

# The Achieving Life

The Path  
to  
Health, Joy and Abundance

*By*

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Vitalic Breathing, Friendly Thoughts, Life's Mightiest Force,  
I Will Rise, etc.

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*This volume is lovingly dedicated to the Vitalic Culture Achievement Class of Chicago, a large group of loyal personal students who are determined to create a mighty Vitalic Center in the city of Chicago.*

## AUTHOR'S FOREWORD

Life holds many supreme blessings but the three greatest are good health, peace of mind and congenial work. There is no success in life without the electrifying thrill of dynamic red blooded health. If one is not living in a state of peace and harmony life is just one discord after another. If one's work does not give joy in its fulfillment then life is all awry.

My ambition behind the publishing of this volume is to have it as a textbook for the aspiring man who earnestly desires to find his niche and live the larger life of supreme health, truth, power, peace and success.

The principles outlined have been tested thousands of times; they are all true, demonstrable, provable. They have brightened the lives of thousands and they will transform your life for the better if you will trust them and use them day by day.

In the spirit of love and service, I present this book as a guide to the attainment of life's higher levels. It takes no effort or intelligence to remain in a rut. Use the Truths offered here, in a persistent way and the development of a super-life of health, poise, success and dominance is assured.

T. R. G.

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N. Y. C.



## CHAPTER I

### YOUTH

Why be old? How to be young at seventy. The mental and physical plan of holding Youth or winning it back if Youth has been lost.

*'Tis possible for every man to live  
Three score and ten and still be wisely young  
In body as in mind, if he will give  
Some thought to laws from which all life is sprung.*

Youth is the most glorious possession in the world, and there is no need to be old. Every sane person appreciates the gift of life and endeavors to hold to it as long as possible. Particularly does life seem full and worth while when one is filled with the spirit of health and buoyancy. If someone expresses a desire to die, unless he is extremely old, it indicates a life improperly lived.

To the student of right living life is full of meaning. To one who is attuned with soul-growth and health and youth development, the perpetuation of life is a keen and deep desire.

There is a constant change taking place in the cells of the body, a continuous tearing down and a rebuilding. If the body is properly managed the destruction and rehabilitation of its cells will be a source of regeneration, instead of terminating in the constriction and the stiffness of senility.

Old age is not a certain period of life. Some men are old at forty while others are well and vibrant at sixty. The shrinkage of old age is merely a matter of unscientific living and negative thinking. The mind and body are interdependent and co-related. It is necessary to use the mental and the physical forces so as to keep well and young. Our formerly accepted but erroneous conception that three score and ten is the age limit of man is one that is rapidly losing weight with people of intelligence and foresight. Some day men will harmonize their lives with the laws of youth; then, instead of being withered, senile and decrepit at seventy or seventy-five, they will be strong and virile, filled with the vitality of youth.

George Bernard Shaw says that some day we will live to be three hundred years of age. "Spread that knowledge," he says, "that conviction, and as surely as the sun will rise tomorrow the thing will happen." The principal

thought concerning the desire to live beyond the supposedly allotted span of life should be: "Is my life worthy of preservation? Am I living an inspirational life? Am I daily contributing something toward the welfare and improvement of others?"

Chauncey M. Depew, recently celebrating his ninety-first birthday, said: "I have worked practically every day of my life, eight hours a day and more. When I was a younger man I ate heartily and slept when I could find time to sleep. Now, and for the past thirty years, I have made it a point to eat sparingly and to sleep seven and one-half hours a day. Drinking was never really the curse of America. Eating was and is. I found that I ate too much. I discovered that I felt unwell, very much below par, and I revised my diet. I am not a vegetarian, would not be one; that is going to extremes, but I do eat in moderation."

Moderation in all things is really the master key to youth in old age. The unforgivable sin of life is that of slowing down. Do not get out of business harness, but keep your hours constructively full. Monotony is destructive of youth. It is better to wear out than to rust out.

Walking is essential for the maintenance of youth. Walk at least thirty minutes each day.

This will vitalize your body and prevent its cells from becoming inactive and decadent. The human body is a mass of vital cells, and through the practice of walking and gentle exercise these cells may be kept youthful and vital.

Right eating, too, plays an important part. In youth we are physically active: we walk a great deal; we are interested in sports, whereby the body is kept in a state of health and energy. As we grow older we grow more indolent: our physical activities slow down; we sleep more, desire more luxury, and we eat more. With the slowing down of our physical activities, with an increasing amount of time spent in idleness and in the eating of more food than the body requires, the processes of digestion and assimilation become impaired and we lay the foundation for old age or for some disease that will wipe us out prematurely.

The wise man will have a definite plan of living which will embrace a few minutes' scientific exercise every morning after rising. A long walk daily, moderation in eating, plenty of play and complete mastership over emotions,—these are the essentials that will help to bring about a long span of years and make life worth the living.

William A. Hammond, formerly the head surgeon of the United States Army, said: "I see no reason why the human body should not live to a far greater term of life than at present if it is scientifically managed."

Thomas A. Edison says: "If the blood stream is kept flowing freely and hardening of the arteries is prevented, the body can live for a long time. When the blood is kept thin and pure, the heart is not strained or overworked."

The interesting case of a fibre of chicken heart which reposes in the Rockefeller Institute is worthy of mention. Thirteen years ago a piece of muscle was cut from the heart of a dead chicken and placed in a blood solution. Life came to this dead heart fragment at once. For the past thirteen years this muscle fibre has been growing and developing. It grows so rapidly that it has to be divided several times each week and the solution in which it is immersed is daily cleansed and changed. There is no reason why this fibre of chicken heart should not be kept alive for all time under exact scientific conditions.

We are not put here to live just a few lean years. We cannot possibly learn the secrets and the laws of life in a short period of time. The Great Giver of Life placed us here to live long, constructive, useful lives; and none of us are

performing that mission if an early breakdown of the body is allowed to take place.

There are certain principles to be systematically followed if one would be young at seventy. Man is the only animal that fails to live his natural length of years. Almost all other animals live from ten to twenty times their reproductive age, but because man has departed from nature's laws he has lost his inherent, instinctive powers. He fails to comprehend the voice that speaks to him through terms of pain and discomfort; he keeps rushing on in his blind, breathless fashion, overeating, overstriving, overdoing everything, and then he falls a victim to disease, usually in the prime of his life, and passes away many years before he should.

The mind plays an important part in the maintenance and retention of youth. Think cheerfully. Cheerful thought is the greatest beauty doctor in all creation. Learn how to smile. A frown will disfigure your face, but even if you get wrinkles from smiling they leave a lifting, youthful impression there. Lloyd George's face is one of lines and wrinkles from smiling, so he represents a good-natured, youthful appearance at all times. Smiles and happiness are indelibly stamped into his features; so should they be with each and every one of us.

Some years ago I was introduced to a strikingly handsome woman of a most youthful appearance. I was amazed when I learned that she was fifty-five years of age, and that her secret of youth was auto-suggestion. She said: "I stopped having birthdays twenty years ago. At the age of thirty-five I determined that it was going to be my last birthday, and ever since then I have treated myself daily by auto-suggestion. I daily affirm: 'Your next birthday will be thirty-five: you must look like thirty-five; you must act like thirty-five; you must feel like thirty-five. Your organs will not age in any way. You must continue to walk expressing the sprightliness and sinuosity of youth. Age cannot possibly come near you because you are only thirty-five.' Coupled with my treatment by auto-suggestion I use the mirror as a youth-bringing force. Whenever I gaze in the mirror I smile, so that a smiling countenance smiles back. I do not frowningly look for gray hair or wrinkles. I smilingly look for traces of youth instead. And," she added, "I declare it has worked. I feel absolutely younger to-day than I did twenty years ago, simply because I have faith and will power to spend two minutes a day treating myself through the medium of the mind." "In addition," she continued, "I am moderate in all things. I

do not overeat. I love to work and I plan to spend one hour each day in the out-of-doors. I sleep eight hours every night. I take an immense interest in life. I read inspirational books and magazines continually. Thereby I am filled with radiant, constructive thoughts, and I know that twenty years from now I shall still continue to look thirty-five and I shall be able to act thirty-five because my body and my mind will not age."

Resent any idea given you that you should retire from business because you happen to be sixty-five or seventy years of age. Michael Angelo and Titian were achieving renown and painting wonderful pictures at ninety. Gladstone was in the harness at eighty-two. Hill's hair was gray before he became a railroad builder. Mary Baker Eddy wrote "Science and Health" after the age of sixty. There are thousands of others on record whose supreme life work was accomplished between the ages of sixty and eighty.

Some day, when we have reached a higher development, the great achieving peak of human endeavor will not begin until after the age of sixty. It takes years of experience in studying life and its laws to develop a seasoned judgment.



A mellowed experience comes from years of living and cannot be obtained in any other way.

Recently a large employer of labor told me that he would not hire a man in any executive capacity above the age of forty-two. He said: "A man is worn out intellectually at forty-two. He cannot receive new impressions. He is dried out and fit only for the humdrum routine of office work." This impression, though prevalent, is not at all a true one. A man is really just finding himself at the age of forty-five. Youth is raw and immature. In youth we make the great bulk of our mistakes. When we have reached the age of forty to forty-five we begin to see life in a new light; we recognize that life is a serious thing, that it is a school, that living is a deep science. Then one buckles down and sets to work to discover the real essences in life, and presently learns that it takes many years of living before one is fitted to perform his best work.

Refuse to entertain any suggestion that you are old at sixty or seventy. Let daily self-growth be the impetus to keep you young in mind and body. Refuse to grow old and stiff. Be up and doing. Stand on your own two feet. Do not allow others to weaken you by coddling; dependence on others will lessen your own powers and make you a leaner.

Swing your arms as you walk, hold your head high. A lifted, rounded chest enables you to resist the atmospheric pressure which breaks down the cells and ages the body. Keep your mind filled with the vibrancy of youth; carry the consciousness of youth around with you. Mingle with young people and absorb their enthusiasm, but never allow the spirit of envy for their youth to creep into your heart. Cleanse your mind of all the lower and baser emotions, be filled with the spirit of constructiveness, purpose and progress. Let the juvenile spirit flow from you wherever you go; be a living fountain of youth. Refuse to let the channels of your mind harbor thoughts of senility or old age. Thus you fortify and defend yourself against the suggestions of others or against any weakening auto-suggestions that might creep into your own mind. Do not slow down your step, do not express indecision in your gait, do not place your hand on the bannisters while going downstairs, do not lean for assistance on some one else's arm. These are all certain indications of the inroads of old age, and must be eradicated from your manner of living. The moment you lean on some one else you become a dependent, thus lessening your personal power and self-confidence.

Clothes have a great deal to do with the main-

tenance of youth. Women of mature years should wear youthful clothes; not clothing that will make or have a tendency to make them appear ridiculous, but clothing that will bring out their best points of youth and personality. Men should wear youthful clothing, too. When you walk about in sombre-hued garments you depress those around you. Dark browns and dark grays are colors that should be taboo because of their depressing vibrations.

Go through life with a smile upon your lips. Walk briskly. Maintain an erect, loose posture. Keep abreast of the times. Be filled with the spirit of youth. Your very presence then will be an incentive for others of your age to go and do likewise.

Years ago a girl of sixteen was considered of marriageable age. At eighteen, if unmarried, she was looked at askance, and at twenty she was considered an old maid. But time changes everthing and to-day it is a common occurrence to read in the newspapers that women of forty, fifty or even sixty are being wed, a thing unheard of one hundred years ago.

Our span of life is not increasing to any great degree. After the age of forty-five we are dying off almost as rapidly as we did fifty years ago. We have lengthened the period of childhood-life

considerably. This condition seems to be general all over the world but the duration of life after the age of forty-five has advanced but about one year in England and in the United States in the past fifty years. This is surprising, but it is true, being clearly shown by a statement recently issued by one of the prominent life insurance companies.

There are certain things that must be persistently done if the condition of youth is desired in old age. "Nothing for nothing" is the law of life, and youth is worth working for. The practice of living as outlined in Chapter III must be faithfully followed each day. Proper posture is essential for the maintenance of youth. Sit and stand correctly: the shoulders must be lightly thrown back; keep the shoulders squared as wide as possible. The entire body must be loosened while standing and sitting. Walk with a swinging gait; move your arms to and fro from the shoulder and not from the elbow, thereby exercising the entire body.

Before arising in the morning a few minutes of bed stretching exercises, with vitalic breathing, should be practiced. This will keep the limbs supple and free from the stiffness and constrictions of advancing years. Breathe "In, in,

out," and rest for three seconds after exhaling while doing these stretching exercises.

To prevent loss of hair, before retiring move the scalp to and fro with the finger tips. This will prevent prematurely gray hair and also stops the hair from falling out. Placing a hot towel on the head for five minutes, followed by a cold towel or a cold water application for one minute will tremendously benefit the hair and scalp. Three such applications weekly will be sufficient.

The hands should be rubbed back and forth occasionally, thereby preventing the wrinkled appearance that usually comes with the years. If the hands are properly cared for they should always retain their youthful appearance and freshness, and the skin on the back of the hands should be as elastic at sixty as it was at thirty.

Constant vigilance must be exercised if youth is to be maintained. Unless you give wholesome, consistent, systematic care to your body, you cannot possibly hope to look no more than forty when you reach seventy, and that is a privilege everyone may enjoy.

Mind and body forces must be used. Utilize all your powers. Keep eternally out of doors. Breathe in great gulps of sunlight. Utilize sunshine whenever possible. Play daily in the

open and revel in fresh air. Do not overtax your strength; light exercise is best. Always practice vitalic breathing whenever you exercise, walk or play. Golf is an ideal sport for the maintenance of youth; even tennis is not too vigorous when the principle of vitalic breathing is employed during your game.

Stagnation comes from inertness. Keep busy. Keep your mind filled with constructive thoughts. Repeat aloud some vibrant affirmation each day. Take up voice culture. Take up memory training. Have a hobby and couple it with the constructive principle of living not only for yourself but for others. Unselfishness will greatly help you to look young and to feel young. At the close of each day be able to say: "I have helped some one to-day." The satisfaction accruing will generate a vitalizing wave of happiness through every molecule of your being.

Here are ten recommendations for the retention and maintenance of youth that have helped thousands of people all over the world. Even though you are advanced in years you can "come back." Instead of singing with Browning, "Grow old along with me," one can sing vitalically, "Grow young along with me, the best is yet to be."

*Principle No. 1: Proper body balance.* Correct posture and body poise. Sitting loosely erect. Standing without strain or tension, shoulders as wide as possible, never drawn back.

*Principle No. 2: Sinuosity. Free the body from stiffness.* The practice of the exercises given in the author's book "Vitalic Breathing" will prevent the body from becoming constricted or aged. Have pliability and sinuosity as part of your very self. You are as old as your spine. Keep your spine young by vitalic exercises and the awkwardness of old age will never annoy you.

*Principle No. 3: Walking. No youth in old age is possible without walking.* Walk at least half an hour each day. This may be taken in various periods of two or three sessions. As you walk breathe vitalically. Practice either of the walking breaths and breathe the words "I am Strong," or "Breathing in Life," as described in the article on Breathing. Watch the length of your stride; not too long or too short, just medium length. Throw the foot loosely forward and keep the legs lithe and flexible. This habit of walking must be made a systematic one; it is a vital essential if you desire the permanence of youth. Walk with the toes pointing straight

to the front, come down lightly on the heel and step off from the toe.

*Principle No. 4: Rest. Sleep in a well-ventilated chamber.* See that there is a continuous circulation of air in your room. Lie on the right side or on the front of the body, with the head turned to one side. These are the preferred ways to rest during sleep. Never carry your worries to bed with you; before retiring cleanse your heart from all morbid or unhappy thoughts. Let the thoughts of youth, love and beauty dwell in your subconsciousness during repose. At least seven hours should be taken for sleep every night and eight hours are preferable.

*Principle No. 5: Food.* As the years pile on it is wiser to lessen your consumption of food. You have attained full growth, therefore eat in moderation. Overeating clogs and tires the body; it also disturbs the normal functioning of the glands and nerves. Eat sufficient food for the maintenance of youth and vitality, but prevent overburdening of the digestive organs and the organs of elimination by excessive eating. Pay strict attention to the harmony of food so that the formation of gases and stomach discomfort may be permanently avoided.

*Principle No. 6: Elimination.* The waste



and rejected foods are thrown off through the bowels. The lungs, tongue and skin are also important factors in the elimination of body wastes and toxins. Vigilance must be exercised that proper and thorough daily elimination takes place. A natural elimination from the bowels should be had at least twice a day, and the pores should be kept open by vitalic bending and twisting exercises kept up for at least three minutes each morning. The teeth, tongue and gums should be thoroughly cleansed at least twice a day. This simple plan will insure cleanliness and wholesomeness inside and outside.

*Principle No. 7: Water drinking.* Water is a solvent. Consume about six glassfuls every day so that the blood may be kept pure and thin. This prevents undue strain on your heart and helps to promote a youthful appearance. Ten minutes before mealtime is best for water drinking, also on arising and just before retiring at night. Water in moderation may be taken with meals, but care should be exercised not to drink water for several hours after eating as the digestion of food in the stomach is thereby disturbed.

*Principle No. 8: Serenity of mind.* Keep your mind filled with sweet thoughts. Learn how to laugh and smile. Be considerate of

others. Cast away from you all tendency to unpleasant criticism or faultfinding; negative emotions will speedily poison and age the body. Live unselfishly. Live to help and inspire others; thereby, because of the working of the law of compensation, you draw only good to yourself. Like attracts like: If your mind is filled with radiant thoughts, similar thoughts will flow back to you from others. The law of compensation and reaction works immutably. Never descend from the pinnacle of wholesome, purposeful, inspirational right thinking. Think radiant thoughts, and your atmosphere and personality will become charged with the spirit of youthfulness. Establish a permanent serenity of mind and right thinking as a part of your life; it can be productive only of good.

*Principle No. 9: Play.* Life is a game. Do not take it too seriously. Some part of your twenty-four hours each day should be allotted for play. Have a hobby and get fun out of life. Keep up a smiling atmosphere. Do not be afraid to laugh. All out-of-door sports are good. The spirit of play will lengthen your life and improve your health likewise; tennis, golf, rowing, walking, motoring, fishing, anything that will take you out of doors in God's fresh air will

help you to express more vitality, inspiration and youthfulness. Never allow yourself to become morbid or complaining. Play in the sunshine. Believe in the spirit of play and practice what you believe.

*Principle No. 10: Growth.* A life that is dedicated to daily growth will never show signs of decadence, decrepitude or old age. Additional years will not build anything but health, youth and progress. You attract those higher qualities because you are keeping your mind attuned to the spirit of youth and purposeful living. When you lose desire for expansion and daily growth, you speedily shrivel in mind and body; your appearance takes on the imprint of decadent old age. To stay young be an omnivorous reader. Absorb new, vibrant ideas. Recognize that life is in a state of continual change and that you can live scientifically and with the spirit of youth only when day by day you adjust yourself to the varying, changing conditions of life. A youthful body and a serene mind dedicated to progress and upliftment at the age of seventy is the acme of a successful life. Youth at one hundred is now on the horizon. Why not mold and fashion your life along these youth-unfolding lines? Any one may become sickly and old and die at fifty or sixty. Why not desire

to live longer in this wonderful world of ours? Why not do more for others? Why not make your life an inspiration and a blessing to all whom you meet? You can if you will adapt yourself to the manner of living as outlined here. Let every day be a day of progress, a day of attainment. When each day is done, as you glance back mentally reviewing the picture you have painted for that day, do not let it be a meaningless daub; instead, see that it is a masterpiece that you have painted with the brushes of understanding, that the colors you have used include joy, hope, faith, loyalty, inspiration, love, friendship and health. Use these dynamic colors, brush with power and skill, then every day will be a day full of richness and blessing, a day of rare discovery and rich unfoldment. Then you can look back relaxed and smiling and know that you are fulfilling the mission that was given you to perform, the task that is assigned to every man—to live a life of service and usefulness, a life of health, youth, sincerity, inspiration and achievement.

It is never too late to begin. Though your head is bowed with the weight of years, though your hair is white, your shoulders stooped and your step faltering, still there is time. Begin from this moment. Realize that this is the call

of inspiration. "Pull yourself together," harmonize your life with these great principles of youth and scarcely ere you begin the glorious spirit of youth will return, lifting and quickening you. Though the fires of youth have been smouldering and dying for many years, that is immaterial. If you have a soul-deep desire you can come back. Begin slowly, safely, sanely. Watch your progress from day to day and soon youth will smile upon you. That which you thought you had forever lost will again return and flood your being and the spirit of youth will again thrill and inspire you. The fires of vitality and virility will once more pulsate within; then you will recognize that life, when properly lived, is not a sordid, grey thing; it is a thing of perpetual youth, wonder and joy. Get all you can out of life. Learn how to live it so that you may be able to enjoy its pleasures at all times, live it triumphantly, be an inspiration to others and a source of satisfaction to yourself.

Get a firm grip on life and youth. Do not wait; begin now, to-day. Procrastination is the thief of time. Aim to be young, aim to be well. Go forward knowing that you are heading in the right direction, up toward the summit of youth, success, power, joy, toward the happy heights that make life worth the living.

PLAN FOR RESTORING LOST VIGOR AND YOUTH  
TO THE BODY

Look to your diet first of all. If you are feeding age-producing food to your body, all plans of rejuvenation will fail. Check up your food and see if you are not overeating on sugar, starch, and eggs, which favor drying up of ligaments and muscles and bring about premature senility.

If your step has lost its usual spring, elasticity and fleetness, begin at once to improve this ageing condition. Relax your leg from the hip down, as you walk throw your foot lightly and loosely forward, coming down on the heel and stepping off from the toe. Do not lift your foot and carry it to the front, push it forward, just lifted enough to skim the ground. Make your step as light, lithe and relaxed as you possibly can. Keep increasing the speed of your gait until you are walking at the rate of four miles an hour. Do not hurry, do not strain or overdo. Take your time; it has taken many years to get you into your present stiffened condition. Have patience therefore, and take several months to get rid of it.

To correct stiffness of body, take gentle bending and twisting exercises each morning after rising, always while using vitalic breathing, in,

in, out, and rest for a second or two. To restore lost vitality and to invigorate weakened bodily organs use indoor horseback riding. Several times daily walk quickly down stairs breathing in five sniff breaths for five steps and exhale all five breaths in a continuous gush over the next five steps, then proceed to breathe in as before at the eleventh step. This downstairs breathing exercise is of salient value in restoring strength and vigor to the muscles, cells and ligaments of the body. In climbing stairs, if your body is overweight or stiff, breath one sniff breath in at the first step and forcibly expel at the second step, resting for breathing at the third. Begin to breath as before at the fourth step. Use this plan of breath to prevent fatigue in climbing stairs or hills.

Bathe twice a day and allow the air to stream over you nude body for at least five minutes daily. Improved circulation is favored by gently patting the entire available surface of the body with your open hands; this is best done while taking the air bath. Avoid a curved old spine. Stand up straight without stiffness or tension and walk away from the blighting grip of old age.

## CHAPTER II

### PURPOSEFUL LIVING

How to rise in Life. How to live constructively. How to find happiness and get the best out of Life.

*Why not make life a thing divine?  
Just rightly think and live,  
To make your life a God-like shrine,  
Your best in all things give.*

Just as a spider spins its web, so you spin your life day by day. You may live lean and narrow years, or you may express a life of fulness, richness and happiness.

The first great requisite of life is health, to have a healthy body and a healthy state of mind; to lay aside suspicion, hate, anger, malice, hypocrisy, greed, and all those destructive emotions that spell ultimate disaster for the life which manifests them.

Evolve an appreciative state of mind. Lift your eyes toward the sun. Realize the potentialities and opportunities of existence and be grateful to the Giver of life for life, for health, for work. Do the very best you can wherever



you are, and as you do your best, make your best count for something; make it really productive, useful and worth while.

The question of heredity versus environment is a much mooted one, but in the final analysis it will be proven that it is the spark within that really counts most, propagating and taking root in the receptive soil—the arousing fire of ambition and determination that urges one to live a better and a superior life.

A few years ago I visited the Carnegie Institute in Pittsburgh, and I saw there a large wooden boat. There was a sign on its side telling how it had been lying in the mud of the River Nile for seven thousand years, yet the timber was not to any degree impaired; it was staunch and strong and secure because of its inheritance of sterling quality. That dynamic spark of a good inheritance will greatly aid the aspiring life to triumph over all problems and environment and to dictate to life and conditions, instead of allowing life and circumstances to dictate to it.

Thrust all confusion out of your life. Work to have poise, order and equilibrium firmly established, so that you may think without confusion and live your life in an orderly and efficient way.

Ours is a universe of law and order and we

should try to emulate the majestic principle of our world, banishing confusion and encouraging order and harmony. Begin the morning well; try to awaken with a happy heart and a song on your lips. Smilingly look out of the window to greet the sun with a positive thought and carry that smiling, sunshine atmosphere with you all through the hours of the day.

