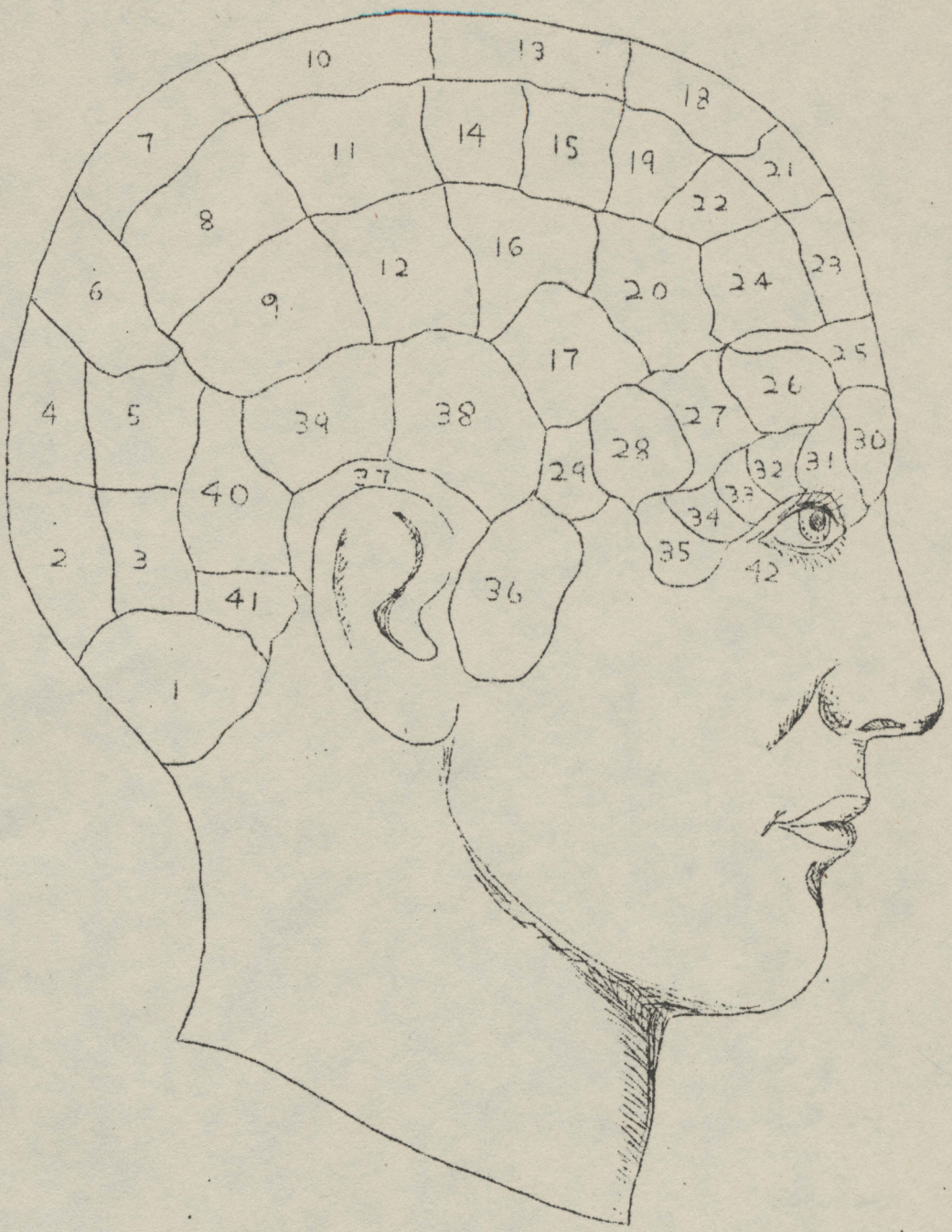
THE SCIENCE OF PHYSIOGNOMY



Self Character Analysis

Human Nature

Vocation



BRAIN DIVISIONS ACCORDING TO THE SCIENCES OF

PHYSIOGNOMY AND PHRENOLOGY

BRAIN LOBE INDEX

1. Amativeness - Emotions, Social and Sexual.
2. Parental love - Love for Children.
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4. Inhabitiveness - Desire for Home and Home Life.
5. Friendship - First Stage of Spiritual Love.
6. Continuity - Social Propensities.
7. Self Esteem - Estimation of Self.
8. Approbativeness - Regard for Popularity.
9. Cautiousness - Carefulness in the Avoidance of Risk or Danger.
10. Firmness - Strong Will Power, Patience, Perseverance.
11. Conscientiousness - Scrupulousness in Performance of Duty.
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THE SCIENCE OF SELF-ANALYZATION

"MAN, KNOW THYSELF," is the cryptic, terse command and admonition which has been repeated through the centuries by those who know the inner Truths. To inquire into the self as dispassionately as one would view a mathematical problem is a very difficult matter. Robert Burns, the poet, voiced this difficulty in the lines:

"O wad some power the giftie gie us
To see ourselves as others see us,
It wad from many a blunder frae us
And foolish notions."

