. If you do not know all about the goods you sell, you cannot expect to succeed as well. Study them, learn every detail about them by heart, so you won't have to be thinking about what you are going to say next and can use the power of your eyes to influence the buyer. Concentrate your mind on what you are selling. Be enthusiastic, positive and forceful and you cannot fail. Repeat your suggestion verbally and mentally many times over. Suggestions gain strength by repetition. Personal magnetism is essential to you and if you follow these instructions and develop your will power, you will attain the highest ambition that may be lurking in some corner of your mentality. Persevere, practice, and you will win success.

Professional Magnetism in the Professions

The Lawyer.

PERSONAL magnetism and hypnotism are invaluable to the various professions. No great professional success can be attained without the practical employment of this wonderful power. I urge you to faithfully practice the lessons given in this book on hypnotism and personal magnetism. If you will do so, you are bound to reap a rich reward financially and otherwise.

Every successful lawyer, pleading his case before a jury, uses hypnotic suggestion, especially criminal lawyers. The judge's and the jury's attention is skillfully drawn towards him and every ounce of will power and magnetism is directed toward them to get their minds to accept his view of the case. The remarkable success obtained by some of these lawyers is almost of daily occurrence. No lawyer can hope to attain his measure of success without using personal magnetism.

The Physician.

The Physician, more than anyone else, can use the power to the greatest advantage. In connection with his medical knowledge, the use of hypnotism and magnetism will make him practically invisible. By studying the characteristics of the patient and then gaining his confidence, he will be able to effect a cure that it

would otherwise be impossible to make. Ever so often, we hear of some country doctor, who has a reputation of curing ailments that have puzzled the most learned professors. When sifted to the bottom, we find that he uses nothing new in medicine, but he has gained the confidence of his patients and is getting them to believe in his ability—there lies the secret of the cure.

The Minister.

The minister has the same chance to use the power. Some ministers have crowded churches at all times. Others cannot attract enough people to hear their sermons to make it worth while for them to preach. The former have the faculty of preaching a forceful, interesting sermon. They know how to keep and attract the attention of the congregation. They are magnetic. They emanate forceful and powerful thought waves which are greedily absorbed by the passive minds of his hearers. Such a minister is usually heralded as a wonderful preacher. The minister with his empty church fails to appreciate the importance of hypnotic influence.

The Salesman.

The greatest field for the use of personal magnetism and hypnotic influence is in salesmanship. The "Knight of the Grip," the insurance solicitor, the canvasser, the clerk behind the counter, the piano salesman, the real estate salesman, in fact anybody connected with selling, could increase his sales 75 per cent by intelligently using Hypnotic Suggestion. Many

salesmen use the power to advantage. Let us take a piano salesman for an example. A prospective customer enters the store in answer to an advertisement of a piano advertised at \$98.00. He is shown one at that price. The salesman cannot afford to sell it at that price and consequently he influences the customer to buy one at \$350.00. This is so-called "salesmanship." But he would have never sold the higher priced one if it had not been for some irresistible influence exerted by the salesman over the customer's mind. This is verified by a buyer sometimes returning to the store an hour later, with the statement that he does not want the piano, that it costs too much, that he did not want to buy it in the first place and he usually winds up by saying that he does not know why he bought it at all. It shows that while the salesman was talking to him, he accepted his suggestions as his own and when he left the store and was left to himself he "woke up," as the saying goes. As a rule, it is an easy matter to convince him that he should keep the piano he bought and he usually does.

So it is with other lines, life insurance, stock, bonds, etc. The magnetic salesman will sell where others fear to tread.

Practice the lessons given, they are worth a fortune to you. Within time, almost all intelligent people will come to recognize the value of the Law of Suggestion and personal magnetism.

Self-Induced Anaesthesia.