Good cheer is one of the radiant essentials of life; it attracts happy souls to you because like attracts like. Wonderful indeed is the life that constantly manifests good cheer and happiness.

"Sing, and the hills will answer,  
Sigh, it is lost in the air."

The song of gladness is wafted back to you and its vibration will ever bless you and also those around you, but sighing loses itself in the ether and is not productive.

Do not weight your joy with lead. Get genuine, wholehearted happiness pulsating within you. Be glad at every opportunity. Doubt and jealousy are factors destructive of joy. Live the happiness way; it is the preferred manner of living because it is constructive and a promoter of smiles and contentment.

Do not be like the thrush that keeps vigil over an empty nest. Rather be like the robin

that sings in the rain. Utilize time, understand its significance; then you will comprehend that time is not given you to waste. It is too precious to be frittered away in complaining about the past, in self-pity, in talking about lost opportunities.

It is never too late to achieve in life, so be up, alert and doing. The past is dead, it is a closed book. Blot out all its errors and omissions and live your best to-day; do your supreme work now. "Make good"; that silences your critics and stamps you as a successful man.

Live an achieving life; show that by constructive thought, by hard work, by vision, by merit and superiority, you have won. "Make good"—that answers all. A man who "makes good" is always respected.

Never say you are a victim of fate; that means self-pity, and self-pity is a destructive trait. Rather say with Henley:

"I am the master of my fate,  
I am the captian of my soul."

That triumphant attitude will lift you above self-pity, fear and remorse.

Life will always be a series of trials and problems. Each unfolding day will reveal its own burdens and crosses. Realizing that fact will

enable you to meet your obstacles in the right frame of mind; you will know that there are toilsome heights to be climbed in life, that clouds will sometimes discomfort you, that handicaps will confront you, but there are also babbling brooks, fertile meadows, green places and cool, shady spots. Learn the laws of life; then will you understand life, and this understanding will at all times be a beacon and a guide to triumphant living.

Faith is an achieving factor. Have faith in yourself, faith in others, faith in God. The spirit of faith will help you to drive darkness and fear out of your life and inculcate within you a sense of freedom and mastery.

"I shout with glad exultant breath,  
I can, I must, I will be free;  
I challenge Life, I challenge Death,  
Faith is my conquering master key."

Yes, faith will enable you to climb undreamed-of heights in life. It will give you the power to ring darkness and gloom out of your life and ring in lightness, brightness and happiness.

Divorce yourself from envy; cast it out of your life. Be glad for the prosperity of others; think kindly about them and you attract kind expressions from others into your own life. Be

glad that your neighbor is prosperous. Remember the story of the dog and the bone:

This dog had found a bone and wished to gnaw it without interruption. He ran out into the middle of a bridge, and, as he held this bone tightly in his teeth, he happened to look over the edge of the bridge and saw his reflection in the water. Lacking the power of reason, he thought another dog glanced up at him, and in his greed he wanted that other bone, but as he opened his mouth to bark at this reflected dog, his bone fell into the water and he thereby lost his dinner because of his envious disposition.

Aspiration to live a higher and better life should be an incentive in every soul.

When you get the desire to achieve in life, to do better and finer work, act at once. Do not wait, do not ponder; arise and go with strength and power, and conquer. Get the spirit of optimism pulsating within you; know that this is a good world in that there are honest men to be found everywhere and that by living a life of squareness and of high character, by practicing the Golden Rule yourself, you will attract the very best people to you, and life will be richer, deeper and finer because of such practice. Try to take empty routine and drudgery out of your life.

Study life more deeply. Successful living is indeed the greatest of all sciences and its achievement requires constant perception and reflection. Develop the spirit of thoroughness as a precept in your daily life; do not be a skimmer or a skimper. Agassiz, a wise teacher of the last century, told the members of his class that he wanted them to study a fish. After an absence of two weeks he came back and his students told him what they had discovered about the fish. He said: "You have done well, but keep on studying, and I will return soon; then tell me what else you discover." At the end of two weeks more the class had found out many astonishing new things about the fish, and he encouragingly said: "Keep on, you will discover very much more." At the end of several weeks they found that a fish was a most extraordinary creature and that it would take many, many months before they could really find out all the wonderful things regarding a simple, ordinary fish.

So it is in life. You are endowed with all the essentials to build health, happiness and success. These materials are in and around and about you, but in your narrow comprehension of the laws of life, in your ignorance of these many laws you fail to recognize and utilize these

marvelous elements that may be yours for the seeking.

Develop the power of observation. Look around you with seeing eyes and an understanding mind so that you may promote the quality of appreciation and comprehension. Remember the story of Michael Angelo. As he walked along the streets in Florence he saw a discarded stone lying in the wayside dust. It had been there for years, walked over and trodden upon by thousands of passing feet, and yet, when he saw the stone he looked at it with eyes of understanding and appreciation and sensed its possibilities. He visioned that within its dark, inert center was a higher potentiality. He placed that stone on his shoulder and took it to the walls of the city, and with his chisel and hammer he brought out the soul of the stone, and the Angel he evolved now brightens an altar place and helps thousands to live a better and purer life.

If you look with comprehending eyes you will find even the most commonplace thing has the potentiality of higher expression. Suitable unfoldment will bring to fruition that higher something that can be developed, thus enabling you to glimpse the deeper and greater meaning of life.

Appreciate life; appreciate the work God has

given you to do. Search constantly for the laws of life, harmonize with them, and thereby make life what it was intended to be, a rich, wonderful, divine manifestation.



## CHAPTER III

### THE BODY BEAUTIFUL

The nine principles of developing and maintaining a strong body and a normal mind. Proper posture. Vitalic breathing. Walking. Harmonized food. Cleanliness. Sleep and rest. Scientific exercise. Poise and relaxation. Emotional control.

*Give me health by the roadside,  
And I've more to share,  
Than the king who is ill in  
A palace so fair.*

If you were building a house you would pay particular attention to see that the best material possible, consistent with the price of your house, should be employed in its construction. You would strictly observe and obey the various regulations governing building construction in the locality where your house was being erected. Your house would be substantially built in accordance with insurance, health and fire requirements. You would closely watch the progress of your house so as to prevent waste; you would be alert and vigilant against inferiority

of any kind becoming part of your building. You desired a first-class house, one able to withstand all sorts of conditions, a weather and storm proof house, one that would endure, and you were consistently endeavoring to build such a house. But how about the temple of your soul, the house that you live in? Do you exercise as much care over your physical house as you do of even your automobile? A careful driver will use every precaution to obtain the purest oil and best gas for his machine, but it is a regrettable fact that the average man is woefully delinquent when it comes to giving scientific, consistent care to his body. Consequently sickness seems to be the universal rule. Hospitals are overcrowded everywhere, and new buildings to house the sick are constantly under construction.

At a conference of physicians recently held in Chicago a prominent doctor said: "The physical man wears out and breaks down because of lack of intelligent care." Do not for one moment expect that your body will function correctly to the end of your days unless you bestow thought and sensible care upon it day by day. You must see that you harmonize with all the natural laws and principles of life and health so that you may have a healthy body and a normal mind.

## CORRECT POSTURE

The first great principle of health is that of posture. You cannot think properly, you cannot breathe properly, unless you observe correct posture. Proper posture means that you hold the body loosely erect while sitting and standing; square your shoulders and make them as wide as you possibly can. Never draw back the shoulders in a tensed way; always wide, always squared. When you sit down, sit up; never slump from the waist line. Push back into the chair and maintain a loose, free, easy, upright poise. This will be difficult at first, but with practice proper posture will become second nature to you.

Dr. Peter McDonald, an eminent English surgeon, recently testified that by changing from a stooping posture to one of erectness he dropped a score of years from his appearance and feelings in twelve months. At the present time a posture committee appointed by the Government, comprising a group of physicians, is operating in Washington and it is to be hoped that great benefits will result from their findings and the adoption of their recommendations.

Speed the day when the posture of our young men will change for the better; when the ma-

majority of them will not slouch indolently as they do at present; when they will stand in the victorious attitude of success, loosely erect, up-standing, swinging, broad-shouldered, demonstrating energy and power.

The middle-aged business and professional man should correct his improper posture; his dropped, pendulous stomach should be lifted so that he will look younger and feel better. A man's waist line should measure from six to ten inches less than his chest: this desirable state is brought about mainly by the observance of proper posture.

#### VITALIC BREATHING

Oxidation is the first law of life and the second great principle of health. It is regrettable that according to the estimate of a noted New York physician, Dr. Howard Lee, but one person in every hundred breathes correctly. Proper breathing means that there must be no lifting up or noticeable movement of the upper or middle chest; all breathing should be diaphragmatic. The diaphragm, the breathing muscle, is shaped like an inverted saucer. During inhalation it is pushed downward and outward, never upward. In exhalation the diaphragm goes back to its original concave shape,

and the downward expansion returns to its normal condition.

In proper breathing there is no noticeable chest expansion. The action of the diaphragm is always downwards, outwards, or to the sides, never upward. During inhalation the lungs go outward, just above the waist line. Here the ribs are loose, showing a wise provision of Nature to supply a mobile breathing apparatus so that the lungs and ribs may move freely in all directions.

The practice of conscious breathing will speedily change a weakling into a strong man. But conscious breathing takes personal effort, application and thought. Consequently, in this busy age of ours, the average business man is so engrossed with his affairs that he is not willing or he lacks sufficient will power to summon up the necessary desire to breathe consciously. We hear so much nowadays about plans of every description: a plan for running a house, a plan for eating, a plan for reading, a plan for thinking, but the most essential of all plans is one for systematic, correct breathing.

The man who is concerned about his health and his youth can hope to hold and maintain youth only by having a systematized plan of breathing which he will faithfully practice day

by day. If man were not supposed to breathe consciously, then his breathing apparatus would be outside his voluntary will and control. In other words, our breathing system would be like the heart, under the control of the involuntary nervous system and not partially under our own conscious will and control.

The thoughtful, intelligent man will meditate a moment on that statement, and by use of his reasoning faculties will presently arrive at the conclusion that if he were not intended to breathe consciously his breathing apparatus would not be under his personal control. This really sums up the whole question of proper breathing. You are permitted to breathe consciously because of a wise provision of Nature. It is through the power of conscious breathing that you are enabled to purify your blood, that you may prevent undue fatigue, that you stave off premature old age, and keep the organs of the body in a state of virility, soundness and good health at all times.

There is no necessity to practice conscious breathing while standing or sitting; no bodily energy to any degree is being burned up; therefore, conscious breathing should be used only when the body is in a state of motion or activity. While walking, running or exercising, use

vitalic breathing. Breathe the vitalic way while golfing or when engaged in any out-door sport, thereby reducing fatigue to a minimum and tremendously lessening heart strain.

The outgoing carbon dioxide and residual air expelled by the lungs and being moistened by coming into contact with the blood, is made heavy and has a tendency, on account of its weight, to settle in the base of the lungs. The ingoing air, being lighter, cannot easily penetrate this accumulation of stagnant air in the bottom of the lungs, so in ordinary breathing it takes from twenty minutes to half an hour to completely change the contents of the lungs. In vitalic breathing the lung contents are changed every ten seconds. This fact alone will account for the youthful appearance of those who practice the vitalic breath. The lung contents never become stagnant and vitiated. The vitalic principle of breathing sends a constant stream of new, pure, fresh air and oxygen into the base of the lungs, and the forcible expulsion drives out the accumulation of stagnant, foul air and carbon dioxide. Unless the contents of the lungs are frequently changed by conscious breathing, premature gray hair and old age are invited.

Conscious breathing is a potent, corrective factor in the restoration of shattered nerves. An

American physician, who had practiced for more than sixty years, recently died and left behind him a book of aphorisms as a guide to young doctors. One of them reads like this: "Whenever you are treating a nervous patient do not administer drugs. Teach your patient how to breathe fully and deeply, and that alone will speedily effect a cure."

There is no natural force more conducive to restoring shattered nerves than that of vitalic breathing. The odd moments throughout the day may be profitably used. Breathe from the diaphragm in short sniffs and thereby restore poise and normality to the nervous system. The daily practice of vitalic breathing will help to improve eyesight and hearing. It is a potent enemy of baldness and falling hair. It keeps the skin elastic and young. It imparts suppleness to every muscle and ligament of the body and drives out awkwardness and tension from mind and muscles. It is a practical means of strengthening the body and maintaining youth; in fact, no one can be permanently healthy if the principle of vitalic breathing is not made a daily habit, firmly and consistently established.

#### WALKING

Walking, the third principle of health and



peer of all exercises, becomes a thing of joy when vitalic breathing is used. In the author's book, "Vitalic Breathing," the complete plan of that marvelous breathing system is made plain. Use this breath while walking and test out for yourself in a convincing way the efficacy of vitalic breathing as a generator of vitality, a promoter of youth, and a preventive of fatigue.

As you walk, gently sniff from the diaphragm with the first step, sniff another breath with the second step, then forcibly expel on the third step, then rest from breathing on the fourth, fifth and sixth steps. Then begin on the seventh step as before, and use this breathing system continuously while walking. Remember that all breathing, inhaling and exhaling, should be nasal and that no force or strain should be used. Just imagine that an open tube runs from the nose to the diaphragm. Gently breathe in through the nose in sniffs, which will push the diaphragm downward, thereby creating a vacuum in the lungs which the atmospheric pressure will promptly fill.

The forcible expulsion of the breath, without undue noise, is a health-building factor. The short, quick breath sends the air to the base of the lungs at once, changing the lung contents in a few seconds and forming a quick movement of

the splanchnic blood pool. Expel the breath forcibly when you exhale, and after the expulsion of the breath rest for three steps, unless you are walking very rapidly, then rest for one or two steps. In climbing stairs and hills the body is inclined forward and the breath is the same as in walking, only there is no resting period in climbing hills, or perhaps one breath may be used to rest. The best climbing rhythm is:

In, in, out,

or

In, in, out, rest for one step.

In other words, one may use three steps for the complete inhalation and exhalation, or four steps. Find your own reaction. Vitalic breathing is elastic, and, as the capacity of lungs frequently differs, it is obviously the best plan to find the system most suited to your own particular breathing needs.

While running, the breath is used just as in climbing: breathing in twice for two steps, then forcibly expelling the breath in one step and resting a step; or expelling the breath in one step and beginning at once to breathe again. If at all tired or "winded" in running, use a single inhalation and exhalation—one in and one out—and keep that plan up from five to ten seconds

until the lungs are free from constriction and fatigue.

Never perform physical exercise unless you use the vitalic breathing system; that means you weave in sniff breathing with the movements of your body. Do not hold your breath; inhale and exhale continuously through the nose, thereby avoiding much fatigue besides considerably reducing strain on the heart. Some day in every gymnasium in the world the vitalic breath control system will be used in all physical exercises. All danger of heart trouble is prevented by vitalic breathing, even in weak heart conditions.

While rowing a boat, playing tennis, or while golfing, it is imperative to use this wonderful breathing plan as a preventive of fatigue. Then play becomes doubly a joy and there is no dangerous after-effect because heart strain is lessened and at least seventy-five per cent of fatigue is avoided. With proper posture established, and with breathing the vitalic way for half an hour while walking made part of your daily program of living, you have taken a giant step forward in the advancement of health and the maintenance of youth.

## CLEANLINESS

The fourth principle for perfect health means that you should be clean inside and outside. The body should be bathed twice a day. Standing in warm water and splashing cold water on the back, chest and abdomen in the morning will awaken you for the work of the day. Freely soaping down the body at night in hot water will enable you to retire with a clean skin and a refreshed feeling which is conducive to sound, restful sleep. By changing the underwear and hosiery daily the body will not give out unpleasant odors: this is a hygienic measure of extreme importance.

The teeth should be cleansed twice a day, after breakfast and the last thing before retiring. At least two minutes should be consumed in this cleansing process of the mouth, which includes the teeth, tongue and gums. The muscles of the cheek should be relaxed during the cleansing process so that the brush may be permitted to reach as high as possible to the upper gums and also as low as possible to the lower gums. Brushing of the teeth and gums twice a day will help to keep them in an excellent condition. The bristles of the brush may be gently pushed in between the teeth to remove the particles of food which may be collected there.

After the teeth and gums are brushed it is advisable to extend the tongue and brush it outward two or three times so that the coating on the back may be lessened. If the back of the tongue is grayishly coated do not let it worry you; it shows that the tongue is performing its natural protective and eliminative work. The toxins, mucous and wastage of the blood are constantly being driven out through the large pores of the tongue, also through the tonsils and gums. I have examined the tongues of more than 15,000 healthy men and women and have always found a slight grayish coating present on the back part of the tongue. The front of the tongue should be uncoated. Acidity of the blood is indicated if a coating is present. Consistent twice-a-day mouth-cleansing is a most profitable hygienic measure as it reduces fully ninety per cent one's susceptibility to the contraction of colds and other respiratory troubles. Brushing the teeth, tongue and gums just before retiring should be made a life habit.

Cleanliness of the upper intestine and lower bowel is also of vital importance. Three natural eliminations daily should be had without the use of drugs or enemas, although these aids may be infrequently used if found necessary. Perfect elimination can be induced by the practice

of vitalic breathing, by walking, and also by the constipation-corrective exercises.

A clean skin, a clean mouth, a clean stomach, a clean intestine and lower bowel—this all-round cleanliness insures vibrant health and spells the promise of youth and virility at three score and ten. Some day, when we universally practice the principle of cleanliness, most of our pains, aches and ills will drop away, never to return.

#### DIET

The fifth vital health principle is that of food. Learn and consistently practice the law of food harmony. Let the food menus given elsewhere be your guide as to the compatibility of food and the kind of foodstuffs that you should select for the different seasons of the year. Eat moderately, choose your foods wisely, and above all, do not become a crank or a faddist about what you eat. Always observe the rule of moderation, thereby saving yourself many a pain and heartache: overeating is the curse of America and of many other nations. If one would strictly bind himself not to eat more than three moderate meals a day he would add at least a score of years to his life. It takes a book many inches thick to catalogue the diseases of man; the wild animals suffer little from disease be-

cause their eating habits are governed by natural instinct and they refuse to eat unless hungry. If we would adopt the wise instinct of the animals, eating only at the call of natural hunger, disease would soon disappear from the human race.

Physicians are rapidly recognizing that our health is governed by what we eat and that if we are ill it is mainly because we have taken improper, toxic-forming materials into our stomachs. The lure of appetizingly prepared food is so great that it dethrones reason; it unbalances judgment; it stifles intellect and common sense; it drives us madly into the pleasures of eating, and we must endure sickness as a consequence of our inordinate consumption of food.

When one eats three heavy meals a day, the system becomes clogged: the body is prone to fatigue; it is easily tired; its vitality is lessened, and the next step is nerve poisoning, which often leads to neurasthenia. Then looming ahead is the sanatorium, unless preventive measures are taken. Do not eat between meals. Do not eat before retiring. Strictly observe food harmony if you would be strong and young at the age of three score and ten.

A cheerful frame of mind is of extreme value while eating. Do not eat if you are tired or

angry because the process of digestion is retarded during depressing emotional experiences. Let conversation during meal time be of a light nature. Reading will not interfere with a good digestion if you thoroughly enjoy what you read, but sparkling conversation is the ideal condition to have with your meals.

### EXERCISE

The sixth principle of perfect health is that of sane, stimulating, gentle exercise. The movements outlined in the author's book, "Vitalic Breathing," will prove suitable for the average person. There is no necessity to spend a long period of time in going through exercises; just a few minutes in the morning will suffice, in addition to the walk of half an hour or more each day while breathing the vitalic way.

Let the nude body come in contact with the air daily. During the air-bath gently pat the body. This exercise will promote health and strengthen the nerves. It is really as essential as water bathing.

### SLEEP AND REST

Health principle number seven is sleep. Sleep about eight hours nightly in a well ventilated chamber. Allow the air to have free circulation around your bed. If the weather is extremely



cold, just allow sufficient outside air in to keep the room at a right temperature; in milder weather the window may be opened more widely. In warm weather the window should be opened to the fullest extent at the top and bottom. Air is your best friend, but do not keep your apartment cold during the day. Keep the windows open always at night and have plenty of light warm coverings on the bed, thereby preventing any feeling of discomfort from the cold air. The modern sleeping porch is a decidedly beneficial health innovation. You can do with one hour less of sleep if you arrange to sleep out of doors; seven hours will do if out-of-door sleeping is made possible.

During sleep the digestive organs are rested, gland secretions restored, and a general toning up of the system takes place. However, do not oversleep. The more you sleep the more you want to sleep. Let eight hours be your limit; otherwise you will become sluggish and lazy; you will lessen your sprightliness and impair your vitality besides making yourself susceptible to obesity and awkwardness of movement.

After awaking in the morning, before getting up, it is wise to sit in the bed for half a minute so as to allow the blood to get accustomed to the change of position from the horizontal to the

vertical. Practice your vitalic exercises after arising, but precede them with the drinking of one or two glassfuls of water. Cold water is the best for the average person as it stimulates the muscles of the stomach, warm water being relaxing instead of stimulating.

### RELAXATION

The eighth health principle is that of relaxation. It is just as necessary to learn how to relax as it is to become versed in exercise. The secret of relaxation is to see that the arms hang limp and loose. As you twist your body from side to side, with your chin resting loosely on your breast—the arms must not consciously move in any way—breathe the vitalic breath: in, in, out. For relaxing movements the breath must be of considerably less volume than that used in walking or in exercising. Little energy is being burned up while taking relaxing movements; consequently little breath is necessary.

A beneficial method is to close your eyes and to allow the chin to rest on the breast, while twisting the body from side to side, and gently breathing in sniffs, in, in, out, bending the body forward, a little lower each time, with knees slightly bent. When the body is bent at right angles, slowly come back to an upright position

as before. Watch that the arms are not moved by conscious effort; they must hang limp. The movements of the body may twist them, but the arms must not consciously move; otherwise there is no real relaxation. Complete bodily relaxation is obtainable only when the arms are at rest moving with the movements of the body. The feet must not be moved; twist at the ankles to the right and to the left, bending the knees slightly as you go down, and slowly straighten up. Always gently use the in, in, out breath. If this relaxing plan is practiced for one minute each day, at the end of a month or two you will find as a result that you are completely relaxed in mind and in body. Tension and stiffness will be completely eliminated.

#### SERENE THINKING

The ninth principle of perfect health is that of serenity of mind. Wrong thinking poisons the cells of the body. Right thinking drives out darkness and imparts a wave of optimism and cheerfulness to every molecule of your being. Let serenity and sweetness of mind be directing forces in your life. A "grouch," a fault-finder, a gossip, is not welcomed anywhere. He is a marked man; he attracts the vibrations of hate, animosity and antipathy from every one. Peo-

ple avoid and despise him; therefore it is never profitable to be known as a fault-finder or a trouble-maker. You get from life what you deserve. You reap what you sow. Sponge off from the slate of your heart all these lower expressions and determine that serenity of mind shall be an inseparable part of your life. Pledge yourself to the development of a radiant personality. Determine that friendliness, sympathy, gratitude and brotherliness will be your standards as long as you live; then you attract lives and personalities expressing similar qualities. Wood painted to represent iron will not be attracted to a magnet. Be wholeheartedly sincere; believe in genuine service and inspiration, then you will never make a failure of life.

Proper posture, vitalic breathing, daily sinus exercises and walking, moderate eating of harmonized foods, restful sleep, relaxation of body, cleanliness, serenity of mind—these are the stepping-stones that you must take if you want life's richest and greatest prize, a life of steady nerves, perfect health, power and joy.

You are not the architect of your body, but you are its manager and builder. Therefore you are responsible for your own health, happiness and well-being. With these dynamic health principles molded, fashioned and firmly established

in your daily existence, your life will become healthful and triumphant. It will be a life of vitality, energy, force and power, and it will give you a richness and fullness of health that you cannot possibly get in any other manner.

Good health is the greatest blessing in life; so learn to know yourself. Be wholesomely concerned about your habits; promote good ones and be vigilant to correct bad ones. Learn how your wonderful body functions and care for it scientifically; then the reward will be priceless. All the money in the universe cannot buy health; it must be won by care of the body and attention to food, body-hygiene and exercise. Little time is required, and for every moment that you spend, golden dividends will surely be returned in the shape of glowing good health, happiness and supreme joy in living.

## CHAPTER IV

### FACTS ABOUT FOOD

The part that food plays in health and disease. How food should be harmonized. The truth about vitamins, calories and natural salts. Valuable lists of balanced and compatible meals.

*I recognize red-blooded, glowing health and strength,  
Looming above all else in life, its greatest wealth,  
Spring not from drugs or potions or pray'rs said at  
length,  
But from compliance with life's laws that govern  
health.*

Within twenty years the science of dietetics will be the principal method of treatment taught in all our medical colleges. Prominent physicians everywhere are attesting to the fact that food is the main factor in health and in disease. At the present time almost all branches of the healing arts are treating disease improperly: they attack the symptoms instead of the cause. Time will reveal that almost all of our diseases originate from the food that we eat daily. Then,

instead of treating disease by poisonous drugs and dangerous serums or by prayers, our ailments will be corrected by sensible eating and proper food combinations. Centuries ago Plato said: "From the kitchen come all our woes." Another philosopher said: "Tell me what you eat and I will tell you what you are." Thousands of books have been written on the subject of diet and dietetics. The great majority of these publications are merely repetitions. The world would benefit tremendously if ninety-nine per cent of all that has been written about food had never been written.