The soul becomes cramped and limited by being cast into specific moulds of limited social and material influences, and so people live and die without ever classifying themselves, realizing their latent powers, and building their lives according to the Great Plan. Animals, necessarily, must live and die without being able to analyze themselves for they are from birth to the end of their lives only what nature decrees, but human beings have the God-given birthright of being able to analyze themselves in the very highest form.

In self-analysis lies the secret of progress. A man is a man because he can introspect his actions with a view to adjusting them according to a standard. Introspection is the faculty by which a man's inner ego and discrimination stand aside like a mental judge and pass impartial opinion on his own right and wrong actions. Self-introspection or self-analysis is the mirror in which to see your entire mind which, otherwise, remains mostly hidden from you.

In analyzing others, the most important thing to remember is that the mind must be kept unbiased and unprejudiced, so that hasty and unfair judgment is not passed.

It is HOW others see us which makes our REPUTATION for reputation is what others think we are. Character is what we are, but it must be admitted that for the most part our reputation is an index to our character. Judgments are formed upon what we do and "what we do" is based upon our nature - our character.

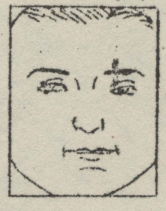
Observers have little by little, through the ages, built up a system of reading character through the study of PHYSICAL MAN. It has been noted, for instance, that the man with a high and broad forehead USUALLY has not only the capacity of Intelligence but he also USES it. Width between the eyes and a Grecian nose USUALLY indicate artistic talent of some sort.

Countless thousands of such observations over an extended period of time have given us a definite knowledge that man's body does and must largely reveal his character. Several systems of Character Analysis thus have a substantial basis as the outcome of wide experience in studying, correlating, and experimenting. These systems are all scientific, but the two most reliable systems are - PHYSIOGNOMY and PHRENOLOGY. We shall consider the findings of PHYSIOGNOMY, first.

PHYSIOGNOMY

Physiognomy is the art of reading in the face the qualities of the mind. The term may also be extended in its meaning to include not only the face, but the SHAPE, the TEXTURE, and the WHOLE ORGANIZATION of the body. However, it deals more especially with the HEAD and the FACIAL FEATURES.

For convenience the three general shapes of the head are divided into three classes known as:

The MENTAL (Triangular)	The MOTIVE (Square)	The VITAL (Round)
		

The MENTAL is the thinker who deals with ideas - He PLANS.
The MOTIVE is the doer who deals with things - He EXECUTES.
The VITAL is the "Boss" who deals with people - He DIRECTS.

However, these are rarely found except in combination - the Mental combined with the Motive or the Vital. The dominant characteristic comes first and a subordinate one is always in accompaniment. The one complements the other. Note the following:

Mental-Motive	Plans and executes.
Mental-Vital	Plans and directs.
Motive-Vital	Takes orders and passes them on to others.

The PURE MOTIVE can get along without training.
The PURE MENTAL is almost worthless without training.
The PURE VITAL is nearly worthless.

VOCATIONS

We can readily see that if no other factors enter into the equation, and there are many others to enter, that so far as a vocation is concerned:

The PURE MENTAL - (with training) - Would be a poet, a dreamer, possibly a professor or a statistician.

The PURE MOTIVE - (without training) - Would be a common laborer.

The PURE VITAL - (with training) - Could become a lazy "boss".

The MENTAL-MOTIVE - Would be an artisan, such as a dentist, watchmaker, architect, and many, many other DESIRABLE callings. But the calling would be wholly dependent on the AMOUNT of MENTAL and MOTIVE and the FINENESS of the organization.

The MENTAL-VITAL - Would be an inventor, priest, banker, or lawyer.

The MOTIVE-VITAL - Would be a foreman, walking-boss or working-boss, depending upon the amount of MENTAL he possessed, for he must have some mental powers.

In addition to the above, there are many other modifications to be considered as important factors in the choice of a vocation.

COLORATION

There are very few people who realize what effect being of a light complexion or of a dark one renders to character and to service. Generally speaking, those of a dark complexion (called ELECTRIC) are composed, possess gravity, are cold in movement, placid, have the VIRTUE of Naturalness and express ardent love.

Those who have a light complexion (called MAGNETIC) are hot in movement, generally quick and active, clean of mind and body and are not given to disease for HEALTH follows purity of mind and body. Hence, they are VIBRATIVE and RADIATIVE.