All people have the power to render their own body immune to pain, but few of them have

developed it to any extent. Self-confidence, will power, concentration of thoughts and patient practice are required. Some acquire the power spontaneously. Many children who refuse to cry when receiving physical punishment and laugh even while the rod is applied are examples of spontaneously acquiring the power. A case of self-induced anaesthesia came to my notice here in Erie this summer. A man by the name of Gorman, who is a waiter at one of the restaurants here, has the faculty of inducing anaesthesia in himself at will. He will take a hatpin and push it through his cheek or skin in his throat while talking and even smoking a cigarette without the least sign of pain or blood. Through this self-induced hypnotic state, he can eat a spoonful of cayenne pepper with no discomfort at all. I have also seen him produce catalepsy in himself and support three men on his body, which was stretched across two chairs. On inquiring into this man's career, I found that he is what is termed a "professional hypnotic subject." In other words, he has been traveling with different hypnotists over the country and was principally used as the "Human Pin-cushion." By being hypnotized daily and made anaesthetic, and pins and needles plunged through him, he gradually acquired the power to render himself immune to pain at will. Any hypnotic subject can be developed the same way if he is constantly used for this purpose. A traveling hypnotist always uses the same subject for the cataleptic tests, like breaking rocks on his chest or bearing great weights on his suspended body, because he has developed him for



Lesson 12

of

this particular experiment. I have seen advertisements in the "Billboard" for a good cataleptic to travel with hypnotist.

The more the above described conditions are induced in a person, the better they will develop in that direction, and eventually will be able to induce them in themselves at will.

Hypnotic Influence and Crime.

Everybody is influenced by someone or other, to a greater or less extent, consciously or unconsciously. Environments usually enhance the suggestive influence. Thus, if a criminal is in company of a very godly man, such as a priest or minister in his house or church, he is for the time being repentant and sees his wicked life before him, and is ready to start anew. A sort of awakening of conscience takes place, and as there is some good in every person, no matter how low he may have fallen, this is bound to assert itself in the right atmosphere and if proper suggestions are made and he is kept from his criminal associates, he will become honorable and a useful citizen.

Thus, instead of sending a young man to jail upon his first offense, he should be given another chance, by sending him to some proper institution where, by appropriate suggestions, his criminal tendencies caused by his association with degenerates and criminals, are obliterated. The first offender is always anxious when he sees the consequence of his folly to be a better man. By removing him from the criminal influence which is always so suggestive in a penitentiary, and placing him in different environ-

ments and surroundings, mental and physical, his mentality will readily reform for the better.

Physical punishment will never reform a criminal; on the contrary, it fills his mind with hatred and malice toward mankind, and the first chance he gets he will avenge himself. On the other hand, if the appeal is made to his subliminal self, by hypnotic suggestion and example, the spark of good that is in him is aroused to its full importance and the change for the better is accomplished. He should then, however, not be allowed to hunt up his old associates, but new and proper ones provided for him and in a comparatively short time he will be a useful citizen.

Our "Houses of Correction" for vicious boys and girls are a step in the right direction. The managers and teachers in such institutions should study the law of suggestion and hypnotic influence or employ a competent suggestionist or hypnotist, and the proper suggestions should be implanted daily to each pupil to counteract his specific habit or degenerate or vicious tendency. It is much easier to make a good man of a criminal than it is to produce criminal desires in a morally and characteristically good person. It is sometimes stated by people who have been caught stealing that they were hypnotized and could not resist the impulse to steal. This is nonsense, and is only used to awaken the sympathy of the jury or judge. A perfectly good man, even under hypnotic suggestion to commit a crime, will refuse to carry out the command because the instinct of self-preservation steps in and says "No." A kleptomaniac

does not have to be hypnotized to commit a theft; he will do so without anyone else's suggestion. In the same manner a morally perfect woman cannot be induced to commit an immoral act and if insisted on by the operator will always awaken in distress.

A capital crime suggested under hypnosis to an otherwise unscrupulous subject is as a rule not carried out. The following experiment has been tried by me personally on twelve characteristically different people and the result was invariably the same.