The human body is the most wonderful machine in the world. It supersedes all machines made by man because it is self-renewing, self-lubricating, self-cleansing and self-repairing. When food is consumed beyond the needs of the body, the body becomes clogged; the digestive organs are overtaxed, toxic poisons are generated in the blood, and the next step means chronic fatigue and a breakdown in the normal functioning of the body. The body requires constant nourishment, and included in that nourishment must be the various natural salts, minerals and essentials necessary to keep the body in a condition of good health. While we are young and vigorous we may eat with more or less impunity

and be reasonably certain that the body can throw off the resultant impurities and poisons. As we grow older, and when our physical activities lessen and slow down, then we should exercise more care about our food. The question of food is one of the most vital before the world to-day. It is not my purpose in this book, however, to write at length about food as I will shortly issue a large and comprehensive volume on this most important of all subjects.

The first rule about food is moderation. Do not overeat. Do not eat between meals. Do not eat more than three meals daily. Do not eat just before retiring. The digestive apparatus requires rest, and, therefore, piling in food just before you go to sleep will keep the stomach busy for several hours and the digestive forces will not receive the rest that is absolutely necessary for them.

Do not make condiments a habit; avoid all condiments, sauces and dressings with the exception of a little salt. Salt may be used on all cooked vegetables and meats, but should never be used on raw vegetables as it retards digestion.

In the cooking of food care must be taken that the vital salts are retained: this may be accomplished by cooking the foods in special cookers requiring little or no water. The po-



tato should be baked and served with its jacket; thus may you be able to benefit by its natural salts and minerals. When a potato is peeled and the skin thrown away the best part of the potato is lost. But potatoes should be eaten in moderation.

Aim to have whole grains only on your dining table, whole wheat bread, whole grain cereals, the natural brown, uncoated rice. The tendency of the present age is to prepare and sell food from an aesthetic standpoint instead of from a healthful angle.

Acid fruits should not be mixed with other foods for best results. Some people who have suffered from eczema and other skin trouble for years have corrected these distressing ailments by reducing their consumption of acid fruits and eating them one hour before the taking of other food. Ripe apples, pears, ripe peaches, watermelon and honey dew melon are exceptions and may be used with other food, if digestion is good.

Hens' eggs are the main contributing source of lumbago, rheumatism and bodily stiffness. They will not affect everyone in this way but they do so affect many. Many doctors now hesitate to recommend eggs as before, on account of the research of physicians in England who de-

clare that hens' eggs spread tuberculosis and may also produce other dangerous diseases. If you do eat eggs see that they are boiled for at least ten minutes so that the dangerous bacteria which many of them contain may be destroyed.

Sugar, as it is sold to-day, is a concentrated food and should be used rarely by adults, if at all. Thousands of people are being poisoned daily by the use of candy, sweetened drinks and our concentrated white sugar. Pure honey, if obtainable, is a natural sweet and should be substituted for white sugar if sweetening is craved. Never sprinkle sugar on cereals. You will thus prevent alcohol formation, due to the action of sugar, starch, air and hydrochloric acid.

Fresh figs or sun-dried figs, fresh dates and ripe bananas are really the natural fruits. They harmonize with all the foodstuffs and may be used as substitutes for protein foods, such as meat, fish and poultry.

Avoid monotony in food, and see that you consume some raw vegetables every day. The vitamine is really a force and not a tangible thing; it is found in raw milk, in fresh meat, in the outer husks of grains, and in all fruits and green vegetables. The familiar term calorie is under suspicion; it is an unreliable something and may be ignored. Aim to have a rounded

sufficiency of good food each day. If you are gaining weight you are overeating on fat-forming foods, so substitute more woody foods for starches and sugars. Meat, if craved, may be eaten occasionally; however, we can live in good health without eating meat. The moderate eating of meat is usually found conducive to a long life.

Study carefully the lists of harmonized meals given here. Let these be a guide as to proper food harmony. Remember, undereating is just as dangerous as overeating. But for everyone who undereats we find fifty who eat too much, so let "moderation" be your guide in the consumption of food.

#### HEALTH BUILDING HARMONIZED MEALS FOR SPRING AND SUMMER

**MONDAY**—*Breakfast*: Shredded wheat (one or more) with cream or hot milk; use honey for sweetening if desired. *Luncheon*: String beans, corn, baked potato, hard dates. *Dinner*: Chicken okra soup, green peas, lettuce, corn on cob, rice pudding.

**TUESDAY**—*Breakfast*: Whole wheat bread toasted, bacon, coffee. *Luncheon*: Vegetable soup, sliced tomatoes and lettuce, boiled carrots. *Dinner*: Chicken fricassee with brown rice, lettuce, mashed turnips, boiled carrots, sun dried figs.

**WEDNESDAY**—*Breakfast*: Stewed prunes or peaches half hour before other food, corn flakes with ripe banana. *Lunch-*

*eon*: Lamb chop, string beans, radishes, skins of two baked potatoes. *Dinner*: Cottage cheese and sweet cream, whole wheat crackers and milk.

**THURSDAY**—*Breakfast*: Shredded wheat with cream or hot milk; use honey for sweetening if desired. *Luncheon*: Vegetable soup, grated raw carrots, boiled spinach, sliced ripe banana. *Dinner*: Roast lamb, green peas, lima beans, lettuce, radishes, muffins.

**FRIDAY**—*Breakfast*: Acid fruit only, or sliced banana with cereal and cream. *Luncheon*: Bowl of clam chowder, green peppers, toasted whole wheat bread, boiled cabbage with onions, melon. *Dinner*: Broiled fish, lettuce, asparagus, corn.

**SATURDAY**—*Breakfast*: Whole wheat toast and coffee. *Luncheon*: Vegetables, raw and cooked, including raw tomatoes. *Dinner*: Roast beef or beef steak, string beans, spinach, radishes, lettuce, peaches.

**SUNDAY**—*Breakfast*: Acid fruit only. *Dinner*: Roast chicken with dressing, string beans, baked sweet potato, lettuce, spinach or artichokes, apple or peach pie, coffee. *Supper*: Cream or American cheese, muffins, tea, ice cream.

If additional acid fruit is craved, for best results eat it in moderation one hour before breakfast or half an hour before retiring. Water may be taken freely just before or with meals; do not make a regular practice of drinking water between meals. Your stomach needs a rest just the same as any other muscle in your body. Fresh figs are highly recommended; second choice, sun-dried figs. If hungry a glass of buttermilk or sour milk may be taken half an hour before luncheon or dinner. Vegetable soups may be substituted for meats. Vegetables, unless super starchy, may be changed if desired. Avoid the overconsumption of

tea or coffee, but a cupful of either may be taken with meals; unsweetened is best. Use fresh vegetables in preference to canned vegetables. If raw carrots or nuts are eaten they should be chewed to the consistency of paste. All condiments except salt in moderation should be avoided. Watercress and radishes may be taken whenever lettuce is eaten. Sliced young cabbage kale, lettuce or celery should be eaten whenever meat, fish or fowl is eaten. Raw cabbage is a prolific source of vitamins and mineral salts. Being inexpensive it is within the reach of the poorest family. Kale may be substituted for celery or lettuce. Never use salt or any dressing or condiment with raw sliced cabbage or any other uncooked vegetable. If a dressing is craved use pure olive oil and lemon juice.

### HEALTH BUILDING HARMONIZED MEALS FOR FALL AND WINTER

**MONDAY**—*Breakfast*: Shredded wheat (one or more) with cream or hot milk; use honey if sweetening is craved. *Lunch*: String beans, canned corn, skin of baked potato, grated carrot and lettuce, ripe banana. *Dinner*: Cottage cheese and sweet cream, whole wheat crackers, dates, milk or tea.

**TUESDAY**—*Breakfast*: Whole wheat or rye bread toasted, bacon, coffee, or cereal coffee. *Lunch*: Vegetable soup, kidney beans, raw sliced cabbage, parsnips, rice pudding. *Dinner*: Roast lamb, skin of two baked potatoes, peas, celery, sun dried figs.

**WEDNESDAY**—*Breakfast*: Sliced ripe banana, corn flakes with milk or cream (no sweetening). *Lunch*: Cheese (cream or American), honey, lunch crackers, tea, apple pie. *Dinner*: Beefsteak well done, or freshly chopped beef fried

in butter, canned corn, cauliflower, celery, or tomatoes, baked apple sweetened with honey.

THURSDAY—*Breakfast*: Whole wheat or rye bread toasted, bacon with coffee, or cereal coffee. *Lunch*: Acid fruit salad only. *Dinner*: Vegetable soup, chicken fricassee, sliced raw cabbage, mashed yellow turnips, dates, demi-tasse.

FRIDAY—*Breakfast*: Shredded wheat with cream or hot milk. *Lunch*: Bowl of clam chowder, sliced tomatoes, lettuce or celery, spinach, baked ripe apple. *Dinner*: Broiled or baked fish, boiled carrots, corn, celery, stewed pears (no sugar), demi-tasse.

SATURDAY—*Breakfast*: Irish oatmeal, cream or hot milk, toast, coffee, or cereal coffee. *Lunch*: Cottage or cream cheese, whole wheat crackers, raisin or other fruit pie. *Dinner*: Vegetable soup, sliced raw cabbage with grated raw carrots, cauliflower, dates, tea.

SUNDAY—*Breakfast*: Stewed prunes only, no sweetening, lettuce may be served with prunes. *Dinner*: Roast chicken, roast beef or roast lamb, peas, asparagus, corn, celery, ice cream, tea or coffee. *Supper*: Rice pudding, dates, muffins, tea.

Water may be substituted for tea or coffee. If sweetening is craved for tea or coffee, use honey, unsweetened beverages are best. Luncheon may be changed to dinner, or dinner to luncheon. Watch carefully that food is eaten as closely to this menu as you possibly can. Best winter desserts are fresh dates, sun dried figs, ripe bananas, baked ripe apples, stewed pears (no sugar), rice pudding, plain cake, apple, raisin and pumpkin pie. Ice cream may be used once a week. Vegetable soups may be substituted for meat or fish. Raw carrots must be chewed to the consistency of a paste. All condiments excepting salt in moderation should be

avoided. A ripe apple, pear or a sweet orange may be eaten occasionally half an hour to one hour before breakfast in addition to other fruit allowed. Acid fruits should not be freely eaten in winter, because they tend to chill the blood. One or two glassfuls of water may be taken after arising, just before or with meals, and a glassful before retiring, otherwise no water or food of any kind to be taken between meals. Not more than three meals daily.

### WHAT CHILDREN SHOULD EAT

*Meat*—Lamb chop, roast lamb, beefsteak, tender roast beef, and white of chicken. Meat should not be given more than four times weekly and only in small quantities.

*Fish*—Cod, haddock, trout, salmon, or schrod.

*Cooked Vegetables (fresh)*—Cabbage, spinach, cauliflower, asparagus, peas, string beans, carrots, turnips, potatoes baked, eaten with skin or mashed with both butter and salt added, okra.

*Raw Vegetables*—Celery, lettuce, tomatoes, watercress, shredded cabbage.

*Soups*—Chicken with rice or okra, beef with vegetables, vegetable soup (celery, etc.), noodle soup, lentil soup, pea soup.

*Fruits*—Apples, raw, stewed or roasted; prunes, stewed; pears, ripe bananas, dates, figs, oranges and berries eaten without milk or sugar.

*Cereals*—Irish oatmeal, brown rice, whole barley, shredded wheat, Ralston's food, cracked whole wheat cooked thoroughly, Force, Wheatena.

*Drinks*—Juice of one orange after arising; water just before meals is best; milk, not to be taken with meat; cocoa occasionally.

Bread and butter in moderation, bread should be one day old or toasted.

Cottage cheese with sweet cream is recommended.

Meat and milk must not be taken at the same meal.

Not more than two baked potatoes daily.

Whole wheat and rye bread should be alternated with white bread.

Care must be taken not to overeat on bread or super-starchy foods.

White sugar must not be used on cereals or acid fruits on account of alcohol formation.

If subject to colds or catarrh the consumption of milk, bread and potatoes must be lessened.

Acid fruits to be eaten half an hour before meals.

Dessert should be simple puddings, plain cake, fruit pies, figs, dates, bananas. Candy should be eaten after non-acid fruit meals only and in extreme moderation. Jams and preserves not to be eaten more than once a week.



## CHAPTER V

### HEALTH AND HEALING

The laws of healing. The health laws of the body. The healing laws of the mind. Autosuggestion. The laws of spiritual healing.

*Deep down within your soul, a giant sleeps.  
Year in, year out, awaiting but a call,  
Latent, inert, it, slumbers while time creeps.  
This force, if utilized, could bring you all.  
Awake it now, apply the fire,  
The spark of keen, sincere desire.*

The knowledge of truth is the highest attainment of life. We are emphatically promised that its possession means freedom. The Bible says: "The truth shall set you free." Ignorance is the darkest thing in life as it perpetuates slavery, and ignorance can only be banished by the constant desire to live a life of enlightenment and by zealously seeking wisdom.

Primitive men thought the sky was a vaulted roof over the earth, pierced by holes to let in the

light to guide them by night. If you have a closed mind you are living in a state of semi-darkness.

Be a student of life and of truth. Be observant, be perceptive, spend a little time each evening in reflecting upon what you have observed and perceived during the day; this plan of reviewing and concentrating makes for continuous growth and for the establishment of the spirit of vision in your life. We are born to have dominion. We are sent here to live our lives free from disease, abnormality and the blight of old age. Owing to our state of darkness and ignorance, many of us fail to harmonize and make a contact with the laws of truth; many of us merely exist, living lean and narrow years, when we might be living rich, full, healthful, abundant lives. The greatest help that you can give to a man is to point out the way to the knowledge of powers that are lying dormant within his soul.

There is a Hindu fable of a frog who lived in a well, and out of his well he had never been. One day a frog whose home was in the sea visited him. "Where do you live?" inquired the well frog. "My home is in the sea," responded the sea frog. "What is the sea?" asked the well frog. "It is a very large body of water close by here," replied the sea frog. "Is it as large as my

well?" inquired the well frog. "It is a million times larger than your well," said the sea frog. "Get out of my well!" said the well frog, "you are a deceiver and a falsifier; there is nothing larger than my well. I want nothing to do with such a deceiving frog as you!"

Voltaire says: "It is hard to free fools from the chains they wear." Limitation is the dreariest thing in life; it confines you to a narrow, constricted idea of life. Investigate and search for the truth, so that your vision may be broadened and your horizon expanded, then you will glimpse a vista of the real beauty and wonder of human life.

Life is a wonderful adventure if properly lived and harmoniously balanced. A rounded life is the ideal one; development should be on all three planes of existence. Thinking about development and growth, theorizing about these things, will not bring you to the attainment of a triumphant life; it is by "doing" that you grow.

The human body is a holy temple, built by inner intelligence. It is the prime masterpiece of the Divine Architect and it is subject to its own natural laws. St. Paul said: "First, the material man, then the spiritual man." By intelligent care of the body it may become a palace

of a thousand delights and a beautiful temple in which your spirit may joyously dwell.

You are to-day the expression of your thoughts and habits of the past. If you find that your body is sick, you can transform it into a state of health by harmonizing with the laws of health. Destruction is not the ruling force of life; all forces in the universe are working for good, all things work together for betterment when harmony exists.

Love is the great uplifting power of life. It tends to eliminate our conscious and unconscious antagonisms and gives us a true comprehension of the real purpose of existence and what is best and noblest in life. Search for knowledge. Do your best and make your best worth while; try to discern the real from the false. Contribute something to the growth of humanity; strive to make the world a better place because you have lived; then are you successfully living a rounded, triumphant life.

Life is a serious thing. Life is real and earnest, and we can make it sublime when we learn to live properly. We stress dying entirely too much. The Germans have a saying: "Never go to the second thing first." Living precedes dying, and learning to live is of the first consequence. Doctor Thomas Darlington, former

Commissioner of Health for New York City, says: "Some time in the future we will be young at one hundred and twenty years." This is not at all impossible; when we cast out of our consciousness the destructive suggestion that the span of man's life is but three score and ten, when we live a life of harmony instead of discord, when we have serenity of mind constantly manifesting, then indeed can we attain a much greater span of life than we enjoy at present.

Do not be morbidly concerned about dying. Personally I am so busy working to bring truth and happiness into thousands of lives that I have no time to waste on morbid reflections about death. "Dedicate your life to life, not to death." Then when you have lived a long, active, purposeful life here, when you have contributed something to the uplift of humanity, then you can "pass on" in peace and know that all is well with your soul.

Live your best to-day, and the Great Giver of Life will take care of the rest. You can only live your best when you realize that the quintessence of right living comes from harmonizing with God's laws, from the desire and personal endeavor to maintain the best and highest ideals of life.

Get the ambition for superb health and surg-

ing vitality. You can do your best only when these forces are operating within. Sickness is the protest of your subconscious mind against your manner of thinking and living. You cannot make good bread with mouldy bran; you cannot build health and vitality by imperfect materials. The food you eat, the air you breathe, the liquid you drink, the thoughts you think, are the forces that enable you to build good health or that disease your bodily structure.

Many sick people inconsistently want some easy way to ride to health, but health must be paid for. It is too precious to be given to those who are not deserving of it. Indolently sitting down and mumbling affirmations and prayers will not win good health; you must be up and doing; you must be alert and exercise vigilance. Learn how to live your life in a scientific way, then disease will not come nigh you.

Ambrose Pavre, one of the early French surgeons, said: "I treat the people; God heals them." Healing is accomplished by the intelligence of inner health forces. The modern physician recognizes that disease may be implanted because of error on the physical, mental or spiritual plane. There is no monopoly on healing. Truth is not confined to any one school; there

is good in all methods. Where any system proclaims itself as the only source of truth in healing, its narrowness and arrogance will sooner or later destroy it. A new day of healing is here; the forward physician is no longer depending on the action of drugs. Physicians are becoming psychologists as well as doctors of medicine, and that spells progress and better health for the world.

Food is the principal cause of disease: over-eating, eating between meals, incompatibility of foods—these errors constitute the greatest contribution to the ailments of man. Ignorance of conscious breathing, the practice of upper chest and shallow breathing, diminish one's natural power of resistance to disease. Faulty habits of posture, insufficient walking and exercise also promote sickness and induce premature old age.

Lack of attention to personal hygiene, insufficient care of the body, play a great part in promoting or bringing about disease. Immoderation in sex matters also deleteriously affects mind and body. Bad temper and lack of emotional control create and multiply unwholesome conditions within and galvanize them into destructive action.

Medical annals are crowded with examples of

disastrous effects on the human organism brought about by jealousy, anger, hate, envy, worry and greed; these baser emotions of life pull down, disintegrate and paralyze the physical forces and nerve centers. Morbid thinking is a destroyer of health and it must be thrust out of your life at all costs. A morbid mind can be purified only by inflow and outflow; a washing out and a regeneration must take place until the mind is purified.

Selfishness brings disease. A narrowness of self, thinking only about yourself, putting out the rest of the world from your consciousness, will limit you to such a degree that your powers of resistance are below par and disease finds receptive soil in which to take root.

Mental hygiene is as necessary as physical hygiene. Cleanse your mind from evil thoughts by keeping the chambers of the mind filled to overflowing with good thoughts.

Do not advertise ill health. Advertise good health instead, then it is more likely to be attracted to you. Healthful thoughts should be practiced until they form a channel in your consciousness and become a permanent part of your life. If you are sick, any type of health auto-suggestion stimulates the healing forces within to start their recuperative process.



Do not expect anything supernatural to happen, but supernormal things may. Understand that God never changes His laws, that natural laws are unchanging and eternal. All healing must be in accordance with the laws of the universe. Here is a plan of suggestive mental healing that has proven its efficacy on many occasions:

Sit down quietly, clasp your hands by entwining your fingers, and repeat this affirmation:

"I am in harmony with the laws of the universe and have faith that I can be healed."

Hold to that thought. Visualize this affirmation, become relaxed and expectant. After a few moments affirm it again, then pause for a minute and say:

"I am now undergoing a process of elimination."

Repeat this affirmation twice:

"I am now undergoing a process of elimination."

As you sit quietly visualize your ailments dropping away from you. Feel that the health-building forces within are responding to your desire and flooding your consciousness with renewed health and new power.

The third affirmation is:

"I am cleansed."

Say it in a positive way. Make a vivid photo-

graph on your mind that you are being cleansed, that you have eliminated the poisons and toxins and ills that have discomfited you so long. "I am cleansed." Hold to that thought in a positive way.

Then after a little while say:

"I am receptive only to good—  
I am receptive only to good."

Hold the conception that you have locked the door of your consciousness against sickness, old age, fear, morbid thoughts, that only good can flow to you from this time on, that you will think only of good. You are going to be a channel to express only the highest and best things in life; that you are exempt and immune from all disease and ailments.

Then affirm:

"Health is flowing through me."

Say it in a confident way; feel the surge of health vibrating and permeating every cell of your body. Feel the vigor and vitality of health as it throbs through your veins and arteries. "Health is flowing through me." Let this thought vitalize and lift you up.

After a little while the feeling of inflowing health enables you to pronounce the sixth affirmation with power and force:

"I am strong."

Say it positively, definitely. Make a concrete picture of yourself as being strong and well.

"I am strong."

The seventh affirmation is:

"I am free."

You have been cleansed. You have shut out all sickness and morbidness from your thoughts. You have felt the force of health streaming through you. You have declared yourself strong. You have acknowledged faith in the laws of the universe. You have taken the necessary steps to attain a state of health and harmony; then rightly can you say with fervor and force, "I am free."

All autosuggestions must be photographed upon the mind in a forceful, intense manner through the sense of visualization and concentration. These affirmations should be seen as words of fire burning their way into your inner being. For greater force they should be uttered aloud in a clear, resonant tone. If you do not put faith, force and belief behind your affirmations, they will not prove helpful to any degree.

At the close of this treatment sit quietly for five minutes. Realize your oneness with the Source of all health and all supply. Get at-

tuned with the Divine Power within. You have harmonized with the universal laws and a satisfying sense of exhilaration will fill your being. A feeling of surpassing quietude and peace will steal through your consciousness and you will know that all is well. Disease is as far removed from you as one pole is from the other.

## CHAPTER VI

### THE MOLDING OF PERSONALITY

Three types of personality: the negative type; the aspiring type; the positive, magnetic type. The science of body culture and mind unfoldment. The winning of opulence.

*A radiant atmosphere I'll mold,  
Where character will shine,  
Where health, self-confidence and power  
All pleasingly combine.*

Personality is something most difficult to define. You can see it and feel it, yet you cannot tangibly locate it. It is a subtle force for good or ill, depending on the kind of personality you have developed. Roughly speaking, there are three grades of personality: the magnetic or positive, the aspiring, and the negative types.

The positive type is exemplified in the successful man who has won happiness and success by vision, hard work and fair dealing. He has learned how to keep poised under the most unusual conditions; he has a cheerful, optimistic

outlook in life. He has developed the qualities of personal magnetism and personal power; he is a good listener, a fluent talker and an omnivorous reader. He believes in friendship, love and inspiration. He is a student of life and is a good mixer and a keen judge of men. He aspires to daily growth and aims to advance by sincerity, ability and by giving genuine service. This type enjoys perfect health and normal, steady nerves; he has a graceful body and his movements express youth and liveness. The positive personality has a high opinion of himself and of others, and he never speaks belittlingly about himself. He ever endeavors to climb life's supreme heights through the medium of hard work and a fertile imagination. The man of positive personality is a good leader because he is master of at least one thing. Others recognize his ability and believe in him. He believes in encouraging others and never unduly criticizes or condemns. He is wide-awake, level-headed, with a keen sense of humor and enjoyment of life, practical, thorough in his work and courteous to all those with whom he comes in contact.

The aspiring personality is the man who yearns to express himself in the positive range; he is ambitious for success and independence.

He attends lectures on psychology and kindred subjects; he reads inspirational books and magazines and dares to dream of a more abundant life and aspires to enjoy more happiness and freedom. He works hard and visualizes advancement and the winning of opulence. He has pertinacity of purpose, and in spite of the slurs of his well-meaning, though mistaken friends, he keeps up his program of advancement. Naturally he encounters obstacles and disappointments, but the glow of ambition is firing his blood; he smilingly sticks to his set purpose until he finally arrives. He appreciates good health and understands the value of the out-of-doors, sunlight and fresh air. He is a student of right thinking and aims to live a positive life.

The negative personality is the man in the rut of indigence, indifference, cynicism, ignorance, envy, limitation or discouragement. The negative personality should follow the example of the aspiring personality and dare to desire to reach a higher plane of living. He should arouse himself to the fact that all things are possible. He should become wholesomely discouraged with his hampering conditions and determine to improve them.