Therefore, the Judge and the Advocate are best of the Electric Temperament, while the fiery preacher and the better teacher are Magnetic in Temperament.

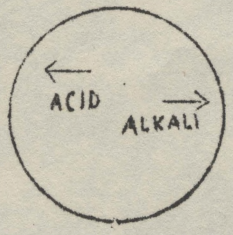
FEATURES

Sharp or Convex features show the Acid Temperament. This is the characteristic of the ANALYST and the SCIENTIST.

Concave features show the Alkali Temperament. This is the characteristic of the impulsive - often quick of temper, explosive, and frequently violent. Yet, withal, they have the kindest and SWEETEST of natures.

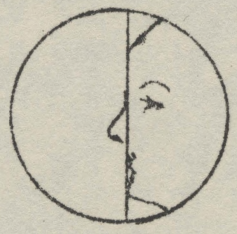
The student is now advised to make a circle and to put these characteristics on it one by one. The DEGREES of TEMPERAMENT should be shown. Try it in this way -

<u>The Circle</u> <u>The Neutral</u> <u>The Extremes</u>

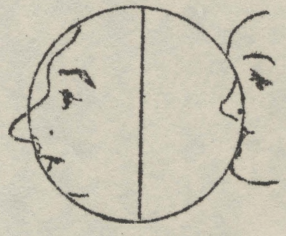


1

Acid Alkali



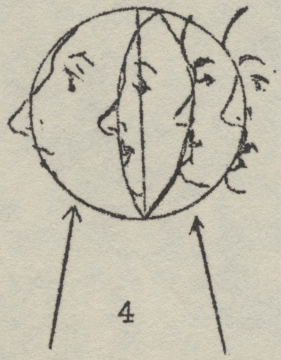
2



3

Acid Convex Alkali Concave

Now make one or more circles on which you place all the graduations or gradations.

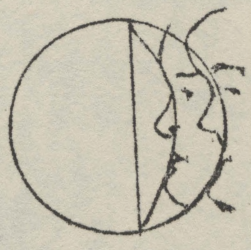


4

Acid Alkali



5



6

The index to the differences in mentality is indicated by the differences in features. If you will now read the following columns UPWARD, you will obtain the first great KEY to reading character.

Form and Temperament

7. Square	7. Motive	These are the guides to character and to Vocation. HOW we think, hence WHAT we are and HOW we act and WHY.
6. Convex	6. Acid	
5. Triangular	5. Mental	
4. Concave	4. Alkali	
3. Round	3. Vital	
2. Light	2. Magnetic	The service man gives to man is epitomized in these characteristics.
1. Dark	1. Electric	

The questions we should ask ourselves are - (1) What service can I render? and (2) Of what service is this man or this woman to the world? We must start at this point if we wish to study human nature properly.

The most IMPORTANT PERSON IN THE WORLD to yourself is YOU. The most interesting person in the world to you is yourself. You are always YOU. Wherever you go, you go with you. Outside yourself there is nothing - no time, place, or circumstance. What you do is the point. What you do to you is the paramount issue of life. What you do to you is determined by:

1. Your inherited tendencies.
2. The effect of your environment.
3. Your CONSCIOUS EDUCATION.
4. A KNOWLEDGE OF THE SELF, so that conscious education may be applied intelligently.

All these questions are answered in part and your problems started on the road to a correct solution through PHYSIOGNOMY, for not only does it help to solve your problems but it gives you the ability to know the "other fellow." When you can look at another and tell the way his mind works, what his actions are, and what his reaction to a suggestion given to him is likely to be, you have a weapon to use which he in all likelihood does not possess. You will not use this power to gain an unfair advantage but you will know what to do in any emergency.

PHRENOLOGY

Phrenology comes near to being an exact science yet it is purely estimative and the results obtained depend upon the skill of the operator. Physiognomy is the LANGUAGE of expressing an interior mentality and its operations. PHRENOLOGY is the system of character reading based on the theory that the qualities of the character are shown in the form of the skull. The term is used to comprehend the forty-two known areas of the brain and to describe the faculties attributed to each of them. It may be defined as the "Localization of Cerebral Functions."

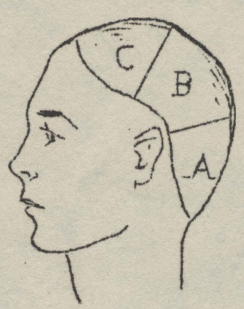
This great SCIENCE originated with Gall, a justly celebrated German scientist who was seeking to discover what parts of the brain produced specific disease. He found that no one part of the brain is responsible for any special disease but in his quest he made a greater discovery. He found that each area has a special use - a separate and distinct office to perform. He PROVED that according to the size and the development of that area, man could be studied and his nature understood and that man is susceptible to intelligent and accurate measurements as to his mental, his physical, his social, and his protective powers. Other great minds have added to these discoveries and today we have the science of character as the result.