The subject was told after being hypnotized that his worst enemy was before him and I suggested that he should kill him. I then handed him a paper for a knife and told him to stab his enemy in the back. Each one of them would plunge the imaginary dagger into the back of the person representing the enemy without hesitation. Then I would give him a real knife and told him to do the same thing, but everyone refused to strike with this instrument. Some would drop the knife, others would start to tremble violently when the suggestion was insisted on and several awakened in distress. The person hypnotized is not the automaton that many people believe him to be. His inner consciousness and instinct of self-preservation comes to his aid and he refuses to commit a crime that would cause physical and mental suffering. It is also impossible to obtain a confession that is reliable from a criminal. Self-preservation comes to his aid and he will lie just as cheerfully when hypnotized, and refuse to give information as stubbornly as when he is

wide awake and normal. A hypnotized subject will carry out all suggestions given by the operator, providing they do not conflict with his personal characteristics and will not produce serious consequences to him. Thus, a subject will do the most ridiculous stunts without hesitation because his subconscious mind knows they are harmless and usually for experimental purposes only.

Is Hypnotism Harmful?

The hue and cry occasionally set up by some ignorant people that hypnotism is harmful is ridiculous. Such people, as a rule, do not know the first principle of the phenomena. I have hypnotized several thousand people and have never seen one single case with bad results. On the contrary, the good obtained through hypnosis is greatly underestimated.

Many young men were cured by me, when giving public performances, of the cigarette habit and drinking, onanism and others, in one single treatment. With many men who denounce hypnotism and try to pass laws to stop its use by laymen, it is a case of "Sour Grapes," inasmuch as they are ignorant of the first principle of the wonderful science. No doubt if an unscrupulous hypnotist would give certain suggestions for a long time to a subject, he would eventually attain his selfish end. But these instances are rare, and if a third party is present at the time of the experiment such things are out of the question. The regular physician is in a position to take advantage of a patient, ten times more so, than a suggestionist, provided he

is so inclined. But nobody ever alludes to this fact, and he gets new patients daily. No harm will ever come to a subject if the instructions in this book are strictly followed, as to the awakening, and if the necessary precautions are observed when performing physical experiments.

Automatic Writing and Drawing.

This phenomena is usually ascribed to spiritualism, simply because the person who is endowed with this gift does not comprehend the workings of the subjective mind or subliminal self. As I have stated before that the "subjective mind" has absolute control over all the functions of the body, and all authorities agree to this, why is it not reasonable to suppose that the subconscious mind of a sensitive person can control the movements of the hands automatically and independent of the objective knowledge of the person? I cannot see what spiritualism has to do with this. The phenomena appear to people who do not believe in spirits as well as to those who do. Automatic writing is very common, but automatic drawing is not heard of so much. The condition is nothing but autohypnosis, either self or spontaneously induced. I have had the good fortune to become acquainted with the most famous of all ladies that ever produced automatic drawings. This is none other than Mrs. Pauline MacLachlan, who in 1914 created a sensation in Syracuse, N. Y., with her wonderful weird, automatic drawings. She lives with her husband at 611 Holland St., Erie, Pa., at the present writing. The drawings are the most remarkable produc-

tions of pen and ink that have ever been seen. The Syracuse Herald devoted a full page to this phenomena on Sunday, April 17, 1904. Dr. George F. Comfort, a prominent physician of Syracuse, who investigated the subject at the time, says among other things: "I cannot explain how a woman totally unused to the use of the pencil and unskilled in the elements of drawing as Mrs. MacLachlan declares herself to be, could have produced such work as she has shown me. It is safe to assert that not one woman in five hundred thousand could have done it under similar circumstances. The figure and designs bear a resemblance to the work of no school that I can call to mind, but their character is wonderfully attractive and their scope marvelous. They are exceedingly accurate in their lines, and are astonishing from whatever point of view you look at them. If these pictures were done by a woman twenty years younger than Mrs. MacLachlan, I should say that she had in her the making of one of the most wonderful decorative artists that the world had ever known, and that she ought to be placed under competent tutelage and her talent properly cultivated." This illustrates to what extent the subconscious mind has control over the objective functions of the body.

Self-Healing by Auto-Suggestion.