Some of us must be the crew to serve in the

vessel of life. We cannot all be captains, but the fact that you are reading this book proves that you are reaching out for a higher life. Strongly assert, "I want to climb higher; I want more success, more abundance, more of the good things of life." Desire is necessary for growth. Demand alone brings supply. Resolve for the next year that you will spend fifteen minutes each day in the molding of a positive personality. Daily check up on your mode of living. Life is like a big garden and your mind is part of it; weeds and fair blossoms grow in the garden of your mind. See that you dominate; pull out the weeds that seek to choke the higher growths in your garden of the mind. Carefully keep on the alert to improve your mental garden and soon a vast improvement will take place. Know that symmetrical, all-around improvement must be developed. If you really want to be known as a positive, radiant personality, you can reach that desirable stage, but only if you are truly and sincerely in earnest. It is worth trying. Step out of your rut of mediocrity. Remove yourself from the clutch of negativeness and learn how to live a supreme, triumphant life. Develop perfect health and strong and steady nerves; daily keep practicing relaxing and bending exercises until you have a



graceful, sinuous body. Aim to develop the physical first, then the mental; and your ultimate winning of the positive personality goal is virtually assured.

As you proceed you will learn there is but one definite road to perfection, and that is by the three-path way—the rounding out of the physical, mental and spiritual sides. So many lives are imperfect because of incomplete or one-sided development. You climb the ladder toward perfection on the rungs of health, love, service and generosity and the other daily inspirational steps which are necessary to make life supreme and sublime.

It is no easy journey to the heights of a positive magnetic personality. It is indeed an arduous one, but one gloriously worth-while because of the ultimate perfection and happiness it brings.

There is no system of personal self-culture so interesting, nor one which will prove more profitable than that of the culture of personality. The aspiring man is not content to remain an automaton, nor is he willing to continue to live a cheap, narrow life. He is reaching out for bigger and richer things. The urge for the greater life is goading him on to accomplishment. Anyone can live a cypher life, a little

life, but it requires ambition, desire, confidence, pluck and determination to strike out toward emancipation and the adoption of a plan of living and thinking that will cultivate and develop an achieving personality.

The culture of personality is a most complex process because it is a combination of many qualities, mental and physical. Knowledge alone is not high personality, nor is health, nor happiness, nor honesty. It embraces all these essentials and many others too. For the symmetrical development of personality, careful thought must be given to health, bodily grace, cleanliness, poise, good habits, morals, right thinking, prosperity, a strong and graceful body and the proper attitude toward life.

Personality is imparted first through the physical appearance and observed first through the physical senses; it is therefore primarily a physical attribute. Begin with the body. Build perfect health by the plans outlined in the previous chapters. The practice of Vitalic Breathing takes away bodily tension and constriction, so restricting to the expression of grace and poise. A stiff, awkward body manifested in tensed, jerky movements, is antipathic to the flowing sinuosity and charm of a relaxed, graceful body. Unwieldiness of movement is aging

and a destroyer of normal nerves. Faithfully practice relaxation exercises until every trace of bodily stiffness has disappeared. Assume a loosely-erect posture: the chest should be rounded and held in a comfortable, tensed position and the arms and legs should be relaxed and free from all constriction. Take an intense pride in your carriage; let grace, youth, and freedom be expressed in even your slightest physical movement. Let your arms swing loosely from the shoulders. Let your step be light and throw the foot forward as you walk; never lift the foot and carry it forward. Endeavor to have your body express litheness so as to pleasingly coördinate with your graceful arm and leg movements; thus you make the commonplace act of walking a method for developing a beautiful body which will ever remain an outstanding essential of a compelling personality.

We boast of our civilization, our ideals, our inventions, our culture and our myriad accomplishments, but unless these great factors of our age bring us good health, saneness, more happiness and joy of living, can we really consider them as genuine blessings? We extol the automobile as the supreme invention of the age, and it truly is, but we read in the newspapers that last year almost five hundred thousand people

were injured, maimed or killed in the United States by automobiles. So there is a darker side to the bright one that we picture regarding the automobile: that is its destructive side and the price we must pay in life and limb for its use.

Let us benefit ourselves by the use of the advantages of our present age by utilizing our inventions as a means to self-improvement, to better health, to a greater enjoyment of the good things of life. Not only must we personally desire betterment and advancement, but we must do all we consistently can to reveal the light to others so that our land may ever be peopled with the highest type of personality, and thus perpetuate our race as the most healthful, beautiful, cultured and spiritual of all the earth.

Dancing is an effective method for gaining bodily grace and poise. You are never too old to learn the art of dancing. The swing, sway, harmonious motion and activity of the dance is a vitalizer of mind and body. It promotes pliability of muscles, ligaments, and arteries and tends to prolong the span of life. The flowing grace gained from dancing is a magic dissipater of fatigue. Dancing is doubly enjoyable when Vitalic Breathing is made a constant part of the dance. The body is seen at its best while danc-

ing. The human brain pulsates regularly, one, two, three, four; that is the reason we lose the sense of fatigue when we dance; we are co-ordinating with the natural, inner harmony and rhythm of the body. Consistently strive for the acquisition of a lithe and graceful body until you have actualized it, then you are ready for the next step in your quest for a winning personality:

#### A SERENE MIND AND EMOTIONAL CONTROL

You are creatures of habit, walking bundles of it. Your daily habits are assets or liabilities. Your thoughts and habits of the past have made you as you are to-day. Impartially check up on your habits. Are they positive or negative? Are they helping you to rise in life, or are they impeding your progress? Your past is gone forever, but the future lies ahead and the measure of a man's intelligence is how he utilizes his past experiences. If you keep on in the old blundering way, rare intelligence is certainly not demonstrated. If your personality is not all you wish it to be, improve your habits, and accordingly your personality will improve. The man with a strong personality commands attention wherever he goes. He gets a respectful hearing; he is lauded and admired. Analyze the salient,

outstanding qualities of the magnetic man, and you invariably find that he is the possessor of a graceful body; that he is approachable; that he has a friendly atmosphere, that he has a pleasing, poised manner.

Almost all successful movie and stage stars have won renown and success mainly through that indefinable something, called personality. Indeed theatrical managers and moving picture directors are often more interested in the personality of the actor or actress than in any other paramount factor essential for winning success.

Believe in the principle of the "Golden Rule" if you wish to be rated as a great personality; treat others as you would wish to be treated by others. Fair dealing at all times leaves its indelible imprint on your personality; you cannot disguise crookedness or dishonesty for any length of time. Ultimately your make-up of righteousness will dissolve and your true self becomes exposed. You cannot be insincere in private and feign sincerity in public; you must be consistently sincere, otherwise you will be found out and disgraced. Steadfastly adhere to the principles of high character, sincerity and square dealing, then you are well advanced on the road that leads to the attainment of a great personality.

The crowd lacks achieving personality, that is why the crowd is in a rut. The average man wants success, health and happiness, but he balks at the price he is asked to pay. Life above all is fair and impartial; no work, no reward, is the rule. Realize that personality must be won, it has to be fashioned; it is not an inheritance; it must be artificially created and it pays rich dividends for the energy you expend in its acquisition.

Your voice has much to do with your personality, cultivate a rich, full, attractive voice. When you express a well controlled, pleasant, agreeable quality in your voice, you have a decided advantage over the individual who has not improved his voice. Your success is often won by the tone of your voice.

A capable garment saleswoman who found herself unable to hold a steady position, visited me several years ago and requested my advice as to the reason for her inability to find work. I immediately noticed her voice was most unpleasant and suggested that she should take up vocal culture. Within six months her voice had improved so marvelously she now found no difficulty in securing a well-paid berth. That her repellent voice was the cause of her previous failures was later disclosed by the manager of

one of the stores where she was employed. Customers had complained of her throaty, squeaky, objectionable voice and for that reason she lost position after position. To-day, she is a high-salaried buyer in one of the stores that had discharged her as a saleswoman. Many salespeople are failures because of an unattractive voice. To cultivate a pleasing voice, repeat the following lines one hundred times each day:

I go to home, no more to roam;  
Roll the gold and mold it cold.

Do not speak from the throat. Relax the throat muscles and enunciate from the diaphragm. Fight all tendency to high nasal tones. Voice culture is primarily a mental process. Visualize the back of your throat as being smooth and rounded. Then aim to speak in a smooth and rounded manner. Put vigor, cheer and energy into your words. Make your voice a compelling, live, vibrating force. Do not speak with your muscles; use your imagination and soon your tones will express power and resonance. To speak correctly, you must stand loosely-erect and observe proper posture. It is almost an impossibility to have a rich, full voice, if you have a sunken chest or a lazy, drooping carriage. By combining good diction with an agreeable responsive voice, you have greatly



improved your chances to win success and added much to your culture and personal magnetism.

Express energy, dash and power in your work, in your walk and in your daily life. Emerson says: "The earth belongs to the energetic and the wise." Weakness begets weakness; strength favors courage and self-confidence. People judge you by the kind of emotions and traits you express, so cultivate the qualities of daring, strength, force, spirit and enthusiasm. Your life will be lived in an ascending way when you are dominated by such positive tendencies.

The radiant, optimistic spirit should constantly be manifested. Be a reflector of joy, and gloom will not be attracted to you. All negative, harsh, gruff emotions tend to wither the attractive side of personality. All positive, happy, confident, enthusiastic emotions, foster the development of a magnetic, winning personality. To reach the higher type of personality, be constantly on your guard against the expression of any of the lower, baser, unattractive emotions. Envy is a destructive emotion and you are going backward if you are so unwise as to express such an unfortunate tendency. Jealousy is an indication of inferiority and littleness. Divorce yourself from all jealous emotions; unhappiness lies ahead of you if you cling to these

destructive animalistic traits. Cast off all thoughts of a narrowing, stultifying nature. Rise above these baser expressions of life. Cast aside life's dross and brass. Hold to the gold, the good, the fine, the inspirational and the best. Then it will be the ascending upward road on which your steps will be daily bent.

Tact is necessary to the winning of a pleasing personality. Consider the feelings of others. Recognize your responsibility to others. Realize that others have rights and privileges. Get the spirit of harmony into constant expression. Learn the art of diplomacy and burnish off your rough edges; do not be too assertive or unwholesomely aggressive. Use moderation in all things; your greatest assets, if used beyond the point of moderation, becomes a menace.

Be thorough and consistent, develop the quality of application. Learn to stick to one thing until you are through with it; lack of concentration, inability to focus on one subject for a period of time, is opposed to the building of a great personality. Hold on to the job on hand until you push it through to a conclusion. Finishing the thing you start, adds to your self-confidence and personal power.

Ambiguity in conversation is destructive to a high personality. Speak clearly, effectively and

to the point. Let your conversation count for something. You cannot give out a better type of conversation than the quality contained in the books you read and that which is expressed by those with whom you converse. Value the power of a smile, it helps to light the way on your personality quest.

Be clean, wholesome, hearty, frank and vital. Let healthiness shine out from your eyes and skin. Walk about in an upstanding way, but never be objectionably ostentatious. Just thrill with the sheer joy of living and with the thought of being free to think for yourself and being able to live a life of growth and freedom. All expression of fear and worry is unfavorable soil for the propagation of a dynamic personality. Aim to express poise, tranquility and the sense of mastery. Know how to dominate conditions and not be a creature of circumstances. Timidity is the stumbling block to success; develop self-assurance and self-confidence and carry about with you the consciousness of self-control and great inner power.

As you win the right kind of personality, you will discover that you attract the right kind of friends. Like brings like. Your improved personality will help to increase your efficiency. Your financial status will likewise improve.

Your friends will be amazed at the great change for the better. But keep on improving. Do not let success turn your head. An impelling personality cannot be fully achieved even in a dozen lifetimes, because conditions are constantly changing; so be a student in the school of personality, improving every day of your life. Thus you will ever be in a plastic stage and a condition of growth. All things that are fully matured or completely developed begin to disintegrate or decay; this truth applies to a man, an automobile or a universe. Always keep growing, learning, unfolding; thus you prevent full growth and prevent decay.

There is practically no limitation to the principle of high personality as an influence for power and success. Gather knowledge from every source, and use it, and thereby it becomes wisdom. Accomplish! Let the spirit of building, doing and achieving reign within. Your state of mind develops your success; believe in yourself and others will believe in you and will follow you. Hold to a definite goal; aim to accomplish some concrete thing. Vacillation weakens; determination strengthens. Push on with all your powers and forces of mind and body. It is marvelous to be successful, to have plenty of money in the bank, to enjoy the privi-

leges of a car, and fine home and every comfort for yourself and your family. All these blessings are within your reach.

A compelling personality is the great magnet that will attract these good things to you. Let your thought be "Only the best is good enough for me," "I want the best and I am prepared to pay its price in service, thought, application, energy and time." There is no need to be poor. Gold is everywhere. Improve your personality and you increase your ability to get rich. When your personality improves, you are favorably noticed and opportunities in plenty come knocking at your door.

An ordinary man, devoid of the earmarks of a magnetic personality, is not noticed. The great personality is always observed, in a crowd or outside of it; that undefinable something attracts and compels others to notice and favorably comment.

Study life, study yourself. Do not be like a helpless piece of driftwood in the current of the river. Life is not given to you to live in a slave-like way. Discover your real self, your higher self and let it express itself.

Take stock of yourself once a month. See that your teeth are kept clean. Avoid an unpleasant breath; that plays havoc with all your personal-

ity plans. Be stylishly, yet neatly attired. Be scrupulously clean of body. See that you walk triumphantly. Cleanse your heart and let right thinking dominate your mind. Try to live your best and do not hesitate to emulate the qualities which you admire in others. Above all, have pertinacity of purpose. Stick to your plan of personality development until you can register in the radiant, dynamic type. Then you should work doubly hard to retain that high accomplishment.

## CHAPTER VII

### STEPPING-STONES TO THE ACHIEVING LIFE

The laws of patient expectancy, counter-attraction and visualization. The value of time. The purpose of ideals. The power of a healthy state of mind.

*To-morrow's harvest, good or bad,  
Results from what I do.  
The seeds I plant to-day will curse,  
Or else my life renew.*

#### PATIENT EXPECTANCY

Do not overstrive in life. Do not be unwholesomely aggressive. Practice the law of patient expectancy instead.

Do not allow yourself to become tensed or unhappy because of not being able to acquire immediately that which your heart desires. Unhappiness is attracted into millions of lives because of impatience and overstriving; when you overstrive you deliberately drive away the very thing you so earnestly seek. When you go

out to feed the squirrels in the park you go there with a bag of peanuts and with the best intentions. You confidently approach your squirrel, holding your nut between your fingers, and yet the squirrel is reluctant to accept your favor and retreats from you. In your zeal you quicken your steps. He then will rush up a tree to escape.

This comes from overstriving; unknowingly you have violated the law of attaining. Now change your tactics; instead of pursuing the squirrel sit down quietly on a rock or bench. Extend your arm and begin to break up the nuts and one by one let them fall to the ground between your fingers. Presently Mr. Squirrel, who is watching close by, will warily approach, doubtfully at first, but ultimately he will accept the nuts from your fingers. Now you are in harmony with the law of accomplishment. You have ceased striving, you are tuned with the law of patient expectancy, and you may safely travel the path of achievement.

Remember that by striving, by determination and will power, you sometimes do get what you want, but almost invariably it will slip from your fingers, or it will not bring with it the happiness or the success that you expected it to furnish. The ultimate worth of anything in life is



measured by its survival value. Usually the survival value of the thing that is gotten easily or inharmoniously is not of permanent worth. When you achieve by harmonizing with the law of patient expectancy, by constructive thinking and hard work, then the outcome should bring contentment, joy and abundance into your life. Stop overstriving; confusion and dissatisfaction only will result. Know that the thing that should be rightly yours is coming to you. Work hard toward this end. Never abstain from work, but work according to law and not in opposition to it. Then time in its own wise way will bring you the things you have correctly sought.

### COUNTER-ATTRACTION

The law of counter-attraction is a law that is unconsciously used much, but it is not scientifically or seriously studied. Every mother applies that law naturally. When her baby falls and bumps its head against the ground or furniture, mother rushes up and kisses the spot and tells the baby a pretty story to divert its attention. Presently the tears stop falling, the hurt is forgotten, and baby is smilingly listening to mother's thrilling recital. Mother has, in her own wise way, practiced the law of counter-attraction by di-

verting the child's attention from its pain to something of a pleasurable nature.

You may have been suffering from a severe toothache. You may have been sitting around the house for hours because of your aching tooth. Then suddenly the fire bells ring; the noise of the heavy motor engine dashing by draws you quickly to the window. The fleeting excitement of the passing fire apparatus diverts your mind from your throbbing tooth. The counter-attraction of the noise and excitement make you forget your pain and your toothache disappears.

Perhaps your head has been aching for some hours. You are excited, distraught, and your brain throbs. A friend calls and invites you to attend the theatre. You weakly consent, not expecting to enjoy yourself one moment on account of your distressed feeling. As the curtain is slowly raised and the opening lines of the play are spoken, the law of counter-attraction comes into operation and you forget your headache. You forget your discomfort and become enthralled with the play portrayed before your interested gaze. When the curtain falls you awake to the fact that your headache has entirely gone. Such is the law of counter-attraction.

Use this force day by day. If a pressing prob-

lem confronts you, do not feverishly concentrate upon your problem. Calmly look beyond it, beneath it, around it. See if there is some way to overcome or to escape that problem. If you concentrate and focus on your obstacle, if you allow it to obsess you, then it becomes a menace to peace of mind. There is a silver lining to every cloud; dawn is the daughter of the night. Do not concentrate and let darkness frighten you; look beyond the darkness and the light will become visible; then presently time, in its own revealing way, will probably turn your darkest cloud into a rich blessing.

Use the law of counter-attraction. It will help to clarify your vision. It will aid in the overcoming of all life's handicaps and will tend to keep you sane and normal in mind and body.

### VISUALIZATION

Have a definite purpose in life. Do not aimlessly drift. Find out what you want, then mentally photograph and impress that thing upon your brain and mind. Make it an idea through your sense of sight. Speak it aloud and use your auditory sense, then determinedly concentrate on it. Thus you begin constructively your process of visualization.

In checking up the history of successful peo-

ple we find that the law of visualization has often played a most important part in their achievements. Unless you visualize in a concrete way and allow your mind to center on this mental picture a few moments each day, success through mental imagery may be long deferred.

Time may reveal that you have created an imperfect picture. In that case do not hesitate to blot it out at once from your consciousness and mentally photograph a superior picture. Visualize each day; let directed purpose play an important part in your life. Have a definite incentive toward which you may daily bend your steps. Visualization, hard work and the wise use of time are the foundation stones of a successful, achieving life.

### INSPIRATIONAL POETRY

The daily recitation aloud of an inspiring poem or affirmation will help to elevate your life. Poetry is psychic. It is a product of the subconscious mind. Learn to enjoy poetry, try to feel its quickening breath; it is a necessity of life and a most inspirational force. Make a habit of reading and interpreting an inspiring verse every morning before going to your place of business. Try it. It will prove most helpful and is worth the experiment. Secure a copy of

the author's little book, "Friendly Thoughts." There you will find a vibrant verse and affirmation for every day in the month. Hundreds of people have profited by the daily recitation of these radiant thoughts.

### ENERGY

Energy is a vital principle and should be considered in connection with time. You have time and you have energy; therefore spend your energy constructively in the time you have allotted to you. Make your energy productive. You can use energy on trifling matters that will bring but a slight return, or the same amount of energy may be given to more profitable things which will bring you a most munificent reward. Particularly if you are advanced in years should you aim to get greater returns for energy expended.

Plan to do bigger things; let experience be your guide, develop your fund of knowledge, improve your work, then you can reasonably demand a higher price for your services.

Young people must travel the same path of experience over which you have passed. As a rule youth is unwilling to profit by the experience of others. It must purchase wisdom in the same manner that you have, by the way of

personal experience. Those who are advanced in years and are enriched by experience are entitled to a larger return for the use of their services. Their ability, acumen, intellect, knowledge, have been dearly bought. These, therefore, should rightly expect a larger measure of compensation for their service.

### IDEALS

Have progressive, purposeful ideas at all times. Constantly have the ideal of perfect health. Realize that glorious good health can be obtained only by harmonizing one's daily life with the basic laws of human life: the laws of oxidation, nutrition, motion, breathing, eating and walking. Study these laws and apply their principles constantly to your mode of living and health will surely be yours. The only path to permanent good health is that of thorough harmonizing one's system of living with the natural laws of life. Have youth as an ideal in your life. Keep your body sinuous and pliable by gentle exercises. Eliminate all awkwardness and stiffness. Keep your mind filled with the consciousness of youth; mingle with young folks; do not lose your desire to play. Laugh and smile and get the most out of life. Health and youth are indeed ideals which you should ever be expressing.

Normality should be an ideal in life. Avoid tension, twitching and nervous demonstrations of any kind. Just hold the ideal of sanity and normality at all times. Nerves rule every part of the body, and if the nerves are upset or unhinged, there can be no real joy in living. Health, youth, strong nerves, these are the three ideals for which you should ever strive,—three qualities that are fundamental to the enjoyment of success.

### OPTIMISM

The optimistic man is welcomed everywhere. The grouch, the joy-killer, the gloom-bearer, is a source of depression to others. Let your eyes sparkle with the fire of optimism. See the bright side of things; do not look for gloom and despair. Ride on the sunbeams of life. Look for happy skies. Be filled with the spirit of mental sunshine so that your very presence will radiate the joy of living.

The optimistic man is a life-builder; he is a reflector of inner joy, hope, faith and charity. Become a radiant optimist. Optimism pays precious dividends. Do not allow your mind for one instant to harbor thoughts of pessimism and despair. The pessimist is a cloudy person. He reminds one of a gray day. The optimist carries with him the vibrancy of sunshine, good

cheer and uplift. Let optimism be a stepping-stone to lead you to the higher life of mastership and achievement.

### VISION

Vision is a brightening principle of the achieving life. Vision discloses joy to heart and soul. Vision enables one to lift the shades that most of us keep eternally pulled down. Vision imparts the desire to look beyond the mere confines of ordinary life and sense its full beauty and real meaning. Express vision so that your life may be filled with a deeper sense of understanding.

With vision there is no repining, no weeping, no complaining. From vision comes that wisdom that enables one to see the light shining behind every cloud. "Without vision the people shall perish," says the Psalmist. Without vision we are in the clutch of limitation. We are narrowed, earthbound, self-centered, we are victims of prejudice and selfishness.

Let the power of vision stream through your consciousness. Let it be your beacon and searchlight through life; then all the rough and thorny paths will be lighted. There will be no darkness or hampering of your progress—with vision as your faithful guide and friend.



## ATTITUDE

Attitude is an intimate quality and its harmony or disharmony depends on the condition of your mind. If you have a healthy state of mind you will hold a healthy attitude toward life. If you have a morbid state of mind your attitude toward life will be unhealthy.

In the same environment a healthy state of mind will find honey and an unhealthy state of mind will find bitterness. It is all a mind condition. Try to adjust your attitude so that common sense, reason and sound judgment will be displayed at all times. Learn how to give and take; do not stand like a rock, claiming that you alone know what is right and best. Polish off your rough edges, look at things from the other fellow's standpoint. The mighty tree bends and sways with the stress of the storm; it adjusts itself to changing conditions. So, too, must you.

Learn the law of attitude and adjustment so that you may live sweetly and serenely, without unnecessary friction. Then the nagging cares and disappointments of life will not bring you unhappiness. As life's problems daily arise you will know how to deal with them successfully.

The law of attitude is one that should be care-

fully studied. A healthy attitude blesses your life and sweetens the lives of those around you. Encourage yourself to develop healthfulness of mind; it brings in its wake precious returns.

## CHAPTER VIII

### THE ELEVEN ESSENTIALS OF LIFE

How to live an abundant life. Qualities that make life worth living. How to reach the higher planes of life.

*Life is a burdened yoke, I thought, a thing of pain and strife,  
But all-revealing years have taught God's greatest gift is life.*

Life should be a period of happiness and fullness. It will be when you comprehend that it can be properly lived only through the medium of giving, serving and loving. Only through these three qualities can you hope to reach the supreme heights.

Love is the first great essential of life. Love is the one thing in life that never fails. Love is the one force that always lives. Keep your spirit young with the vibration of the fountain of love. Keep love close to you and you will never be lonely. Love is the foundation of everything that is good, fine and noble in life. Love is the most precious possession you can

have; with it you are rich beyond measure. When you harmonize your daily life with the sweetness of love you are blessed indeed. Love is a vital necessity of existence, and to understand love and to appreciate its divine worth you must give it. To be a recipient only means that you cannot comprehend the real power and glory of love; give abundantly and you will receive abundantly. The manifestation of love is the same in animal and human life. A mother will never hesitate to dash into a burning building to save her child from death. A hen in a burning barn gathers her chickens beneath her wings and is burned to a cinder, but the chicks, though singed, are saved by the mother body. The same divine principle is expressed in both animal and human hearts. Love is the only force that will bring into the world peace and brotherhood of man. Nations will cease warring only through the expression of love; love alone can bring into the hearts of men everywhere the sense of friendship and brotherhood. Speed the day when an ocean of love will be welling up in the hearts of all the people of the earth; then can we say good-bye to hate and war and destruction forever. Love alone will accomplish these miracles.

Health is the second essential of life. The

most important principle of life is to be well, and to be well means that you must be constantly vigilant. You must exercise understanding care about your body. Guard against becoming a health extremist—just formulate the desire to have good health as a partner of your life as long as you live. Good health must be paid for. Remember that your body is subject to natural laws: correct eating, conscious breathing, daily walking. These three principles must be faithfully carried out; otherwise good health cannot permanently remain with you. Add to these natural laws the attitude of right thinking, then you have the basic plan of a strong body and normal, steady nerves.

The third essential is Gratitude. Be grateful for God's gift of life. Be thankful that you have work to do. Express gratitude for all the blessings you enjoy. Even the smallest blessing in your life should be a source of heart-deep gratefulness and thankfulness. What is gratitude? It is the memory and forgetfulness of the heart. Never forget the kind turn that has been done you by some friend. Always keep alive and green the remembrance of that kindly deed. But promptly forget when you help some one else. Gratitude remembers and extinguishes. You violate the law of gratitude if you

remind some one that you have helped him in the past. Help others, serve others, then promptly forget it. But always keep green within your own heart the remembrance of even the slightest help that has been extended to you by others.

The fourth essential is Friendship. Herbert Casson says: "If you want to make more money, have more friends." We need the advice and inspiration of good friends. Without friendship life is scarcely worth the living. But sincerity must be back of your friendship. Have friends because friends are a vital necessity in life. Giving is the master key to friendship; it is by giving friendship that you receive it. Believe in friends; cultivate intelligent friendships; be slow to drop old friends for new ones. Think carefully before you dissolve the precious bond of friendship; it is too valuable a possession to be lightly broken or thrust aside. Have no friends that are negative or morbid. They would retard your progress. Seek radiant souls that will inspire and help you to reach the higher levels of life. The time to forge friendship is in the period of your abundance, in your time of opulence. Then, if the time should come that you need the companionship and intercourse of a good friend, it will be forthcoming,

because you have fulfilled the law of friendship: you have given freely in your time of prosperity.

The fifth essential is Happiness. A life that is not expressing the tonic effect of happiness is gray and empty. Happiness is merely the law of adjustment and attitude. The unhappy man needs the medicine of optimism and good cheer. Instead of looking for the poison in life he should look for its honey. The part that environment plays in regard to happiness is exceedingly small. To keep one's attention focused upon some undesirable part of his environment keeps him continually unhappy. Fight discord and confusion. Do not allow others to bring unhappiness and care into your life. Smiles and serenity of mind are stepping-stones to happiness. Learn how to bend and unbend; adjust yourself to the changing conditions of life.

Happiness is not a thing that is easily won; it requires a thorough knowledge of the laws of living, so set to work and win for all time this very necessary element of supreme living, the spirit of contentment and happiness. Do not defer your desire to be happy; if you permit yourself to be unhappy to-day, you can hardly expect that to-morrow will find you in a happier frame of mind. Ours is a wonderful world. To live successfully, do not try to make your own

laws or recast the world to suit you. It might not be so fine or run so smoothly if you were able to carry out your wishes. Refuse to worry. Live abundantly to-day. Look for joy and smiles and happiness to-day. Let every contact with others be vital with gladness and good cheer; thus you insure constant happiness for yourself and you spread mental sunshine around you wherever you go.

The sixth essential is Generosity. A generous spirit should be diligently cultivated; it is by giving that we grow; it is by giving that we find happiness; it is by giving that we live; it is by giving that we receive. Be known as a generous giver. To hoard means that you are sowing seeds of need for the future. The Great Giver of Life is generous beyond measure; he gives and ever gives, and yet He always has a superabundance, more than plenty left over.

I read a story recently of a woman living in a suburban town adjacent to Columbus, Ohio. This woman has a wonderful rose garden. Her neighbors likewise have rose gardens with as many rose bushes or more than she has in her garden. During the rose season this woman, with generous heart and generous fingers, keeps busy plucking her roses and giving them to others, but, wonderful to relate, the more she



gives the more she has to give. Her neighbors are extremely cautious as to the giving of their roses, but this generous-hearted woman ever gives and the rose bushes, evidently glad of this giving, keep on yielding to the demands most prolificly. A generous spirit means the acquisition of more satisfaction and joy in life. Aim to nurture the desire to give; develop the spirit of generosity in your own life. It is a good plan indeed.

The seventh essential is Time. Time is all that life can give you. When you awaken in the morning you have in your possession twenty-four precious hours; deducting eight hours for sleep and eight for work you still have eight hours left for recreation, education and growth. Put play into life; use some of your hours for fun and laughter. Spend some of your time in growing in a positive way. Utilize some minutes each day in the practice of mental gardening, rooting out the mental weeds and thistles. Whatever else you do with your time, spend it wisely.

Time is a great revealer. If you discard constantly the whims and negative traits which make people dislike and avoid you, in a short time a marvelous transformation will happen in your life. You will become more positive, more self-

reliant, and your personality will take on a more pleasing and friendly aspect.

Time should never be wasted in useless gossip. Never fritter away a moment in vain regretting or talking about the past; your time must be spent in a more useful way if you want to grow in power and leadership. Look upon time as something sacred; guard it jealously; make every minute count. Be able to look back at the close of each day and know that you have created something worth while during the hours that have passed.

Sound Judgment is the eighth essential of life. The universe is run according to the law of balance. That majestic law is constantly in operation everywhere. Learn how to understand. Get depth and wisdom as partners in your life. Do not allow yourself to be easily swayed; when you have your mind made up, push through with the thing you have resolved to do; if opposition comes up, smash through it if necessary. Have the faculty of being able to judge at sight. If there seems to be something ulterior behind a proposition, never hurry to complete it. Avoid taking a definite stand. Be able to judge with sanity and calmness. People will then respect your profound judgment.

Sound judgment will enable you to escape

many of the pitfalls of life. When you have the quality of balanced judgment you will learn that as you sow, you reap; therefore, you will hesitate to do anything that might invoke the law of reaction in a destructive way. The exercise of sound judgment pays a rich reward because it reduces your mistakes to a minimum. It helps to banish fear and worry from your life; it lifts you above the ordinary man and makes you a superior instead of an inferior. Sound judgment comes from experience with people. It may also be cultivated by reading deep literature and associating with people of learned minds and mature experience. You cannot possibly hope to develop true magnetism without this great essential of sound judgment; seek it daily, and grow with that power-expressing acquirement and all things are possible.

Personal Power is the ninth essential. Personal power is molded by the quality of poise, observation, perception, and dependence upon one's self. When you have that mighty possession as a constant force in your life, you are not easily led astray and your personality becomes most magnetic and attractive. Personal power is not won over night. You cannot jump into it. It is a thing won by slow plodding and natural growth. A man who manifests personal power

does not sit or stand or move in a jerky way; he is the personification of grace and sinuosity. He is not a victim of the jumping habit. He reasons with his mind and not with his heart. The man of personal power favorably affects others. His personality expresses calmness and dignity, and he is in every respect a superior individual.

Service is the tenth essential. It is practically impossible to live life in its fulness without having service as a constant goad and urge. The creed of the Rotarian is well worthy of mention: "He profits most who serves best." If you would be happy in your service you should treat others as you would have others treat you; the Golden Rule should be the guiding star in the life of service. The man who watches the clock, the man who arrives late at business and hurries away at first at the close of day, is not expressing the service spirit. Cheating is never profitable; down through the ages men have deceived themselves by thinking they could get something for nothing, but it never succeeds. You must give to receive. Serve with a full recognition of your responsibility to others. Let your service be profitable not only to yourself, but to your employer as well. So few of us are willing to give our best, thinking that we can get along just as well with lessened effort.

George Bernard Shaw was once approached about the possibility of making the Golden Rule a workable business policy and replied: "How do I know? since it never has been tried." But times have changed since he made that statement. Here in America Arthur Nash has demonstrated to the entire world that service pays when actuated by the spirit of the Golden Rule.

If you are not putting the spirit of love into your service it cannot be fully successful. Inculcate more love, more joy, more wisdom, more energy, more vision in your daily work, and within a very short period a greater reward will be yours.

The eleventh and greatest essential in life is that of Understanding. A verse in the Bible says: "To him that hath shall be given." It means that when you possess understanding, all life's treasures may be yours. When you realize your closeness and oneness with the Divine Source of all good, life takes on a new thrill, a new depth, never experienced before. The spirit of understanding enables you to look at life with seeing eyes; it points the way to the attainment of the finest, noblest and best in life.

These essentials are the stepping-stones to higher living. Use them day by day and you are ever heading in the direction of victory.

You will never be a trailer or an irresponsible straggler if you harmonize with these great principles. Nothing can be denied you, nothing is impossible, when you diligently use these forces. Do not hope to acquire these great principles at once; it may take months or even years before they are all your very own. By constant vigilance, by patient study, by tireless doing, by keen investigation and soul-deep desire you will in good time have these essentials as great lights shining and illuminating within. Let the winning of these qualities be a constant ambition; never be supremely contented until you have won each and every one. Then you will enjoy living life as it should be lived in the growing, achieving way.

## CHAPTER IX

### THE WINNING OF SUCCESS

How to win it and keep it. Tested plans and methods for attracting success.

*I can achieve, I can and will,  
The lofty heights I'll climb.  
My tools are three, constructive thought,  
Work, wisely used time.*

Recently one hundred young men were asked to write down what they desired the most in life, and eighty-two of them wrote that they wished "Success."

What is success? It cannot be measured in terms of money. Dollars and cents cannot possibly be construed as the only essential defining the term success.

Last year almost one hundred millionaires and about four hundred very wealthy men and women committed suicide because they lacked something that money could not buy. To define success as money alone is therefore ostensibly and obviously erroneous.

True success is composed of many things. There is no success without health; all the money in the world is of little avail if glorious good health is lacking. There is no success without happiness; it would be far better to live in a humble cottage by the side of the road with happiness than to live in the finest mansion where unhappiness abides. Success is far removed from the life that is not filled with the desire to serve others; a successful life means primarily a life that is doing constructive work in the sight of God and man.

The first outstanding principle of success is that of starting out in the right direction. Find out what you want to do; by doing the work that you love to do you will win success much more easily; then create a mental picture of that which you wish to win and hold that picture persistently in your conscious and subconscious mind.

Sir Thomas Lipton, the famous sportsman, once told me that he achieved his marvelous success because of three vital principles. He said: "My first principle of success in life is that of a visualized goal. When I worked for fifty-two cents a week as an errand boy in the city of Glasgow, I determined that some day I was going to have my own store, and that that store



would be the nucleus for a chain of grocery stores throughout Great Britain. I held to that thought. I was determined to have a store, and, as focussed thought is the seed of all action, presently the visualized store became a reality.

Then Sir Thomas Lipton added: "I worked hard. Hard work was the second principle of my success. I used my mind constructively; I visioned my goal and then I labored incessantly, working many days twelve, fourteen and sixteen hours. But," he said, "hard work never injured me and I am a young man to-day, although beyond three score and ten."

Then he said: "My third principle was Love. I inherited from my mother the desire to entwine my life with the spirit of love. I loved my mother sincerely and devotedly. She told me, as a child, that success could only be won and retained by the power of fair dealing and love. I have put love to work for me in all of my stores; I give my employees a square deal. We have love as a partner in all of my enterprises, and I owe my great success to these principles.

"Having a goal and a constructive vision, working hard day by day, then having the spirit of love, sterling character and fair play per-

meate through every phase of my business life, these are the three forces that have enabled me to lift myself from the struggling rut of mediocrity to the position that I occupy to-day."

Live a constructive, productive life. Do not waste your time; make every moment count. Time is life's greatest asset. When you live usefully you create, thereby harmonizing with the creative laws of life.

There are three master keys that will enable any one to win success in life.

The first one is Ambition—"I must."

Wholesome ambition will urge a man on to do his best. Unwholesome ambition sometimes will cause a man to sacrifice his future for some temporary gain. Let your ambition be of the worthy kind; let it be founded on the rock of high character, with the idea that you are going to advance by merit, by intelligence, by the creation of a goal, by service, by doing unto others as you would have them do unto you. Let the fire of true ambition burn within you. Listen to the voice of ambition. "You must," it says, follow its purposeful call, and Confidence, the second step to advancement, is disclosed.

Confidence is the second master key. Listen also to its urging, silvery voice as it whispers, "You can, you can."

"You must," Ambition says.

"You can," Confidence echoes back.

But when ambition urges you and when confidence inspires you to go on, you will have foes to contend with. Indolence will strive to take away your ambition, to impede your desire to achieve in life, and in its subtle, siren way will urge you to think of pleasure instead of hard work; it tempts you by promising easy paths—but you must not listen to the tempting voice of indolence. Let ambition be your guide, let confidence be your constant aid, and you will drive away the enemies that tend to keep you in a rut.

Fear is a giant enemy of success. When you limit yourself, when you are afraid to advance, you must use the forces of ambition and confidence to rout fear, as you have driven away indolence; then, when you are released from the clutches of indolence and fear, you generate a driving power within, that of determination, the third master key and achieving quality of success-building.

Do not think that life is always going to be a constant time of joys, romance and adventure. Problems must come; life is more successfully lived when crosses and burdens present themselves. We grow by overcoming. We become

strong by doing. Patience is necessary in life; impatience quite frequently drives from us the best. When obstacles confront you, do not become impatient and retreat; just study your obstacle and you will find a way to master it. Do not become so obsessed with your handicap that it will cause you to stop trying and give up. Keep going on, recognizing that life tests you by obstacles.

Some years ago an American tourist was visiting in Italy and one day went on a mountain-climbing expedition. While so engaged, he noticed a lumberman sorting logs by the side of a mountain stream. Some of the logs he allowed to go down with the stream, others he pulled aside to be hauled to a neighboring factory to be turned into furniture. Being curious, the tourist asked the lumberman: "Why do you hold back these particular logs?" And the woodsman replied: "These trees that I have selected to be manufactured into fine furniture are those that grew on the top of the mountain. They were tested by the gales and the storms and they withstood the power of the tempest, therefore they have developed a superior quality of wood, and we use these high-grade trees in making a superior quality of furniture. The logs that I am allowing to go down to the valley

below are an inferior grade. They were the sheltered trees that grew on the sides of the mountain and did not have to overcome the contending storms that were present on the brow of the mountain top."

So it is in life. When tested and tried, the aspiring life rises to meet conditions and to do its best. Necessity is the most powerful force in the universe; it promotes thought, and forces one to do his utmost. Life never forgives a quitter. Any weakling may abandon and lie down in the battle of life, but the one who sticks, the man who refuses to stay down, is the man who will achieve and win, in the long run, in the battle of life.

Remember the story of the frogs. Two frogs wandered into a farmyard one afternoon and noticed the upturned top of a milk pail. They hopped in—to enjoy a sleep, and presently the farmer came along and filled the pail with milk; not noticing the frogs inside the cover, he fastened it on the pail and the frogs were thrown into the milk. One of the frogs, being of a pessimistic nature, decided that it was of no use to struggle, so he stopped trying to swim and speedily lost his frog life. The other frog, being of a different temperament, kept paddling for several hours, endeavoring to save

his life. Presently, to his amazement, he found the milk becoming solid; his paddling and movements had churned the milk and now he securely rested on a firm raft of butter! In the morning, when the city milkman removed the cover, the frog hopped out to enjoy his frog life, leaving his inert companion inside.

So it is in life. When you keep on, when you turn your eyes towards the light, when you dare to do, when you struggle to your feet after the fury of the storm has spent itself, then you fit yourself for success in the future.

Do not give up. No matter if life has bludgeoned you a dozen times. If you have been knocked down repeatedly, keep up your faith; keep the spirit of hope alive, and as long as hope is registering within, you can "make good" in life. You cannot fail to triumph ultimately if you keep hope and faith alive and active within.

Dare to dream, dare to aspire in life, but do not let your dreams and aspirations make you unbusinesslike. Dream and aspire wholesomely and know that the best in life is rightly yours. It is no sin to desire success. How can you give to others if you lack?

Go forward day by day with the thought of winning success. Desire success not only for

yourself, but also for the benefit and happiness of your family and of your friends.

Have a soul-deep wish to aid others who are struggling in the rut of poverty and ignorance and who have not yet found the way out. Give to others the best you have, and that which you give so generously will bless the giver as well as the receiver.

Visualization is a marvelous force for success.

Dr. Orison Swett Marden tells a story about John Wanamaker, how he visualized for success, and how his mental picture, plus square dealing and superior, hard work, won him well-deserved prosperity.

There is danger in visualizing if it takes away the desire to work. Good service and visualization must go hand in hand. If you sit down and expect success to fly to you merely by thinking about it, time will reveal that you have acted most injudiciously. Instead of success, unhappiness and failure will probably come your way. Know how you are heading in life; see that you are headed toward success. Otherwise every step you take is away from your goal instead of toward it. Carry around with you the success atmosphere. Check up on yourself occasionally; question yourself as to whether you have em-

bodied in your life the necessary elements to win the birthright that is rightly yours—real, unadulterated success.

“How are you heading? On up grade,  
Fearless, dauntless and unafraid,  
The light of vict'ry in your eye,  
Your shoulders squared and head held high?  
Because you vowed 'I will prevail,'  
You cannot, dare not, must not fail.  
No power on earth can hold you back,  
You're traveling on the victor's track;  
On, on, scale heights that tower so steep  
Through storm and night and tempest sweep.  
The goal is yours; you'll win the prize;  
Though oft you stumble, quickly rise;  
Be not discouraged, still pursue  
Until life's best is won by you.”

That is the indomitable spirit in which you must start out in your quest of attainment. There is no failure with such a program outlined; through such a plan success cannot be long deferred.

Courage will help you towards success; not a parasitic courage, not a feigned courage, not the courage that comes from the taking of drugs or stimulants, but the soul-deep, real courage—the courage that is exemplified by the police officer who, in the darkness of the night, goes down into a dark cellar to get his man where he



knows a murderer is lying in wait with his gun primed to kill.

Let your courage be of the duty order. Do your duty. It is an obligation to be brave and courageous in life. Courage will lead you to the higher levels in life. Be ashamed to be afraid; that is the type of courage you should inculcate in your daily program of living.

Tom Masson tells us a humorous story about the stimulated brand of courage. He relates that a mouse living in a farmhouse, hearing a crash in the kitchen, timorously ventured from his hole to investigate the noise, and found that the farmer had dropped a bottle of whiskey and it had formed a pool in a depression on the kitchen floor. The mouse, smelling the liquor, thought he would like to sample it, so he took several sips and then retreated to his hole. Liking the taste of the whiskey he presently emerged again and imbibed a generous quantity, then adjourned once more to his hole to contemplate the reaction. This being exhilarating, he ventured out again and sipped a considerable portion of the whiskey. Noticing an upturned pail on the floor, under the stimulus of his newly created false courage, he climbed on the pail, stood on his hind legs, frisked his tail and whiskers, and shouted: "Come on you darn cat!"

That is a false brand of courage, not the type that will lead you to the heights of success. On the contrary, it will greatly impede your forward progress. Cultivate true courage, because you will have more happiness, more joy in your life when you have the spirit of fearlessness constantly with you.

Self-confidence will help you to win success. Many a man with a mediocre education is occupying a high position because of the spirit of self-confidence. The world has a high place for the self-confident man. Some highly educated men are occupying almost menial positions because they lack the driving force of self-confidence. "Timidity is the stumbling block to success," says a Japanese proverb. When you are self-effacing, when you speak in a strained way, when you carry around a shrinking atmosphere, you depress others. The world judges you by the way you look, speak and act; it has no time to dig down and investigate your real ability and powers. Be a living advertisement of success. Stand up! Be an upstanding man, keep your chest lifted; carry yourself with poise and self-assurance and the world will respect you and give you what you deserve.

The story of Ella Wheeler Wilcox is one that reads like a fairy tale. When she wrote her

first poem she sent it out eighteen times and it came back each time, but she was not discouraged; she believed in herself; she had implicit confidence in her work. She kept altering and improving her poem each time it was refused and returned. Finally, on the nineteenth time, it was accepted and became the foundation stone of her marvelous success later in life.

By keeping everlastingly at it, by having pertinacity and stick-to-it-iveness, by having patience and perseverance, by keeping the optimistic spirit alive, you cannot be denied. That which is rightly yours must become a part of your life.

No life is properly lived, no success is real success, unless the spirit of the Golden Rule is observed. Do unto others as you would have them do unto you. That is life's golden law, and that aspiration will be a giant magnet to attract success.

Read the story of Arthur Nash, of Cincinnati, and learn how he turned almost certain failure into a gigantic, triumphant success, by inculcating the spirit of the Golden Rule in his business, thereby changing it from a seeming failure to a tremendous business in six short years!

So many of our business men fail because they lack this great knowledge of the law of success,

since success is found by following and harmonizing daily with its own specific laws. Sometimes it is more difficult to hold success than it is to achieve it. Learn the laws of winning and retaining success. Link in with these laws; then when you attain success you will also have the assurance that it will abide with you.

The spirit of optimism is one that greatly affects success. The business man who is going around looking for trouble or failure usually finds it. I read a story recently of a man who inherited a thriving business from his father. Not being well versed in the ethics of business management he developed a supercritical attitude toward his employees. He came to business each morning with the destructive idea of finding fault, he scanned the furniture to find traces of dust, he looked for cobwebs. He hourly searched for something to criticize, he made his stenographer nervous by his erratic actions, he scattered his papers around his desk. He discouraged his manager and found fault with his saleswomen. He rarely smiled. Little did he realize that he was daily sowing the seeds of failure.

Within three years, because of his unwholesome attitude and irrational, unbusinesslike methods, his store was in the hands of a receiver.

He was a bankrupt because he violated the ethics of success and achievement. He lived in a state of confusion instead of one of harmony.

The spirit of wholesome optimism always pays. Even extreme optimism is justifiable as indicated by the following story.

A man had built a seven-story apartment house, and on the roof he had constructed a bungalow for his own use. When the house had been completed he invited numerous friends to visit the building. Every floor was thronged with scores of admiring friends on the day of inspection. The owner of the building had taken about a dozen of his guests to the roof. The hand-rail which was planned to extend around the roof had not yet been put up and the owner stepped backward, not realizing until too late that he was going over the edge of the roof. But his optimism did not desert him. As he passed each floor hurtling downward he shouted to his friends, "All right so far," and when they rushed down to the yard below, expecting to pick up his mangled body, they found he had landed on a network of clothes lines and escaped injury. He was nonchalantly removing the dust from his clothing when they arrived on the scene.

Do not speak about poverty. Do not live in a

poor neighborhood; it is better to have one room in a neighborhood of respectability and affluence than to have six rooms in an environment of want and need. Vibrations affect you, and if you constantly mingle with those who are poor, these vibrations are of a destructive nature and will hold you down.

Some months ago a woman came to my office and told me that she was unable to advance herself in her position. She informed me she was a fitter in a woman's clothing shop. She said: "I am supporting my old mother and I find it so hard to make ends meet on \$35.00 a week." She continued: "Somehow I am so imbued with the spirit of poverty in the neighborhood where I dwell that I am constantly thinking of the need of poor children there, and I am obsessed by their dire poverty. I am afraid I carry around a depressing, gloomy atmosphere which prevents me from advancing myself."

I advised her to take one room in a prosperous neighborhood, which she could get for the price she was paying for four rooms in the cheap locality where she then lived. By removing herself from the vibrations of those stricken surroundings she would not be exposed to such a depressing environment; then a change for the better would come about in her personality,

which would be certain to be noticed by her employer, and better pay and added responsibility would surely follow.

Six months later, by following my advice and moving to the West Side in one large room, this woman changed her negative frame of mind to a healthy and positive one. Soon after she was raised to the position of head fitter at an increase of \$15.00 a week in her salary. It is always profitable to live in a good neighborhood, removed from the vibrations of need and want.

Never belittle yourself in life. Always think well of yourself. How do you expect the world to believe in you, to reward you, to respect you, unless you think well of yourself? Get your blood fired with the spirit of enthusiasm, keep fresh your desire to win success by superior methods alone. Success won by personal endeavor, high ideals and hard work, is lasting success—do not try to win success cheaply. Do not be discouraged if you are a failure at forty; many of our most successful business men were almost penniless at forty-five. Your success must take time. What comes to you easily will go from you easily.

An inspirational wife is a great source of success for any man. Every wife should be a constant inspiration. Every husband should be fired

with earnestness and desire to win success so that his family as well as himself may have every reasonable comfort and luxury. A woman who will place her hand on her husband's shoulder and give him inspirational advice and words of encouragement will accomplish very much more than the woman who destructively nags, goads or criticizes her husband.