All authorities agree that suggestion plays the biggest part in curing disease. Now, if we can alleviate the sufferings of other people by giving suggestions to them so can we also cure ourselves by auto-suggestion. "As a man

thinketh so is he." Think yourself sick and you will be so. Granted, that the subjective or subconscious mind has control over all the functions of the body, and is constantly amenable to objective suggestions, it follows that by giving suggestions to one's subjective mind the latter will carry them out to the smallest detail. It is exactly the same as when you give suggestions to the subjective mind of a hypnotized subject who does everything you command him to do without being able to resist, except that you give these suggestions to your own subconscious mind, which can no more resist than the mind of the hypnotized person. The best time to implant auto-suggestion or cure yourself is in the evening on going to bed. Suppose that you wish to cure yourself of indigestion, go about as follows: Lie down in bed and close your eyes and start to repeat the following words to yourself in an undertone: "My stomach will get better. My food will digest properly from now on. More blood will flow to my stomach and my food will agree better with me. I will have no more gas in the stomach to bother me. My appetite will increase. I am getting better every day." Repeat these or similar suggestions to fit whatever disease you wish to get rid of, over and over, until you fall asleep. Let no other thoughts enter your mind while doing so. This will require a little practice but after you have once cured yourself of some trouble or other, it will be very easy to banish any disease almost instantly ever after. The hard part is the first attempt. But stick to it. Persevere and you will be successful in self-healing.

Entertainments

IN giving parlor entertainment have ten or twelve young people present. Explain to them and to all the people assembled what hypnotism is and the benefits derived from it. Then ask for volunteers and commence by drawing them backwards, then forwards, fastening the hands together, stiffening the arms, etc. Then take five or six and have them seated and make them revolve the hands collectively. Next, prevent them separately from getting up from the chairs. Then suggest that they cannot sit down. Put some to sleep and have them believe that fleas are biting them. Always awaken everyone after each scene.

Then have some of them go fishing. Give them broomsticks for fishpoles. After awakening them from this, put two or three to sleep and get them to laughing. Next put a good subject to sleep and set an empty chair next to him. Take a broom and stick it down the back of the chair, handle downwards, and cover the top with a shawl. Tell your subject that when he opens his eyes he will see his sweetheart sitting next to him and he will make love to her. Tell him that she is very deaf and he must speak loud. Caution him not to speak anything that would offend good taste. Tell him he will take her in his arms and hug and kiss her and while he is doing so awaken him. This is very laughable and creates no end of fun. Next, put

four or five subjects to sleep. Take as many chairs as you have subjects and set them together two by two. Always two in front of the other two. Then say as follows: "When you open your eyes, you will see an automobile in front of you and you are going to take a ride in it. We are making a tour of the world at the rate of 2,000 miles an hour. It will go so fast that it will take your breath away." Now have them ^{upon} their eyes (do not awaken them) and point at the chairs and say: "There is the auto. Step right in it, boys. When I count three, I will start the machine, and it will go so fast that it will almost blow you off the seat. One — two — three, here we go." Take them through different cities, like New York, Chicago, San Francisco, Tokio, Peking, Petersburg, Berlin, Paris, London and back to New York. As you get back again tell them that you lost control of the machine and it is going straight for a river. Tell them to hold on tight until you count three, when they must jump and swim for their lives. As you strike the imaginary water say: "Now, boys, get ready, one — two — three! Jump and swim for your life. When they are all swimming around the floor, awaken each one separately. There are a great many scenes which can be put on and the student has by this time, no doubt, formed some original ones of his own, but I will enumerate a few to point the way to those who have not: Dancing, roller skating, fortune telling, dentist pulling a tooth, stammering, nose bleed, donkey and blacksmith, organ grinder, cat and dog, fighting bees, hot chairs, rubber balls, baseball game, etc. You

can wind up your entertainment with a test in catalepsy across two chairs and an experiment in anaesthesia, by pushing a needle through the skin of the arm. With a little ingenuity you will be able to give a two or three-hour entertainment in a parlor or on a stage. By learning everything thoroughly you can go before an audience with only one good subject of your own, instead of carrying six or eight, like so many hypnotists do, and by taking volunteers from the audience give a successful demonstration. It is well to have your subject seated in the audience and after giving a short lecture on hypnotism, you call for volunteers, let him come first and others will follow when they see someone making the lead. Before trying to give a stage demonstration, practice by giving parlor entertainments well, as that will give you confidence to go before an audience.

Miscellaneous Hypnotism.