Friendship is a test of the achieving life. There is no real success without the association of soul-deep friends. Even if you have but one loyal friend it shows that you have expressed in your life the true spirit of friendship.

Never commercialize friendship but cultivate it by giving. Particularly give friendship when you are living in affluence; then if misfortune should overtake you, if failure should overcome you, if sorrow should visit you, you will find the seeds of friendship that you have sown in your time of prosperity have fallen on good ground and you will not be lacking the love and cheer of a good friend in your time of straitened circumstances.

Friends will help you to advance in life. Whenever you are in a hole, do not hesitate to ask for advice and guidance from a genuine friend. An achieving life will always give out inspiration in its daily intercourse with others.



This is an old story worth repeating. Years ago, in the city of Boston, a man was walking along the streets one summer afternoon. Noticing a small colored boy struggling with a heavy bundle on his back, he approached him, and, lifting the bundle from the boy's back, said, "I will carry it for you, my lad." The kind man burdened himself with the package until the boy arrived at his destination, then, handing the boy his package, said: "My lad, always lend a hand; look up and lift up." From this kindly deed and inspirational advice came about the worthy career of Booker T. Washington.

A kind deed, prompted by the spirit of helpfulness and unselfishness, is always productive of good. Scatter seeds of uplift and helpfulness along the highways and byways of life wherever you go. Some day they will return, bringing you a full measure of joy, inspiration and success.

No man is so great that he can live solely for himself. He must learn that we are all related, for when he withdraws into the shell of his own consciousness, he shuts out the fine associations and helpfulness of other lives.

In one of Dr. Marden's inspirational books a story is told of a mother lion who went to sleep in the forest and left her cub to play by himself.

During the night the cub went astray in the forest, and in the morning a mother sheep who

## CHAPTER X

### UNDERSTANDING

Thoughts about life—soul-development. The laws of life.  
The recognition of the supreme principle behind life.

*True faith and hope, good cheer and joy,  
I ask my way to light,  
To see the good in all mankind,  
Hate wrong, keep seeking right.*

When you become a student of life the first thing you will observe is that we are living in an orderly universe, that nothing happens by chance, that all is operated under definite principles of law and intelligence.

The next discovery will be that there is no permanency save that of change. Life is an ever-changing panorama and vista. "All must change," says Buddha, "save the law which says that all must change."

The principal goal in life should be to study its laws so that one may live purposefully and intelligently. The study of biology shows us

put us here to express need and poverty. By arousing the achieving spirit within, by constructive thinking, by carefully planned hard work, by expressing the spirit of the square deal in everything we do, by ability and enthusiasm, we can all go forward, finding rich reward and recompense for the outlay of thought and labor, and failure will forever become a thing of the past.

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that slowly and laboriously through the ages man has come as the result of law and purpose. It has taken countless thousands of years for man to reach the development he expresses to-day. Vegetation was the primary development of life on earth, then came the animal. From a very lowly beginning, because of the principles of law and purpose, various shapes were evolved until the masterpiece of all—man—had arrived.

A week ago I beheld a miracle. In mid-April, on account of cool weather the eager trees, endeavoring to express their budding life, were being retarded. On Saturday, as I walked through Central Park, I noticed the buds were not unfolding because of the unseasonably cold weather. As I walked the following afternoon over the same path, what a transformation had taken place! Now the sun shone with its warming rays. The cold had been dissipated. The sun-rays were summerlike in their intensity and the buds had responded to the stream of energy and life that was being so generously showered on them. No longer were the buds wrapped in close embrace; they had opened through the power of the sun and a miracle had happened. The very air was thick with countless millions of midges, eggs of which had been deposited in these trees months ago and had germinated and

were now hatched to full individual expression of life by the combined action of the energy within the trees and the heat of the sun. The air was almost darkened by the swarming clouds of these tiny living things, and I realized that they were not there as the result of an accident or by chance. They swarmed in the April warmth because they were necessary for some wise purpose understood by Nature, perhaps to teach us that all life is dependent on vegetation for its perpetuity.

The earth is the great mother principle; the sun is the father principle of life—the earth the contractive force, the sun the expansive force, all life being the result of pressure and suction. But back of it all is *the* first principle—the Great Source of all, who never had a beginning nor will ever have an ending. Nature itself is limited; nature may be measured, but the Divine principle is unmeasurable, unfathomable, unlimited, and ever-growing.

Experiments upon birds recently demonstrated that the powers of locomotion and self-preservation were implanted before the complete brain had developed. A bird whose brain had been removed flew into the air, then alighted and ate food as if nothing untoward had happened, indicating that the brain was a

more recent development than the other parts of the body.

The faculty of memory is found in even the lowest form of life. A worm was used as an experiment. Two holes were made in the ground and in one of the holes a tiny live wire was placed. The worm was placed in the first hole and then lifted out; he was next put in the second hole where he came in contact with the live wire, which evidently made him feel most uncomfortable. He came squirming out and crawled into the first hole, where he seemed to wish to remain. Attempts to induce him to re-enter the second hole had to be forceful before he would consent. He remembered he had suffered annoyance in that particular hole and was anxious to avoid another contact with the discomforting wire.

Some months ago a woman, about to move from the outskirts of New York to another city, wanted to dispose of her cat and three little kittens. None of her neighbors being willing to adopt the cat and her family, she placed them in a basket and handed them to a friend for disposal. Her friend motored up the Hudson about thirty miles, placed the basket of cats safely in a ditch, opened the cover and allowed them to have their freedom. About a week later

the woman was astounded to see her cat marching in at the kitchen door with two kittens trailing behind, the third one who had injured itself being firmly held in her mouth. Such is the power of intelligence, even in our lowest animals.

Everywhere around us intelligence is expressed in every form of life. How one should ponder and feel awed in the presence of this majestic, universal intelligence. Argue as you will, there is a definite purpose in life. There is a mission for each and every one to perform. The successful man is he who finds his own niche, who does the work that brings him joy and happiness. Not only is such a life truly successful, but it is setting in motion waves of harmonious vibrations that will make this whole world of ours a realm of surpassing love, joy, beauty and wonder.

Some years ago the industrial chemists of New York City placed a piece of asphalt under the range of a super-microscope. That solid block of asphalt changed mightily under the enlarging focus of the microscope. Now it was seen as it really existed, a whirling mass of atoms, tiny particles traveling around a common center at an unbelievable rate of speed.

There is nothing solid in the universe; all is



vibration, all is energy, all is movement. Stagnation is not tolerated in life. A process of disintegration takes place whenever death is present. Service is the opposing force to stagnation; service means movement, life, action.

In Palestine there are two seas, the Sea of Galilee and the Dead Sea. The Sea of Galilee is flourishing; life teems within it and around it; vegetation abounds everywhere along its boundaries; trees, foliage and shrubs adorn its shores. Why? Because it is alive. There is inflow and outflow; no stagnation, no permanency, no lack of life. Vibration, movement, continuous flowing inward and outward make the Sea of Galilee a sea of life, growth and usefulness.

Let us contemplate the other sea in this country. What do we discover? We find the Dead Sea murky, dense, lifeless, slimy, horrible. It is just the opposite of the Sea of Galilee. Why? Because there is no outlet, no outflow; it is only a receptive sea. It only takes in; it does not give out or share; therefore, the law of growth is violated and no vegetation can be found within its confines. A life that receives and neglects to give is stagnant, unproductive. There can be no true growth, no real hope for supreme achievement and attainment, no genuine happiness

under such a condition. To harmonize with the laws of life, give and you will bountifully receive. There must be an outflow as well as an inflow. Giving the best that you have to others insures a space for intake and better than the best you have given will return.

A life that hoards is breeding need for the future. A life that selfishly withholds a thought that would benefit humanity is a life synonymous with that of the Dead Sea. It has a blocked outlet; therefore it is a stagnant, gray, dead life.

Life building is a serious thing. Every man is his own manager, his own builder to some degree. Founding one's life on the right principles should be his first endeavor. His platform for life-molding should be that of law and order; to respect the laws of God and man; to discover and harmonize with the laws governing mind, body and spirit. Such a life can only be an expression of superior living. This is a world of law, and to live serenely and properly one must find the laws and harmonize his life with them; otherwise, constant violation is sure to occur and the ensuing friction will breed confusion and chaos, and unhappiness will result.

Have a thirst for wisdom. Search until you uncover the great fount of understanding. Your quest for wisdom may have to be kept up for a

long period, but do not become faint-hearted; keep up your patience until you discover the greatest force in life,—understanding, the true comprehension of life, its meaning and its laws.

A story has been told about a young man who wanted to cultivate wisdom. He came to a wise man and said: "Sir, teach me how to find wisdom." The wise man did not make a reply; instead he turned and walked away. A few days later the young man came to him again and said: "Sir, I want to know the way to wisdom." Once more the wise man walked away. Several days later the young man returned and propounded the same question; then the wise man said: "Come with me." Taking the young man by the arm he led him down to the edge of the river; wading into the center he grasped the young man by the neck and forced his head under the water. He struggled vainly to release himself, but after ten or fifteen seconds the wise man allowed him to lift his head out of the water.

"While I held your head under the water," he asked, "what did you most desire?"

"Air, sir, air."

"Did you think about riches, love, honor or success?"

"No, sir; I just wanted air, nothing else."

"Well," said the wise man, "desire wisdom and understanding just as much as you wanted air, and ultimately wisdom and understanding will become part of your life."

Self-effort is the great ladder on which to climb toward soul-development. The desire to lead a better life, the inclination to help yourself, the wish to grow daily so that you may climb to higher levels, are rungs on this ladder of life.

Some months ago a prominent business man came into my office and said: "I have attained wealth, I am respected in my community, but I am very, very unhappy." I asked why. He replied: "In my mad rush for money I have neglected culture, I have neglected education; now I realize my error. I find my soul is undeveloped. Please help me."

I told him he would have to begin life all over as a little child to obtain an education by personal application and self-effort.

Growth of the soul is indeed retarded when one lacks culture, refinement, dignity, and education. Vision is necessary to enable one to see clearly the rare value and great necessity of soul-culture. There should be a desire and a hunger for soul-expression in every life, to understand not only life in its fullness and beauty, but

also the method of living in a higher way so that one's very presence will be a benediction to those with whom one comes in contact.

Meditation practiced daily will help toward your goal of soul-development. Sit down quietly. Lock your fingers to keep them from straying and diverting your attention from your desire. Close your eyes for at least five minutes and get your thoughts filled with the desire to live a nobler, better life. Have a sincere wish permeating your consciousness to so live that your life may add to the happiness of others. This meditation will quicken your higher self; an awakening will take place and you will be reminded of the truth of these words: "Seek and you shall find." Your hungry soul is seeking complete expression and this message of promise will bring peace to your mind.

The second step is the realization that you have awakened your higher self, and you recognize that all things are possible. Through the medium of this newly aroused soul-development you begin a new life: a life of joy, of abundance, of happiness.

Then the third step—the cleansing. No soul development is obtainable until you undergo a spiritual cleansing. Cleanse your heart. All lower emotions are destructive to spiritual unfoldment.

The fourth step of soul development is that of strengthening. Hold your head high. Keep up your courage. Have a hopeful heart. You thus will progress more favorably toward your goal. Then comes the vibrant spark of faith. Let faith sway your life day by day, not only faith in God but faith in your fellowman and in yourself. Faith will lead you to the heights; it will move mountains; it is the master soul-force of human existence, and with faith comes sincere desire to pray for this greatest of all gifts, the possession of soul-expression. Because of that faith you come confidently as a little child, expectantly, asking for that most precious of all things. Breathe a prayer with childlike faith and surely your plea will be satisfactorily answered.

“Giver of Life, I come as a little child, asking to be shown the way to live so that I may exemplify and express Thee more fully, in my daily life and contact with others.”

Just a few words from the heart, prompted by an unquenchable thirst to live a better life. These words will not fall upon empty space; they will be heard and in due course the answer will come, a consummation that will bring you gladness, peace, and understanding.

You will receive into your life the prize of unaccountable worth, the richness of surpassing peace and tranquility of mind,—a reward that is more precious than all the gold in the world. You have sought and you have found; you have knocked and the door has been opened; you have entered into the inner sanctuary of power. Well may your heart brim with joy because of this!

Emerson says: "Every man is a channel through which heaven floweth." How true, but one must endeavor to prevent that channel from clogging by casting out all thoughts of a lowering nature; by digging into that channel with the tools of truth, unselfishness and love it constantly becomes wider and deeper. Then the promised realization, the Kingdom of Heaven that is within, becomes actualized, a living, real absorbing need of life. The more completely you keep your mind filled with radiant thoughts, the more deeply and permanently this great channel of beautiful thoughts will deepen and develop within your soul. Do not limit yourself. Do not drive away the best in life by narrowness of mind and prejudice.

"Ye are children of God," said Jesus. Try to realize the trueness of this expression. "Ye are Gods, the Kingdom of Heaven is within you."

'All power is given unto you. Why not live as a king? Why trail along in the dust? Why live in an inferior, struggling way? The possibilities of human life are stupendous and amazing. Through soul-power one can lift himself above all the nagging cares of life; one can elevate himself to undreamed-of heights.

The physical body must be kept in good condition by harmonizing with the physical laws. The mind must be kept attuned to serenity and cheerfulness by radiant thinking. But above all the soul needs its own special work; it, too, must be tutored and fashioned by sincerely desired soul unfoldment. Life, to be successfully lived, must be radiantly expressed on all three sides so that it may be rounded and harmonized from every standpoint. Appreciation of art, music, literature, love of the beautiful in any form, are stepping-stones to the highest expression of life. With soul-development as a goal new strength will be given to you daily. The will to do will become your guiding star; you will have the power of dominion, a force that will aid you to overcome all the handicaps of life. Glorious indeed is the reward of the rounded life.

Your life's mission cannot be fully accomplished without soul expression. It is no great



ordeal, no complicated thing to connect with your higher self. Formulate the desire, then go forward, with faith constantly expressed, and the attunement will be realized.

## CHAPTER XI

### THE POWER OF THOUGHT

Thought is a builder or a destroyer. Thought is the measure of your life. Your inner thoughts control your outer appearance. The importance of right thinking.

*Man can expand alone by mental power;  
God-given thought is mankind's highest dower.  
Ceaseless and tireless does this current flow;  
The only path by which mankind can grow.  
The physical may die and come to naught;  
But life eternal stamps the power of thought.*

Life is yours to do with as you please. You are your own builder; in the workshop of life you forge and fashion your mode of living just as you desire.

Life is a building process. We are adding something to it all the time, and what we add becomes a liability or an asset, just as we determine to have it. We can only build rightly when we possess the power of understanding and harmonize our life with its great majestic laws.

Think good within, and you externalize good without. Recognize that by the power of right thinking alone can you live an ascending life, a life devoted to the expression of the higher principles of existence.

Thought is the seed of all action. It precedes all visible things. It is the forerunner of all the realities of life.

Positive thinking is an asset of incalculable value. When you have constructive thought as a constant associate in your life it enables you to develop a wholesome, superior personality. Try to comprehend that life is just loaned to you for a time, so make every effort to live a serene and useful life.

How are you using your life? Are you living it as a master or as a slave? Forceful, dynamic thinking will lift you above the enslaving conditions of life, and will advance you towards the higher levels of successful living.

Thought is king and it rules the world; it is a supreme force of the universe; it has harnessed the forces of the sea, earth and air and rendered them submissive to its will. Through the power of thought man has lifted himself from a hole in the ground to the marble palace that he occupies to-day. A sensible life is one that recognizes its responsibility to others. If you sel-

fishly think of yourself alone—if you narrow your world within the province of self, if you shut out all others from your life, then you can reap only tears and bitterness in the future.

Life must be lived in an all-inclusive way. We are all living on the same substance. We all influence for better or for worse those around us.

Emerson says: "The human body is so wonderfully expressive, if it were made of glass and your thoughts were written on steel tablets within they would not express more fully their meaning than your face and personality do."

Try to cultivate such radiant, uplifting thoughts that your very presence will reflect the sublimity and beauty of optimistic, constructive thoughts within; then your association with others will be harmonious, uplifting; your presence will reflect peace, poise, harmony and power, and you will bless and elevate all those with whom you come in contact.

In the great Congressional Library in Washington there is an inscription engraved over one of the doorways:

"He Builds too Low, who Builds beneath the Stars."

You build by thought. It is the quality of your thought that really counts; the whole

fabric of your being is unerringly built by the thoughts you express day after day. Thought attracts its kind; good or evil thoughts create a corresponding condition and your thoughts of the past are responsible for your present personality, state of mind, and appearance.

Occasionally check up on your thoughts; see if they are helpful and progressive. Look into the mirror and observe what kind of thought conditions are impressed on your countenance. Your thoughts of the past may be deciphered in your countenance by one skilled in the science of physiognomy. Do you note a face expressive of fears, doubts and morbidity, or a countenance suggestive of courage, hope and cheer? Indelibly stamped on your features are the thoughts of the past. How necessary it is that we should guard our thoughts, because one cannot do his best unless his personality is of the positive, winning type, and right thinking alone will bring him that desirable condition.

The mind has been compared to a garden, and to properly cultivate a garden it is necessary to fertilize it and to keep the weeds and the thistles from growing there and injuring the fair blossoms.

“My mind is like a fertile soil

To cultivate at will.

Life's fairest blossoms will be mine,

If I but rightly till.”

Fertilize your mind by reading choice literature of the past, gems from the learned minds that lived centuries ago. Read the vibrant thoughts of to-day. Study the cultured, purposeful magazines every month. At every opportunity plan to hear inspirational lectures and sermons.

Life is a school, living is a science, and, to live properly, plan to be a student of life every day. There is so much to learn, so much to comprehend, that even a day cannot be wasted. Be a discerning, persistent student of life, and then the laws of life will be gradually unfolded as you gain in knowledge and understanding.

Victor Hugo says: "Thought is like an inner light."

Nurture your life with the light of great thoughts, and your soul will have a palace in which to dwell.

"It is the mind that makes the body rich," says Shakespeare. Yes, right thinking is the greatest wealth of all; it pays precious golden dividends and the reaction makes for sweetness of mind, peace and contentment.

In many lives there are clouds and darkness because of destructive thinking. These depressing conditions would dissipate like a snowflake in the summer's sun if happy thinking were daily made a definite practice.

Limitation is the dreariest thing in life. How you are held back when your thoughts are morbid, self-depreciating, pessimistic and negative! How can you do your best unless the spirit of aspiration, the urge of optimism, the fire of enthusiasm are registering within?

When you have the quality of right thinking firmly established, you recognize that all things are possible; you cannot be held down; you realize you have the will to do, and with force and unwavering enthusiasm you continue to forge ahead until you attain the supreme heights in life.

"My mind to me a kingdom is," says Southwell.

Think superior thoughts. Do not belittle yourself. You have as good a right to enjoy life, to win success, to be gloriously well, as any other individual on earth. Every time you think a low, morbid thought you send out these vibrations, and the reaction spells failure and unhappiness. Positive thinking will help you to achieve success. Stand triumphantly, walk triumphantly; assume the victorious attitude at all times. Carry yourself in a superior way so that you may favorably impress all those whom you meet.

It is in the doing of things that we grow. We

develop by use; to rest is to rust. So not only must you have the theory of right thinking, but you must demonstrate in a practical way day by day that right thinking is the great uplifting and developing force of a superior life. There are fetters to be broken, there are bonds to be burst asunder in almost every life because of wrong thinking in the past. But determine with the assurance and inspiration of radiant thinking that you will achieve in life, that you will do good work for humanity, and make the world a better place because you have lived. With such a determination go boldly out into life and you will find your problems will be greatly minimized, and, because of your understanding, they will be speedily solved.

Emerson says thought will take a man from servitude to freedom. You are not a slave save when gyved by the fetters of enslaving thought; change the current of your thoughts and you may begin to live a life of mastership and leadership. Thoughts of tranquility will bring you poise and peace, and a harmonious life is to be much desired and admired.

Do not allow your mind to express hate thoughts, or thoughts of envy, jealousy, or any of the lower and baser emotions of life. Divorce yourself from all these distractive expressions.



Let your thinking be uplifting, purposeful, progressive. Let fear be far removed from you. Remember these two points in thinking:

What you fear you attract—what you hope for you create.

“Do you know the force and power of your thoughts  
They're builders, or else they destroy;  
They lift you aloft to the heights of success,  
Or scatter ambition and joy.  
Your heart they will thrill with the timber of steel,  
Or tense it with hatred and fear,  
Your thoughts ever give you back just what you think,  
A lifetime of gloom or good cheer.”

At least five minutes a day should be allotted to thinking and meditation in silence. In quietness there is strength. In the sanctity of your own chamber sit quietly and let your thoughts soar to God Himself. Drop everything that would tend to embitter or harass your life; cleanse your heart and let your soul express and guide your thinking during this time of renewing silence.

There is marvelous power in contemplation and meditation, and when silently thinking visualize that you are attuned with the Divine Giver of life, and that you confidently wait for the blessings of health, joy and abundance, so that you may better be able to help others, as well as

to improve your own life, and home and business conditions.

It is said of Emerson that at every opportunity he adjourned to the secrecy and solitude of the woods adjoining his home and there, in the silence and solemnity of those majestic woods, he received his finest thoughts. With pencil and notebook he jotted down revelations that were whispered to him by the voices of the stones and the trees.

Practice thinking in silence. Make it a daily habit; it will develop your soul and reveal the great power of your inner self. Do not be afraid to think new thoughts. Try to originate; often a simple idea brings great wealth. If you find that you lack the faculty of origination, plan to improve some existing principle.

At the close of each day be able to review your work and know that your hours have been productive. Lack of productiveness means emptiness in life. Be ashamed to lead an ambitionless, empty life; make every day count, so that you can smilingly look back and daily see something accomplished, something well done, another stepping-stone created toward the life of achievement and purpose.

Some months ago I was in the office of a dear friend, and he was called away on an urgent

matter for about ten minutes. As he left the office I glanced at the little clock on top of his desk which was ticking loudly and cheerily, and I noted that the hands pointed to ten minutes to eleven. My friend had told me he would return in ten or fifteen minutes at the utmost. When about that time had elapsed I looked at the clock and found that the hands were in identically the same position as when my friend left the office. Two or three minutes later when he returned I asked him the reason for the unusual behavior of the clock. "Well," he said, "this is a cheap clock; my wife bought it at a sale, and I like to have it around. I hear the ticking; it is company for me, but as far as usefulness is concerned it is worthless, as the hands never move!"

Some lives are like that. We hear people moving the furniture and rattling the dishes; we hear the sound of their voices and their chatter, but when the day is done what have they accomplished? Very little, almost nothing to show from a constructive standpoint; and life should be a busy building workshop day by day.

There is much to be done in life and time is your greatest asset. The manner in which you use your energy and your time to-day paves the way for accomplishment or for failure in the future.

Joubert says: "In the exchange of thought use no coin save that of gold and silver." What splendid advice!

Instead of going around seeking to find fault, looking for something to condemn, endeavoring to find some flaw in others, why not go about with a tolerant smile, wishing to minimize the follies and frailties of others, magnifying even their smallest good quality, and minimizing their greatest failure? We get back in life about what we deserve. If we unduly criticize others, if we gossip about others, if we lie about others, the law of reaction in its own good time will bring back to us the quality we have given out.

A life that would give its best must let its lower and baser thoughts die. You can only rebuild, in a positive way, by vibrant, constructive thinking; get that motive established every moment in your life—the hours of life are too wonderful to be wasted in destructive thinking; hold to the determination to grow and develop through the power of uplifting thought. Then you will not despoil and waste God's most precious gift, His supreme dower to man, "the ability to think." Remember that you consciously or unconsciously impress others by your thoughts; so consider it a sacred obligation on your part that only the vibration of right think-

ing will stream from you; then you can smile with satisfaction, knowing that you are brightening up your own corner, thereby proving yourself a sterling influence for good.

## CHAPTER XII

### THE SUBCONSCIOUS MIND

Its relation to the body. Its connection with the conscious mind. The world within. The development of your inner powers.

*My being vibrates harmony,  
I peace and joy express,  
My soul thrills forth in thankfulness,  
For glories I possess.*

A popular subject these days is that of psychology and the subconscious mind. The psychologists compare the mind to an iceberg,—six-sevenths submerged and one-seventh exposed. The subconscious mind is the reactive part of the mental and physical processes. The conscious mind demands and the subconscious mind produces. The subconscious mind is the great inner mental world, where all the healing, governing and growing powers of the body are produced. The subconscious mind is also the realm of memory and instinct. The conscious mind wishes, desires and dictates. The subcon-

scious mind reacts to the direction of the conscious mind; every conscious thought or action produces an impression upon the subconscious mind and every subconscious reaction affects the personality.

To impress the subconscious mind one must think with conviction, intensity and clearness. The subconscious mind will store away positive or negative thoughts with equal impression. The subconscious mind harmonizes and obeys the desire of the conscious mind and also thinks for itself.

Our study of the subconscious mind up to the present time has been most meager in results. The seemingly inexhaustible possibilities of the great inner world will be the next ground for investigation by the scientists.

The subconscious mind is not a substance. It is of infinitely finer development than the conscious mind, because the conscious mind is a thing governed by the reaction of the physical senses; the subconscious mind is entirely a metaphysical process, although it is attuned in two directions, mental and physical. This interior mind is all-pervading; it permeates every fibre of the body, personality and mind. It is a consciousness that rules completely the entire body and thinking process. You may direct it;

you can impress it through the medium of the conscious mind, but it is also an independent factor that is capable of conscious expression, whenever necessity arises. Impressions are strongly received by the subconscious mind when swayed by the charm of beauty, music, love, high emotion, or by the expression of religious exaltation.

The subconscious mind may be weakened and diseased through the medium of wrong thinking or bad habits. It remembers everything that has been recorded by the conscious mind; though forgotten by the conscious mind, a happening may be recalled by the help of the subconscious mind.

It is said that we inherit fifty per cent of our proclivities from our parents, twenty-five per cent from our grandparents, and twenty-five per cent from all our progenitors. Science does not admit that the subconscious mind is capable of expressing anything that has not been manifested through the conscious mind, but time will reveal that this conception is erroneous. There are certain inherited impressions in the subconscious mind that have never been known or expressed in the conscious mind. Recently subconscious tests have been undertaken by teachers and others with the most satisfactory results. By



suggesting to the student during sleep that his efficiency would increase, that he would abandon certain habits or install new ones, it was found that the impressions were recorded by the subconscious mind and put into operation at once and a decided improvement followed these audible suggestions made during the patient's sleep.

It is a well known fact that all healing is done by the inner forces of the body and mind. The direction of the conscious mind into the channel of a health consciousness will produce a desire in the subconscious mind for the expression of health. The visualization of health, the desire for health, will set in motion the healing powers of the subconscious mind. If through bad habits, such as over-eating, lack of exercise, improper posture, faulty breathing, or immoderation in any way, your body is being poisoned or ill-used, then the protective forces of the subconscious mind will, by pain, disease or discomfort, endeavor to arouse you to the realization of your faulty living. The subconscious mind is the guardian force of your life. It never sleeps. It is wakeful and watchful every moment that you breathe and live.

It is wiser than the conscious mind because it is much older and because of its higher re-

sponsibilities. It must attend to the harmonized operation of all organs of the body day and night. The subconscious mind is the seat of intuition and our ever present guide to lead us away from danger of any sort. The subconscious mind is a supreme chemist; it is in charge of all bodily secretions and functions. It is the governor of the emotions. It is the highest expression of natural life. When you transgress any physical law, the subconscious mind receives the vibration of your transgression; then it warns by pain. If the pain is ignored and the violation of the law is continued, then the severity of the pain will be intensified. If the bad habits are still unchecked, the next step is disease in a functional way. Continued violation will increase the intensity and severity of the functional disease until the tissues are broken down and an abnormal chronic pathological state is the result. Hence, disease and pain are but saving measures of the subconscious mind. In other words, pain and disease are curative functions of nature, trying to save us ignorant mortals from ourselves.

## CHAPTER XIII

### 'ACHIEVEMENT

The ten affirmations of an achieving life. Methods that develop character and success. How to win happiness. How to live a superior life.  
How to grow daily.

*The future is just as I build,  
'Twill bring me hope and joy or care,  
With daily thought and deeds 'tis filled,  
The future holds what I put there.*

First affirmation—I will choose wisely.

Put wisdom at the steering wheel of your vessel of life. Choose your friends wisely. Avoid parasitic friendships; the clinging ivy will in time sap the vitality and destroy the life of the forest's mightiest oak. Choose your reading matter wisely. Why feed your mind with trash when there is a wealth of good literature easily obtainable? Choose your food wisely. Your body is built by the food you eat; even your thoughts are influenced by the kind and quality of food you consume day by day. Wisdom is the

great propelling force for normality, saneness and constructiveness; let it be your constant guide and friend.

Wisdom is the utilization of knowledge. Knowledge in itself matters very little; it is merely academic unless rightly used; then only does it become helpful. About two years ago I was called in to the bedside of an ailing woman and I could plainly see her trouble was imaginary. She was simply obsessed with the idea that she was extremely weak and that she could not walk for any length of time; therefore she remained in bed where her well-meaning, kindly-disposed friends brought her flowers and gifts, coddling her so that she had become actually neurotic and helpless. Before leaving I handed her my book on "Vitalic Breathing," and observed, "If you are really desirous of getting well, practice living as outlined in Chapter V of my book." Then I departed. Several months later I was persuaded again to visit this woman and found conditions practically unchanged. Friends and a profusion of flowers were still part of the sick room, and I noticed my book reposed in the bookcase and I judged she had not even read it. Then I became greatly impressed with the falseness of that old proverb, "Knowledge is power." Here was an example

where this woman had the opportunity to get well by utilizing the knowledge so freely extended to her. In her ignorance she passed up the thing that would have given her new life and would have enabled her to walk. The tragedy of it all is, she is smilingly reconciled to her imaginary fate, and she constantly affirms that her affliction is a cross from the Lord. I have read of other teachers too having an almost similar experience.

Wisdom means that you must devote a certain number of minutes each day to scientific unfoldment. Aim for daily growth and let your steps ever be bent in the direction of the fount of wisdom and understanding.

Second affirmation—I will act convincingly.

Do not do things in a slipshod, haphazard manner; put conviction and energy behind all your actions. With wisdom and positiveness persistently manifest in your life, there are no heights that are impossible for you to climb. The world follows the positive man, the man of backbone and quiet determination. Do not vacillate from one thing to another; be positive, forceful, and convincing. Concentrate on some one thing; then unswervingly push it through to success.

There is an old proverb: "The world belongs

to the energetic and the wise." Mold your life so that you follow out the precepts of this aphorism, then success will not be long delayed. The positive, energetic and enthusiastic man is always a doer and a builder. He usually wins major success.

Third affirmation—I will walk triumphantly.

The way you walk has a great deal to do with your success, health, happiness and appearance. Stand loosely erect, keep your breast up; beware of a sunken chest. Swing your arms from the shoulders as you walk. Walk with the freedom and pliability of youth. Fight angularity and awkwardness of movement. Do not lift your feet and carry them forward; throw your feet outward in a loose manner. Come down gently on the heel and step off from the toe. By walking in this manner you assume a successful, reliant, easy attitude; you promote the appearance of youth and poise, and thereby are helped in every conceivable way. You cannot hope to attain your maximum span of life or remain fully well unless you walk for at least thirty minutes each day. Your body is a mass of cells, and body cells are best kept in a state of health and vitality by the simple practice of walking. Hold the thought of power, youth and vitality as you walk. Then your daily hike will become

a constructive builder of health, youth and steady nerves. Be sure to breathe the vitalic way whenever you walk.

Fourth affirmation—I will think serenely.

Serenity of mind is a necessary adjunct to the life of achievement. When you are supercritical, fault finding, nagging, you drive away friends, love and happiness. Sweet thoughts, wholesome thoughts, serene thoughts, draw their kind into your life. When you live negatively, when you are supersensitive, when you magnify the failings of others, and minimize their good qualities, when you are snobbish, or lacking in the quality of gratitude, then your life is all awry. Your future harvest will be sad and destructive; you are sowing seeds of poison and hate, instead of good seeds that would later bless and sweeten your life.

Stop your nagging and fault finding ways; change your thoughts; smile. Get the spirit of cheeriness and friendliness around you; then life will smile back at you and it will become a joy to live. Your atmosphere will no longer be depressing and negative, but will radiate mental sunshine, joy, cheer, service, inspiration.

\* Fifth affirmation—I will hope sanely.

Let the spirit of understanding be your guide all through life. You cannot hope to have a

better or more successful future than you have to-day unless you strive to improve your daily work. Do not dwell on the past. You have been paid for the past; close the book of the past and be busy with your work of to-day, obliterating everything that would tend to retard your present progress. Blot out and extinguish all memory of long-forgotten errors of omission and commission.

To-day is the stepping-stone of to-morrow. If you determine to do better work to-day, to be happier to-day, to inspire others to-day, and will carry out this worthy program every day, then you can hope, and hope with assurance, that the future is rich with promise, because the seeds you are planting are good seeds, and the future gives only what the present sows.

x Sixth affirmation—I will serve joyously.

Unless you get joy from your work there is something radically wrong in your work or in yourself. If you despise your present work, then seek to secure work more to your liking. Im-prove, delve, investigate, do everything in your power to know more about your work each day so that you may continuously improve your service; by aiming to improve your present work, higher work will be attracted to you in time and promotion is always assured. If you cannot



feel a deep joy in your present vocation, then change your work; one can do his best only when he serves with a spirit of joyousness.

Joyless work is grinding and destructive. You are not fair to your employer or to yourself if you continue to draw a wage for work that you despise. If the urge of wholesome ambition is rising within you, then seek to find the niche you can best occupy. Look for the place that will bring you happiness; thus may you fulfill the law because you are putting joy into your service. Serve to the utmost; serve usefully and constructively; do your best and make your best supremely worth while. Then you will know you are heading in the direction of success and abundance.

Seventh affirmation—I will seek purposefully.

The life that drifts aimlessly is imperfectly lived. Have sincere purpose behind every thing you do. Create a goal, not an easy one, and bend your steps day by day in the direction of that which you desire to bring to fruition. With purpose there is a definite incentive for living. Let your purpose be of the highest type so that it may bring you a rich reward when it is finally achieved. Do not be satisfied with a trifle; you can bargain with life for a penny or for a lordly competence.

Do not aim for too much wealth; it might tend to bring you unhappiness after achievement. Moderation in all things is best. Travel the middle degree road, and real happiness and true success are certain to be finally won.

Eighth affirmation—I will live upliftingly.

Dedicate your life to the advancement of others. Scatter seeds of kindness day by day in the shape of smiles and kind words. So many lives are gray and morbid because they lack that inspiring spirit of uplift. The key to receiving is to give; when you withhold you are always filled, and there is no chance to take in. When you give there is always space within to receive, whereby you may constantly draw in from an inexhaustible supply. Let good cheer, faith, enthusiasm be woven into every phase of your daily life; then your very presence, wherever you go, will reflect that inner strength and power, the soul quality of a life dedicated to uplift, purpose and progress.

When uplift is your daily motto and watchword you become a reflector of the things that lead to the higher levels of living. Sometimes it is difficult to establish that spirit of true optimism and sincere uplift, but make the effort, and time will reveal it was gloriously worth while.

Ninth affirmation—I will grow daily.

When properly lived, life is a scientific school of growth and attainment. Be a student of life every day. There is so much to learn, so much to understand in this marvelous world of ours. The glory of studying life is this: when you uncover one law it automatically leads to the discovery of some other majestic law. Life then becomes one constant round of higher development. The aspiration to grow daily will keep you young in mind and body. We rust by disuse. We grow by doing; therefore the desire to grow daily means that you will expand daily. You will not have a single moment of loneliness or discouragement. The wonder and grandeur of human life will be revealed to you, and though life may seem complex to others, you, being familiar with its laws and manifold windings, may solve, with very little difficulty, life's problems as they present themselves day by day.

A life that is devoted to the principles of daily growth is keeping on the offensive. There is no retrogression in such a life. Onward, ever onward, no going back! Just a forward life of growth and expansion! Such a program can only mean joyous living, a life that spells progressiveness and constructiveness.

Tenth affirmation—I will judge charitably.

Live a tolerant life; do not be hasty to form opinions. Do not judge by first appearances. Judge not, that ye be not judged, for who can set himself up as an authority to judge others? Some people delight to find fault. Fault-finders are a nuisance to themselves and an annoyance to those around them; they usually are poor, narrow souls with shriveled minds, who lack breadth and comprehension of the spirit of charity and tolerance.

Do not condemn the religion of others. Religion is a relative thing and almost always an accident of birth or environment. The spirit of charity expressed day by day will surely lead to more noble and idealistic living. Be tolerant towards others, and in turn others will be tolerant towards you.

## CHAPTER XIV

### THE WILL TO DO

The achieving power within. The power of affirmations.  
The culture of ambition. The "I will rise" spirit.

*None can defeat me, no not one,  
Enslaving forces I defy.  
I'll forge ahead until I've won,  
"On to the heights," my battle cry.*

In the old story of the Prodigal Son, when he came to the end of his resources and realized the futility of his manner of living, he thoughtfully reflected on discovering his mistake. He said: "I will arise and go unto my father," and he promptly acted on this impulse, for he arose and went and found forgiveness and plenty awaiting him.

When you formulate a good resolution do not procrastinate; do not settle back and wait for something to turn up. Emulate the example of the Prodigal Son; arise and go. What dynamic power is charged into these three words, "I will rise!"

If you are sick, grip this message, and you will lift yourself above the ills that torment you.

You are unhappy; let the magic driving force of these three words be the impetus to raise you beyond the conditions or environment of unhappiness.

If you are a failure, hold to that thought, "I will rise," and at once you will be carried towards the hill that leads to true success.

Express the "I will rise" spirit, and the sordid things of life will pass you by. The atmosphere of depression and gloom that is so prevalent will not come nigh you. Get the "I will rise" spirit pulsating and percolating through your being; let it be the challenging stimulus to overcome every impediment to your progress in the battle of life.

Fear and strife will vanish with that forceful thought. "I will rise" will reveal happy skies and impart the sense of liberty to your mind.

Need, want and limitation that blight so many lives may be instantly overcome by the "I will rise" resolution. Its magic potency will draw fine lives, beauty and wisdom into your life.

So many of us are living in the murky valleys of life when we might be dwelling on the mountain tops. Let your soul soar to the highest star, to God Himself, to the thrill of the "I will rise" spirit.

The "I will rise" message cries to you, "It can be done, and let it be done." "I can't" is a childish expression. "I can" and "I will" backed up by deeds is always a building force. "I will rise" will carry you past bitterness, scowls and frowns and the hindering things of life. With that force operating within you, you may sweep aside life's dregs and froth, and, entwined with smiles, your spirit may go forth to do and to conquer.

You can always be a free man when you manifest the victorious spirit evolved by the vibrant "I will rise" attitude.

"I will rise, I will rise to-day,  
I'll break from gyves that chafe and bind,  
I'll hew through granite, stone and bars,  
Aloft wings my unfettered mind,  
My slavery ends! my bondage dies!  
I'll rise to-day! To-day I'll rise!"

The "I will rise" spirit will give you that faith and hope that will lift you above to the supreme heights. It will clothe you with joy and sparkling cheer. Its message will vibrate and thrill through your consciousness with the assurance that all is well. Constantly use the affirmation, "I will rise"; let it be a spur, an urge, a goad, to go forward to victory, to attainment, to achievement.

## CHAPTER XV

### CHILD PSYCHOLOGY

The proper bringing up of children. The behavior of parents. How children should be managed. The danger of repression.

*To-day I'll think of happiness,  
To-day I will be glad,  
In every way I'll make to-day  
The best day I have had.*

The child problem is really the most pressing one of our present age. The average child of to-day is treated as a grown-up rather than as a child; this condition is the result of our modern flats and congested apartments. The child problem is a sorely neglected one. Even the Government contributes but little to the scientific study of childhood. It seems to forget that the boy and girl of to-day will be the man and woman of to-morrow, and that a nation is only as great as its citizens are great. Instead of devoting millions of dollars yearly to less useful purposes, it would be a far wiser experiment to



devote these millions to the investigation and study of bettering the condition of children.

Hundreds of children are killed every day by the ignorance of parents through the medium of unharmonized foods. In America alone more than 400,000 children under the age of ten die every year. This seems altogether too vast a number of children to die in this land of culture, intelligence and progress.

The average housewife is lamentably ignorant about the part food plays in health and disease, and the physician, too, is woefully behind the times about the scientific knowledge of food; so when a child becomes ill, instead of going to the usual cause of the disease—food—the child is often stuffed with extra food that weakens or kills.

Every year thousands of children are killed on our streets by automobiles, and hundreds of thousands are maimed or injured by motor vehicles.

The modern moving picture, with its usual sex appeal, is not the proper medium on which to feed the child mind. Moving pictures of an instructive, humorous and interesting type should be made especially for children, and theatres especially for children could be made profitable.

The average age of the criminal ten years ago was thirty-five. Now it is about twenty-one, showing that the minds of our youth are being poisoned by our present conditions of living.

There are five prominent factors or traits present in every young child.

The first is innocence, and the spirit of innocence should be fostered as long as possible.

The second natural trait of childhood is the expression of love. Every mother should do all in her power to keep the springs of love active in the heart of her child. Fathers as well as mothers should share equally in this cultivation of love and promote its growth in the life of their child.

Fear is the third great principle of childhood. Fear or caution is a natural force of life, and the old saying, "A burnt child dreads the fire" is an example of the efficacy of fear. The manifestation of normal fear is a natural guide to the child; fear teaches a child to be cautious, but a child's mind should never be filled with abnormal fear. A child should not be frightened, but normal fear, fear of doing wrong, fear of an accident, are natural expressions of life that will tend to instil in the mind of the child caution and watchfulness against danger.

The fourth trait of child life is that of curi-

osity. Children like to wander and explore; they are born with a spirit of intense curiosity, and, unless it is unwholesome, it should not be repressed; in fact, it should be encouraged so as to bring out the naturalness, spontaneity and real emotional expression of the child.

Activity is the fifth quality of childhood. The natural restlessness and activity of children should be directed into a proper channel. Find out what your child is attracted to and let his activities be used in a purposeful fashion.

Children are imitators. They closely observe the actions of their parents, so parents must exercise caution in their behavior in the presence of children. Parents should be an example to young children as they readily adopt habits of those around them and they will adopt negative habits as quickly as positive ones. Children are often more in need of models than of critics; quarreling parents and nagging home conditions are destructive factors in the raising of children.

Careful parents will endeavor to have high quality friends for their child. Children need supervision and checking up so that they will have friends who are not going to lower their sense of morality, honor and love, but will help to elevate these forces. It is a mother's duty to

bring up her children. Go into the forest and see the mother bear teaching her little ones how to walk and how to look so that they can grow up strong and able to protect themselves.

A child's individuality should be encouraged to express itself. Teach a child to be his wholesome natural self. Repression is a great crime against childhood; thousands of men and women in every city are examples of repression in childhood. Do not repress your child; encourage his spirit of positive naturalness; then he will go forth into manhood well equipped to battle with life. If you continually beat and nag your child you crush his spirit, and the world will beat and crush him and complete what you have started.

If you beat a child when you are angry, you are liable to injure or kill your child or drop dead yourself from lack of emotional control. The newspapers are filled with such happenings. In this age of culture and intellect it is only a degraded mind that will thus punish a child.

A child that is nagged and beaten will grow resentful and will become filled with hatred against his parent, and this is far from being a healthful or favorable home condition for the development of a child. The intelligent parent

wisely overlooks ninety-nine per cent of his children's faults; a child is but a little animal and must not be expected to possess the decorum and reasoning faculties of an adult.

Luther Burbank, the famous naturalist, says that "the psychic age of children is from the ages of seven to eleven." During that period the subconscious development of a child takes place. If you see your child indulging in a day dream with a far away look in his eyes, do not stamp your feet or shout at him; know that he is undergoing a special unfoldment; bring him back to his normal world by a gentle touch or call.

Do not bring up a child like a machine. Encourage a child to unfold his natural talents. Encourage his liking for music, poetry and art; always aid in the unfoldment of the creative instincts of the child.

Do not try to live your child's life; encourage a child to be himself. A mother should be an example to a child. Let her be sweet, tender, healthy and young, thus inspiring her child to express his life in a positive way. Keep the imagination of your child alive.

Little girls should be given dolls to dress and undress. Watch a child undressing a doll and you see the true expression of imagination. In the mind of the child the doll is alive, and the

little girl croons to the doll because of that sincere depth of imagination.

Children should be taught obedience, not by the rod, but by love and reason. Tell your child about discipline in the army and navy, how essential it is for soldiers and sailors to have disciplined training, so that in time of danger they may act with decision as a unit and thereby keep their country free from all danger.

In teaching a child obedience make it a game, then it will appeal to the playful side of the child. If a child is cruel or vicious harsher methods may have to be used to bring about a reformation, but try firmness and appeal to the better side of the child first.

Children live in the present, so teach them that there is a future too, and what they sow today they will reap to-morrow. Above all, impress upon them the necessity to be loyal, honest and truthful; urge that squareness be made a part of their young lives, that they should never descend to anything that would spoil their standard of truthfulness and of high character.

Encourage your child to like the out-of-doors. Let him take up sports of various kinds; this will make your boy manly and your girl womanly.

Joubert says: "In the bringing up of a child,

think of its old age." A wise parent will always bring up a girl to be a woman and a boy to be a man. Do not coddle your child. Do not allow your child to become too dependent on others. The Boy Scouts and the Girl Scouts are famous organizations for the bringing out of manly and womanly traits and qualities in boys and girls. Support these excellent organizations, encourage your children to join them when they are old enough, and as a result you will develop better boys and better girls, thus insuring better men and better women of to-morrow.

Teach your child to serve. Children must be taught to help mother; they should dry dishes, they should run errands, they should sweep and dust. If a child is not required to serve he will become indolent and selfish, which may later lead into a neurotic state.

Some months ago I was invited to a home for dinner. After dinner the father, son, daughter and myself adjourned to the parlor. Mother retired to the confines of the kitchen to wash up the dishes and pots and pans. Father was busy with the radio, the children were reading and I sat thinking. I was listening to the rattling of the pots and dishes as mother cleansed them. Father did not seem to notice it, neither did the son or daughter.

Presently mother joined us in the parlor, and as she entered I could not help noticing how tired she looked, and I said to her:

"I want to read your past. When you were first married and your husband wanted to help you dry the dishes in the evening, did you not tell him that he was only in the way and that you could do it better yourself?"

She admitted: "Yes, I said that."

And I continued, "When the children grew up and they wanted to help you, did you not tell them the same thing?"

She replied: "I did."

"Now you are reaping what you have sown. Here is your husband, a strong, healthy man, who has but little work to do all day while you are busy every moment. Your boy of sixteen and your girl of fourteen are selfishly playing here, and you are doing all of the work in the kitchen under a mistaken sense of duty. You are reaping just what you have sown, and you will do it all the rest of your life unless you change."

"How can I change?" she said, "I have spoiled them, I admit."

I said: "You have not only spoiled them, but you have imparted the spirit of selfishness in them. You have taken away that desire to serve, which unfits them for living a normal life, and



they take it as a matter of course that mother is just a drudge and must do all the work of the household."

"They never try to help me in the slightest way," she said. "Please tell me how I can get out of this condition."

I told her to begin the following evening after dinner—to put her arm around her husband's neck and say, "Jack, dear, I am very tired tonight; won't you do the dishes with Bill and Ruth?"

Later I heard it had worked like a charm. The husband was thrilled to have his wife ask him to help her, and Bill and Ruth were delighted to lend a hand. Mother is emancipated from much of the drudgery of the hard work in the kitchen, because all the members of the family understand that service must be an essential, practiced by every one in the home, that helping mother is only fair play.

Even if you have to reward your children, even if you have to give them money for their services, pay them, but make them serve; it insures more happiness and unselfishness in the home, more leisure for mother, and finer and better citizens for the future.

Respect the confidences of your child. Bear with your child, encourage your child, but do

not lie to him. Above all, carry out your promises; never deceive a child. Sometimes a mother has to contend with a thankless child. That is indeed a great problem and it requires special psychology to handle such a condition, but love, smiles, friendship and patience will usually win over the thankless child in the end.

A nervous child must be encouraged to eat properly and breathe vitalically and love the great out-of-doors. Camping for a few months in the summer, under proper conditions, will often correct a case of nervousness in a child.

Often speaking to the subconscious mind of a child during sleep will overcome abnormal conditions. A mother recently told me she had a child who lied and stole small sums of money, and that she cured these destructive habits by speaking aloud to the child during sleep, and impressing the child's subconscious mind with the thought that it is wrong to lie and to steal.

Sudden outbursts of temper in front of a child will often stab and wound a sensitive little heart, and a complete recovery may never come about. Nagging is like a dagger in the heart of a child, a blight and frost on the foliage of developing childhood.

Parents should endeavor to be serene and sweet and inspirational before children. A

mother who is filled with inspiration, a father who is earnest and enthusiastic, will make ideal mentors for their children.

A snobbish child must be carefully trained so that it will abandon that wrong and destructive attribute. Stories about the simplicity and friendliness of great men and women must be read to the child; this will prove a practical method for driving out snobbishness and superciliousness.

A child must be taught that unselfishness is one of the great essentials of life, that there is no real happiness unless unselfishness is expressed in one's daily life. Parents must strive to have the trait of genuine unselfishness manifesting in their own lives so that it may engender and take root in the lives of their children.

Do not aim to have a perfect child. Let your boy be rough and hearty, wholesome and boy-like; let him play and scamper through the fields and woods. Let your girl love the out-of-door spirit, yet be sweet and girl-like. Discourage bad habits, but encourage good ones; let children have sane freedom and liberty at all times.