Before saying "finis" to my book, I wish to emphasize again that I consider the lessons herein contained the most practical and concise ever published in a book of this kind. As I have stated before I did not expect to go into the minute details of the theory of hypnotism and psychology, but rather give my readers practical instructions of how to hypnotize and produce the marvels described, actually.

I know I have succeeded, as the lessons could not possibly be made more simple, and if you will only follow these implicitly, you cannot fail. Before laying aside the pen, I shall de-

scribe some interesting miscellaneous experiments produced by hypnosis, which will be valuable to the student. After you have practiced hypnotism a while, you will be able to detect almost at a glance whether a person will be an easy subject or not. This faculty only comes from experience. People with high and broad foreheads usually show intelligence and are easier subjects than those with low and receding ones. Color of hair or eyes makes absolutely no difference.

The Senses.

The sense of smell is easily controlled by hypnosis. You may give a hypnotized subject a bottle of strong ammonia to smell and tell him it is violet perfume and he will snuff it up his nostrils with delight, and usually refuses to let go of the bottle. Give a subject a spoonful of red pepper and tell him it is powdered chocolate and he will eat it with the keenest satisfaction. It will not burn his tongue and no bad effects will result. Give him water and suggest that it is whiskey or beer and he will soon exhibit all the signs of being intoxicated. He will drink vinegar with the greatest ease if you suggest that it is wine or anything else that would be pleasant to drink. The remarkable part is that the hypnotized subject never experiences any ill effect from anything he may eat after awakening. The hearing also can be controlled. Suggest to a hypnotized subject that he hears beautiful music and his face will change at once and assume a listening attitude, and the emotions displayed correspond exactly with the tempera-

ment and quality of the music suggested. Suggest thunder and lightning to him and the horror and anxiety depicted in his face and attitude are remarkable. Sight, speech and emotions always respond readily to suggestions. Tell a subject he is on top of a high building and he will look down and describe the imaginary city below. He will see a circus where none is and tell you all that is going on in it. In fact, no matter what you suggest he will immediately comply with your command. Thus, you suggest to several subjects hypnotized that they cannot speak properly, and they will at once start to stutter and stammer and go through all kinds of contortions to try to speak plainly. You can make them feel sad or joyful at will. Any emotion can be called forth at the operator's command. If you will touch a subject's cheek and look him straight in the eyes while telling him positively that he has a severe toothache, he will almost instantly howl with pain. Should he have his legs crossed and you slap his foot and suggest that the corn hurts very much he will start to hop around yelling with pain, and will wind up by taking off his shoe and examining his toe. Turn quickly to a sensitive subject and say: "Your hair is on fire, feel it." He will take off his coat and will try to smother the flame. Take a pencil or cane and touch the subject's hand, leg, head or other part of the body and simply say: "It is red hot," and he will at once exhibit all the signs of agony of being burned. All these experiments can be performed while the person is wide awake, but by accepting the suggestions he is thrown instant-

ly in hypnosis and you will have to snap your fingers or clap your hands together to restore him to his normal state. To the beginner, this may look difficult, but as you develop your will power, your bashfulness will disappear and you will get accustomed to giving quick and sharp positive commands without hesitation.

A favorite experiment which I usually perform at the end of a parlor seance is the following: As some of the guests who acted as subjects would be ready to leave and I would be shaking hands and thanking one of them for his kind assistance, I would suddenly say to him: "Why, Mr. Jones, you are not going home in this manner. Cannot you see that your coat is on wrong side out. How did you ever do that? Change it quick!" Invariably he would take off his coat, turn it inside out and slip it on again and be ready to go home amidst the merriment of the company. I naturally would restore him to his normal state before I allowed him to go. These experiments are absolute facts and demonstrate the power of suggestion. A steady eye, quick decision and unfailing will power is all that is needed to produce these phenomena. Suggest to a subject that his nose is made of rubber and he can stretch it and play a tune on it; he will at once do so. Tell him to make rubber balls from it and sell them at so much per and he will make a dozen or more and then go amongst the audience and try to sell them. Tell him that he is a cat or a dog, and he will at once act the part of the animal suggested. He will crawl on hands and feet and "meow" like a cat or "howl" and yell like a dog. You can make

old people believe they are children and they will hop around and skip the rope and behave like youngsters would. Children will act the part of grown-ups to perfection when told to do so under hypnosis.

Subjects will upon suggestion from the operator imagine themselves great men, public orators, and will sometimes deliver remarkably clever speeches, the subjects being unused to such proceedings in their waking state. All the operator has to do is to outline the subject which he wants him to speak on, like: "You are going to give a lecture on the evils of the drink habit. You are one of the most celebrated lecturers on Prohibition, and the audience is waiting for you to begin." The subject must be hypnotized for this experiment and suggestion given while his eyes are closed. Any person can be cured of so-called stage fright and bashfulness through proper post-hypnotic suggestion while hypnotized. Vicious and incorrigible children are always benefited and usually entirely changed characteristically by post-hypnotic suggestions. Many people claim that to be hypnotized repeatedly renders the subject more susceptible and weakens his will-power in ordinary conversation. This is absolutely untrue as regards the every-day intercourse with people. He is naturally more susceptible in the presence of the hypnotist, because of the deep-rooted idea that he cannot resist him in any manner. But no weakening of the will occurs, on the contrary, if proper suggestions are given him by the operator he will benefit as much in a week or two as it would take him six months to

accomplish if he had to acquire it by auto-suggestions.

If you have a good subject and he is afraid that he is too susceptible to hypnotic influence, put him to sleep and tell him that in the future he can only be hypnotized upon his own request. If you do not want anyone else to hypnotize him, tell him that no one else except you can hypnotize him, that no matter who tries to do so besides yourself will fail to influence him. If you should be called in to awaken a subject that someone else has hypnotized and failed to bring him to by his own efforts, go about it as follows: Re-hypnotize the sleeper—that is, you must induce a deeper stage until he answers your questions or does some action you suggest. In other words, simply hypnotize him all over again and insist on his answering your questions. Make him get up and do something funny. In this way you will get in rapport with him and it will be an easy matter to awaken him. Should he still refuse to awaken, slap the soles of his feet with a book and command him to wake up. A cold water douche in the face will sometimes do the trick, also oil of mustard held under the nostrils with the mouth held shut tightly. The latter is invariably successful. Under ordinary circumstances a layman will not be able to awaken a deeply hypnotized subject if proper suggestions have been given to the latter by the operator. If you suggest to the subject while inducing sleep that no one will be able to awaken him but you, that he hears no noise of any kind, no one's voice but your own, that he has no feeling all over his body and knowing

that he is a good subject, you can bet all you have that nobody else can awaken him except another person who is a hypnotist or with the aid of drugs, like mustard oil or something similar. Shaking, talking, pin pricking, or other maneuvers will not disturb him. You should, however, not allow anyone to treat him roughly or cruelly. Remember he is a human being and deserves fair treatment. A fair-minded physician does not have to resort to inhuman tactics to find out if the person is hypnotized or just stimulating.

Conclusion.

Enough has been said in this volume to teach the students the principles of hypnotism. I could, of course, go on indefinitely explaining theories and even describing hundreds of different methods of inducing hypnosis, but these are so closely allied to the ones described that it would be a waste of time and labor. A knowledge of hypnotism is indispensable to everybody, if they would make life interesting and successful for themselves. As I have shown, hypnotism is nothing to fear, nothing supernatural, it is simply a condition in which one mind controls the actions of another. In other words: Hypnotism is a matter of mental control and it leads itself remarkably to the uplift of humanity. It is absolutely nothing but mental or verbal suggestion and just as soon as the world recognizes the laws of suggestion, and makes the most of it, especially in regard to criminals and degenerates, just that soon will all the world be made better.

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No. 2. What is Telegathy?

No. 3. What is Suggestion?

No. 4. What is Mind Power?

No. 5. What is meant by Therapeutics?

No. 6. Define Suggestive Therapeutics. How does it operate to effect a cure?

No. 7. What is Auto-Suggestion?

No. 8. What is Anaesthesia?

No. 9. How many stages in Hypnotism?

No. 10. Name them in order.

No. 11. Is Hypnotism harmful? Give reasons for or against its use?

No. 12. What is Psychology?

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