Do not set up one child as an example to others; this will disrupt joy in the home and bring an inferiority complex into the conscious-

ness of the child who is discouraged, and a snobbish superiority complex into the mind of the child that is held up as an example to others. Children must be taught early in life that they must suffer for their faults.

If a mother finds she cannot easily awaken her boy in the morning, then she must impress the child that if he is late for school, he alone must suffer the consequences. Use practical psychology to correct this bad habit. Take the boy to a jewelry store; have him buy an alarm clock himself; let him wind it and set it himself; put the responsibility for arising on time on his own shoulders. If he is tardy for school let him understand that it is because of his own fault; he must change from his bad habit of over-sleeping to the good one of arising in time to reach school before the bell rings.

Teach children to respect old people, to love flowers, trees and animals. Explain that the same life force that is in them is expressed in vegetation and in animal life. Teach them to love and appreciate beauty in all its varied forms, and to aspire at all times to live lives of sweetness, goodness and truth.

It is unhealthful for a child to sleep with an old person. After the age of six children should never be allowed to sleep together. This is a

moral precaution that is of paramount importance. Separate beds or cots should be maintained in every well-regulated home.

Parents should bring presents home and encourage the children to help one another. If you want your child to be more fortunate than yourself, if you want him to live a superior life, then mend your emotional ways in front of your child. Do not whine, do not quarrel, do not give vent to destructive emotion. If you do, you are not recognizing your responsibilities to your child, and you are sowing the seed of destruction which will blight your child's nerves later in life.

Remember that children are sent to parents to make them unselfish, to teach them that there is a great personal responsibility in the unbringing of children and that their responsibility never ceases.

Parents must be vigilant and watchful of themselves so that they will be shining examples for their children to emulate, because children are born imitators. Do not shatter the innocent delusions of a child; keep up the Santa Claus spirit as long as you can.

Never make duty a torture to a child; simply, in a friendly way, teach a child that it must think of others as well as of itself, and above all,

in your home let the spirit of the Golden Rule ever prevail. Do unto others as you would have others do unto you. Let the spirit of contentment, harmony and love prevail, so that home may be what it was intended to be, an "earthly paradise."

## CHAPTER XVI

### THE POWER OF CHEERFULNESS

Cheerfulness as a rich asset. What it will do for you. The value of a voice that smiles. Joy of living.

*Do you fret and weep o'er some fancied wrong,  
Or brush the thought away?  
Life smiles at you when you sing a song,  
And frowns when thoughts are grey.*

Dedicate your life to the spreading of goodness, hope, inspiration and beauty. Relegate to the attic of the past thoughts of gloom, hate, fear, worry and weakness. Have your life interwoven with the creed of love, kindness, helpfulness, optimism and good cheer; you are a benefactor to mankind as well as to yourself when you carry around with you these expressions of joy and uplift.

Cheerfulness is welcomed everywhere. It is a promoter of health and magnetism. Be happy now, to-day, not postponing it for some time in the dim future.

“Strew gladness on the paths of men,  
You will not pass this way again.”

Seek good within. The spirit of mental healthiness will help you to discover the inner kingdom of joy. Keep your eyes lifted toward the star of good cheer. Do not stand in your own sunshine; then no shadows can beset you.

“When we face the sun,  
The shadows fall behind us.”

The sour-visaged pessimist is always going backward. The optimist has no time for grumbling; he is too busy reaping the harvest of happiness and success. Affirm: “Cheer is part of me; I harbor no hate; I think kindly of every one.” Then practice what you affirm and you will become a better man and a more worthy citizen.

Stop worrying over your so-called troubles; constant thinking about your troubles magnifies them. Besides, problems are sent to every life so that life may be strengthened by overcoming them.

Read these wise lines written by Nixon Waterman:

“Smile once in a while,  
’Twill make your heart seem lighter;  
Smile once in a while,  
’Twill make your pathway brighter.  
Life’s a mirror; if we smile,  
Smiles come back to greet us.  
If we’re frowning all the while,  
Frowns will ever meet us.”



Talk happiness, health, success every day! You attract these essentials when you make them part of your daily conversation. Think of yourself as enjoying these blessings, for thought brings its kind. The world is sad enough without your contributing your tale of woe. Forget your clouds and burdens for a while; look for happy skies. Cast aside your blue goggles of pessimism and depression and see the silver lining to your clouds.

Keep abreast of the times. Play each day, keep your heart brimming with the spirit of youth; ten minutes a day devoted to joy-building will keep the disfiguring wrinkles of gloom out of your face and heart. Let your song of cheerfulness ring soul-deep, an under-current of happiness sweeping you forcefully on to the state of blessed contentment.

When cheerfulness is made a permanent partner of your life, you reflect and radiate mental sunshine; thus you bless and brighten every life with which you come in contact. A pessimist and fault-finder pauperizes every life he touches, because of his disintegrating, negative personality.

Cheerfulness is a pearl of great price; express it, and you enrich your surroundings, you bless other lives, you contribute something to the

betterment of mankind. "Oh, how hard it is to die and not be able to leave the world any better for one's life in it," says Abraham Lincoln.

A cheery person is a busy, bustling, serving person. Cheeriness is the antithesis of idleness; good cheer and indolence cannot dwell together. Be filled with the spirit of good cheer. You do not realize you have so much to be thankful for until you sit down and begin to check up your blessings. You may have a bitter trial confronting you, darkness may seemingly encompass you, but behind it all there is freedom, liberty and light. Just hold on, drop bitterness, morbidity and worry; soon the passing weeks will reveal that the experience you have undergone has made you a better man. Even a casual look around you will reveal thousands of people worse off than you are.

Introspection, self-pity and vain regretting are blighting influences, and if prone to wrong thinking, try to form the new and better habit of serene thinking. Other words of Nixon Waterman again are worth repeating:

"In ourselves the sunshine dwells.  
From ourselves the music swells.  
By ourselves our life is fed  
With sweet or bitter bread."

Cheerfulness is an essential of a magnetic per-

sonality. One cannot visualize a grumbling, fear-stricken, fault-finding individual as possessing a radiant disposition; a whining man is avoided, he is marked as a depressing influence and those who know his character shun him. Every living creature expresses joy and happiness because of life—all save man. The birds carol and sing. The animals leap and play. The trees and flowers lift their gladdening blossoms and arms toward the sun. All nature is pulsating with life and happiness and profitably should we emulate the examples of our brothers and sisters, the animals, flowers and trees. We are all kin, living on the same substance, formed of the same materials. Form the habit of rejoicing at every opportunity for the gift of life; give thanks for your "littlest" asset as well as your greatest.

"For little blessings I give thanks,  
I'm glad for big ones, too;  
God's greatest blessing, though, is life,  
And having work to do."

A sunny and soft-voiced woman, though lacking in the accomplishments of art, music or a college education, may be a veritable ray of sunlight in her associations with others. Education, though a most desirable acquisition, is not a basic attribute for the cultivation of cheerful-

ness, but sunshine of the soul is. A bright-faced, smiling woman is a gloom-dispeller; wherever she goes her presence revives, stirs and gladdens drooping hearts and empty lives; the glad tones of her voice leave a joyous echo for many days in the aisles of the souls in which they linger. Happiness is a duty as well as a privilege.

Be a millionaire in gladness, brighten your own corner, brighten your neighborhood, be a fount of cheer and optimism; then you will not have lived in vain. Always is the grouch a destroyer; always is the happy heart a builder. The world respects a radiant personality, and even though you are not rich in money, you are wealthy in the peace of brightness and well doing; that is the quintessence of riches and true success. Cheerfulness ennobles your character and helps to attract superior friends to you; you cannot stay down if imbued with the spirit of cheerfulness. You rise undaunted after some testing failure or disappointment if you have wisely held on to your sense of optimistic good cheer.

Sometimes it takes great effort to remain serene and cheerful in the face of discomfiting and trying circumstances, but it is by self-discipline and the experience of overcoming

that we grow. You grow in power, personality and character by struggling toward attainment. It is not what you win in life that counts most; it is how you have won the victory. If you fought the good fight in the face of seemingly overwhelming odds, if you kept alive your pluck and grit when disaster loomed imminent, if you fanned your dying flicker of faith and hope into a bright flame when faith and hope seemed well nigh extinguished, then all the glory is yours. Says Ella Wheeler Wilcox:

"It is easy enough to be pleasant  
 When life flows along like a song;  
 But the man worth while  
 Is the man who can smile  
 When everything goes dead wrong."

A melancholy life may be changed for the better by taking a sincere interest in some one less fortunate than yourself. If you cannot find joy in living, go outside your morbid thoughts of self and find some one who is ill or unhappy. Try to lift and brighten that life and presently good cheer will come tapping at your door and when you open the door of your heart to admit good cheer, melancholy will fly out of the window. The scattering of gladness is a ministry. You are doing as much good in your own way as if you were an ordained minister of some church.

Cheerfulness makes a happy home; it quenches that sense of grave and distant dignity which some seem to think necessary in home life. It brings people down to earth. It makes them as little children. It fosters kinship and draws affection, tenderness and understanding into the home circle.

Do not allow this wrong thought to hold sway: that you can get happiness from others only. Happiness is not found in having or in getting; it is the result of unselfish giving. Give, and you shall abundantly receive, is as true of joy as of anything else. Whether you express joy by actual contact or by the power of thought, it works equally well. Either method reaches its goal.

"I sent a thought of love to one in need,  
A cheery wish to one hard pressed and sore.  
My thought sped forth, became a loving deed,  
Then brought a hundred blessings to my door.

"I helped another climb a hill,  
A little thing to do.  
And yet it brought a rich reward,  
A friendship warm and true."

Cheerfulness expressed in youth and middle age will insure a rich harvest of joy for old age. One can become thrilled with the spirit of play at any age when the joy of living is a constant

guide and friend. Seize the good things in life when they come your way; otherwise, if you let them slip through your fingers, they are apt to be missing when you want them again.

The ancient Greeks had no physicians for six hundred years, because people lived out in the sunlight, exercised regularly, and lived in a condition of happiness. Good cheer is a promoter of health and youth. Draw in new energy and refreshment to body and mind by loving Nature and by delighting to bask in its rejuvenating presence; nature is indeed the great source of inspiration and cheerfulness.

Being happy in the midst of need or slavery is a diseased condition of cheerfulness. Do not let the urge of unwholesome ambition cloud your joy of living. But do not be glad while in a negative, sickly or unsuccessful state; be smilingly and hopefully alert, actuated by the will to change your state for the better, pledged and determined not to rest contented until these negative conditions are changed into positive ones.

Do not wait to bestow flowers, favors and eulogies until some loved one's pulse is stilled. Do not withhold the appreciation that will quicken the heart strings and bring joy to a yearning soul. Why wait? Give your flowers

to-day; let your words of good cheer ring forth now, thereby blessing the giver as well as the recipient. Be constant in well doing, not spasmodic; day by day, year in and year out, live the happy way, the cheerful way. It is the straight and narrow path that leads the traveler to the heights of a life supremely and triumphantly lived.



## CHAPTER XVII

### THE CULTURE OF PERSONAL POWER AND PERSONAL MAGNETISM

How to live an ascending life. How to grow in poise and power. The way to mastership.

*To-day I'll practice all I preach.  
I'll fashion my own fate.  
Words little mean, the thing that counts  
Is how I demonstrate.*

Rust is the reaction of neglect. Allow your automobile to remain out of doors in all kinds of weather, and, due to a process of natural disintegration, impairment and a general breakdown will soon take place.

There is little hope for a man who leads an aimless, shifting life; when you drift you are weakened; you are strengthened by personal effort and by overcoming. Do not rest idly on the current of life and placidly allow it to carry you where it will; there is no dynamic force, no lighting vision, no dominant urge in a life that just drifts.

The power of purpose will enable you to lift yourself above the blight of a meaningless life. Try to find yourself. Endeavor to see yourself as others see you; thus will you be enabled to discover why others avoid you and to find the reason for your lack of success.

The development of personal magnetism should be a heart-deep ambition in the soul of every man. Any one can be a trailer, a follower, a struggler; it takes the spur of ambition, confidence and determination to bring one out of his narrow rut. Get an upward slant, an ascending desire for personal power, magnetism and mastership.

To live rightly, one should endeavor to make his life a forward one; then he will register a series of gains day by day. Being continuously on the merely defensive in life means that you are marking time or going backward. A steady growth of energy and positive power should be your ambition, to go forward slowly and sanely. Do not expect that a life of power will be won in a day. You must have patience. Power develops through use; you grow by doing. Use all your God-given faculties, and presently you will see yourself emerge into a radiant and magnetic personality. Study your subconscious mind; let it help you achieve your desires.

Your greatest enemy to development will be that of shallow thinking. Develop the spirit of thoroughness in everything you do; eliminate the surface things that are so universally of moment to the average individual. Let your desire for mastership be a soul-deep urge. Constant check-ups are necessary, so that you may keep on the right road to your goal. The man who expresses personal power is a conserver of energy. He has a perfectly postured body. He exemplifies the sinuosity and pliability of youth in his carriage and bearing. He carefully restrains restlessness and nerve leakage; he knows that nerve energy is limited, and when foolishly dissipated by careless habits, it is hard to regain.

The man who expresses power is able to control his emotions under all circumstances. He is not a victim of the jumping habit when the telephone bell rings or a messenger boy appears on the scene. He registers emotion in the brain and not in the heart. He has developed the rare qualities of poise, harmony and relaxation; his very presence is a living advertisement of self-confidence and power.

Wholesome indifference is a path to power; not to be callous, hard-hearted or hardened, but to have a masterly control of the emotions at all

times and under most trying conditions. Almost daily we read of men and women dropping dead from lack of emotional control, due to outbursts of joy, temper, fear, anger, jealousy and envy. Curb your ire, control your emotions, keep cool.

To be magnetic, one must be poised to a marked degree. He must not show his inner feelings. "Still water runs deep."

A life of mastership can be attained only by deep, beautiful inner feelings, by a dominant intellect and will. Gossip is destructive of personal magnetism. To reveal a secret or to indulge in gossip or cheap talk will bring in time a harmful reaction. Only ordinary people, only those who are shallow and flighty, will divulge the secrets of a friend or gossip about others; the man who aspires to lead a life of mastership will be far removed from the desire to be a gossip or a scandal-monger.

Creative energy flows to the one who expresses personal power. He looks to improve things and conditions. He develops creative ability and becomes an inventor and quite often a master inventive genius.

The man of power is a doer and a builder. He realizes that power is obtained only by pushing things through to conclusion, so he hangs on

in spite of all handicaps and impediments. He advances with power and energy towards looming obstacles and triumphantly battles them down. The man of power realizes that he should have dominion; he dominates, but he does not domineer. He is approachable, he is friendly, he expresses the spirit of compassion and sympathy in his association with others, but, behind it all, there is a sense of superiority, of dignity, of a deep self-reliance. He advances because of superior merit and masterly service.

Concentration is a stepping-stone to a life of power and achievement. Meditation and contemplation are daily practiced by the man who desires to lead a superior life. Sit down for at least five minutes each evening in a comfortable chair, fingers clasped, eyes closed, and concentrate on the higher things in life. This principle of meditation is a true source of power building; daily practiced it will keep up the inflow that is necessary to build and maintain a life of power and triumphant leadership.

The man of power and magnetism constantly gives. He realizes that only by giving can he receive; there is little possibility of winning a life of magnetism and power unless it is actuated by the spirit of wholesome giving. That must be made a living and earnest ideal. The

super-man understands that a smiling face is a password to the higher levels of life. The smile of Douglas Fairbanks has brought him fame, renown and wealth. Wear a smile as you wend your way through life, knowing that it will bring a rich reward.

Enjoy humor, but never be known as a "funny man." The world never takes seriously a humorist who is not a professional. Enjoy humor, laugh and smile, but do not get the bad habit of trying to be a funny man unless it is your life's work. A funny man cheapens himself in the eyes of others; an amateur humorist cannot possibly maintain the dignity and reserve necessary to live a life of mastership.

The man of power will not stoop to criticize others adversely. He will frankly state his opinions if requested; but he realizes that harsh criticism is not a builder, so he wisely refrains from it. He lives such a superior life that it is a shining example to others to emulate and follow.

The exponent of a life of power will not dwell on his own weaknesses; instead, he will strengthen his better qualities by ignoring his weaknesses and developing the opposites. If he is trying to develop his memory, he is not reminding himself that he has a poor memory,

which is merely a confession that he is a poor concentrator. Instead, he intelligently sets to work to improve his faulty concentration, which leads to the cultivation of a dependable memory,—a priceless asset in life and a necessary quality in the life of leadership.

The man of power is a clean man. Cleanliness is of paramount importance in a life that is desirous of expressing higher development,—cleanliness of person, clothing, mouth, intestines, stomach, skin, clothing, body, mind, soul,—every part of the man of power is just radiating with wholesomeness and cleanliness.

The magnetic man looks at you with steady gaze, not trying to outstare you, but with the unwavering look of a powerful personality. He does not half close his eyes and rub his hands and try to influence you by a dilated pupil or hypnotic stare; he calmly opens his eyes to their widest extent, looks at you fearlessly and intelligently. In a battle of wits he uses his personal magnetism, personality and ability as his weapons and tools to get what he wants. He never resorts to hypnosis or dominating of another's will to win success or achievement; he is far above such destructive, immoral practices.

The man of power walks with sprightliness and easy grace, his toes pointed straight to the

front. The backs of his hands are towards the front. His chest is held loosely erect, and shoulders wide and squared. His arm swings from his shoulder and not from his elbow as he strides triumphantly along. His whole bearing is expressive of power and self-assurance.

With it all, the man of power is wholesome, natural, and his life is one of radiant simplicity. He is not living up in the clouds; his feet are planted firmly on the ground though his eyes may be fixed on the highest star.

He is not a bluffer or a pretender. He is not conceited. He never tries to advance over the failure of some one else; personal effort, personal endeavor, plus genuine merit, are the tools that he uses to win a competence from life. He is generous, forgiving, and good-hearted, yet is far-seeing and makes few mistakes.

The man of power recognizes that he lives in an imperfect world, so he does not assume to be a goody-goody or a perfect individual; he knows there can be no absolute perfection in life. He simply desires to live in a superior way, to do his best, to aspire to daily growth and constant development of body, mind and soul. This is as near a condition of perfection as any one can hope to attain in this imperfect world of ours.



Private habits of the man of power are also his public habits; he is not living a life of pretence. Sincerity and genuineness are his guiding qualities. In the sanctity of his own chamber he is not greatly different from what he appears to be in public. He knows that the law of "Cause and Effect" ever operates, so he is a hard worker and labors with the thought of joy because no real reward can come unless love and joy are made parts of his service.

The man who expresses power is a moderate eater and his food is of a plain variety. He does not eat between meals and on no account will he take more than three meals each day, and only one large meal in these three.

Here are a few hints that will develop mental and bodily health and add many years to one's span of life:

When you awaken in the morning always meditate with closed eyes a minute or two. You are still in partial contact with your subconscious mind, and it is wise to have a pencil and paper close by so that you may jot down whatever ideas or suggestions may come to you from your morning meditation. Then go through the exercises and hygiene as outlined in Chapter III.

Learn many words. They will help you to

grow in mastership and in leadership. Particularly should you become familiar with words expressive of power and force. Here are twenty words that you should use whenever possible:

Vitality	Red Blood	Service	Dynamic
Energy	Virility	Achievement	Forceful
Force	Best	Triumphant	Life
Power	Determined	Victorious	Breathing
Magnetism	Ambition	Pulsating	Energized

Make it a point to add to your vocabulary by memorizing at least three new words each day and to become thoroughly familiarized with the meaning of these words.

If advanced in years, practice walking at various degrees of speed to restore youth and magnetism to your body. Begin by walking at the rate of three miles an hour for two hundred feet. Do this several times a day for one week. Then walk the same distance at the rate of three and one-half miles an hour for the second week; increase it to a four-mile speed the third week; then to four and one-half miles for the fourth week; to five miles an hour for the fifth week; to a five and one-half rate for the sixth week. The average man can easily walk up to the rate of six miles an hour. A woman can usually attain the speed of five miles an hour for a short

distance. If unhampered by tight skirts she can walk almost as rapidly as a man.

This development of youth by increased walking should be of slow growth. Take your time. Begin consistently and systematically day after day, and soon you will drop your dragging gait; your body will be straightened up and will presently become recharged with the bounding spirit and virility of youth. A constant study of the laws of life should be a daily practice for one who aspires to power and leadership. It is indeed a most interesting study; almost daily a new unfoldment, revelation or discovery will take place. The intelligence becomes sharpened and the mysteries of life will be revealed when the faculties of perception and observation are persistently employed.

Harmonize with the laws of the physical, mental and spiritual planes of life; this is an essential in a life of achievement. One must know how to attune his life with the laws of the universe.

To increase one's vitality and power during sleep, a long walk at a rapid gait while practicing vitalic breathing should be taken before you retire. While walking, practice the power-breath—In, in, in, hold, hold, hold, out, rest, rest, rest, ten steps in all. This will insure

deeper and fuller breathing while sleeping as the heart and other organs of the body will have become aroused and this will make the sleep productive of greater health and energy.

The life of power is not affiliated with monotony or any tiresome drudgery. It can choose the work that it wants to do. The man of power can be what he wants to be; he can dictate to circumstances and conditions and rise above them because of faith in himself. With indomitable faith in his own ability, the man of power can lead a life that challenges all handicaps and conditions, and by his knowledge of living he can victoriously surmount even the highest obstacle.

By directing your powers into right channels you prevent friction and save time. Do not take roundabout methods to accomplish your ends. Efficiently organize your methods of conducting your home and business affairs. Let your energies flow in the right direction; wisely directed your power becomes doubly valuable and productive.

To live successfully one must demonstrate the right spirit, and the right spirit is that of helpfulness. Never do a mean action. Be fired with the spirit of noble thoughts. Strive to bring pleasure and profit to all those with whom you

do business; that is a propelling step to the achievement of power and of magnetism.

The man of power will make a study of colors. He will avoid all colors suggesting morbid or sluggish vibrations.

In your quest for superior development, aim for constant improvement of your personality. This is best accomplished by eradicating all narrow traits and personal idiosyncrasies which make people dislike you; thus will you be enabled to have a broader comprehension of life and keep alive a sense of your responsibility toward others. If you desire power, depend on your own ability, live your own life. Do not interfere with the happiness of others. Do not attempt to advise others unless you are earnestly requested to do so.

The man of power recognizes that time is his greatest asset and that he has not a moment to spare in criticism or trying to live someone else's life; he is constantly kept busy improving his own life, physically, mentally and spiritually.

Friends must be a large part of the life of a man of power. Be careful in the selection of your friends. It is better to have a few friends and know that they are real, soul-deep, golden friends, than to have many professing friends, who are so only on the surface, and manifest but

the thin veneer of transient friendships. Others will be benefited by your friendship and you will be helped and blessed by the association with good friends. Do not drop old friends for new ones; guard against haste in dissolving a friendship.

The penalty that is apt to follow the living of a superior life of achievement and success is that of making enemies. Competition is ever present along life's pathway, and when one works hard for years to develop affluence and win success, he naturally makes enemies while so doing. Do not despise your enemies, because enemies point out your weak spots, your failures and shortcomings; thereby they become friendly enemies. They pierce your armor and enable you to strengthen the places where you are weak.

Above all, every expression of hate must be cast out of the life of power. No positive power can permanently reside in the same chamber as hate. The man of power recognizes that hate is weakening and blighting. To overcome hate he will ever cultivate the spirit of love, the mightiest force in life.

Independence is an attribute of the achieving life. If some one thinks you cannot exist without him, he is not a true friend. You must show that you have personality and ability sufficient

to get along anywhere, at any time, by your own personal efforts; this will tend to give you a mighty force of self-confidence, freedom and personal independence.

The reading of good books will help you to achieve power and personality. Make notes as you read. Try to apply the principles that appeal to you in your plan of living; this will make for a system of continuous growth. Many valuable ideas are being daily outlined in newspapers, magazines and books, so use good literature as a means of attaining power and success.

If you have business acumen, make your decisions positively and promptly. If you lack business experience, then always sleep over a decision. The man of power decides quickly and accurately.

Aim for liberty and freedom. Do not let others direct you; do not shirk your responsibilities, but do not allow others to live your life. Live your own life, freed from the domination of others; if you are dominated by others, you are weakened mentally and spiritually.

It is pleasing to be admired by others. We all need encouragement. Encourage others and you will win encouragement. The man desiring power knows that he must do admirable things to be admired, but undeserved admiration that

is showered upon him, being insincere, works harm. If flattery is accepted as genuine, it weakens the mind that cannot comprehend its falsity.

The development of personal power is speeded when acquisition is sincerely desired primarily to improve and brighten the lives of others.

Personal power is a priceless possession. The man of power can dictate to life and life will yield him that which he rightfully demands. Aim for such a rich possession, and, when acquired, let it be a force that is to be used unselfishly, largely to help others to climb with you toward the towering summits of an Achieving Life.