We shall now study the following:



1. Is the SOCIAL area.
2. Is the SELF area.
3. Is the INTELLECTUAL area.

1. This area is subdivided into three groups.



A. The DOMESTIC GROUP: Here are located the organs of love of wife, of children, of home, of friends of both sexes, etc.

B. The GOVERNING GROUP: Here are located the organs of love of the self, self-control, dignity, will power, continuity of thought and action.

C. The CONFORMING GROUP: Here are located the organs of love of righteousness, faith, hope, sympathy, and benevolence.

2. In the IPSEAL or SELF area are located the organs that contribute to the care and protection of the self, the resistance to disease, the thoroughness of executive capacity, the capacity to use tact and reserve, prudence and safety of the self, the ability to construct, and the love of the beautiful, the grand, and the stupendous.

3. In the INTELLECTUAL area are located the faculties by which we are enabled to secure the materials for THOUGHT and to regulate what shall be done with the materials. It provides a balance wheel between the Self and the Social propensities. For example, a man very large in the Ipseal and small in the Social might give all his time to providing for himself and using on himself all that he acquires. Another, very large in the Social, and small in the Ipseal might spend all his time in unprofitable companionship with little thought as to making provision for himself or for his family, although his family may be very dear to him. Such a one as the former should marry a woman who has normal social qualities, while the latter should marry a woman possessing a great deal of prudence and acquisitiveness.

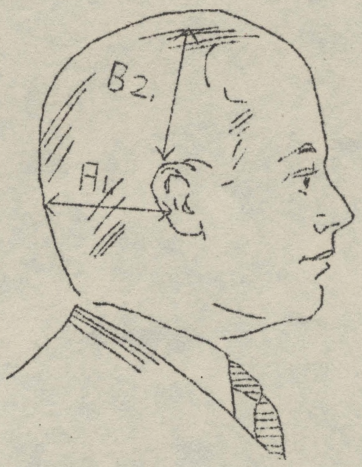
This area is the gleaner of knowledge through the seven senses and is likewise the dispenser of that knowledge. It is the area of expression, as well.

While it is to be observed that Phrenology is the one safe guide to marriage, it should be remembered that many combinations need to be made to effect true happiness in married life.

WHAT TO OBSERVE

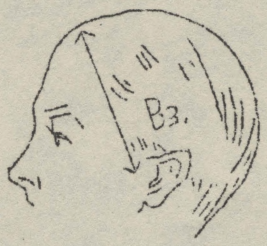
You now have enough material to commence your observations. You should begin with the diagrams given on the next page and, little by little, build up an understanding of the NATURES OF PEOPLE.

Do not try to do too much at a time. Go at the study systematically.



A1. Observe the position of the ear on the head. Remember the Social area is back of the ears. Great depth and WIDTH indicate a companionable person who is fond of family, children, animals, pets, home. Will be loved by the opposite sex. If SMALL - Indicates a lack of these characteristics. Will wonder why he is not popular.

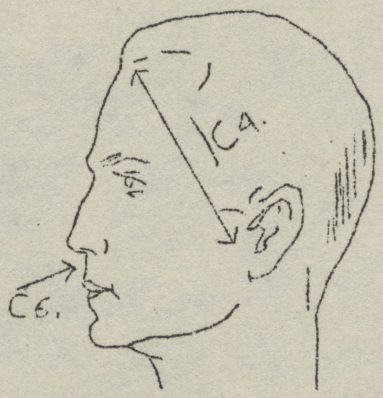
B2. If HIGH and WIDE indicates self-esteem, dignity, self-control, application, continuity. If very LOW indicates self-consciousness, depreciation of self values, a leaner on others, often an inferiority complex.



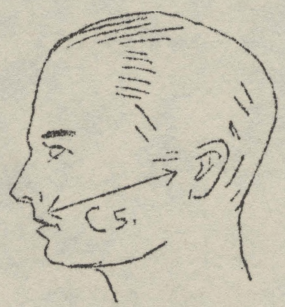
B3. If HIGH, indicates reverence, faith, hope.

C4. The Intellectual area. If DEEP, from ear, indicates good reasoning powers, the ability to comprehend cause and effect, power to reflect and probably wit.

If very WIDE, person has large imagination. If very DEEP just over the eyes, indicates person is very observing.



C5. Note depth from ear to base of nose. FULL indicates action, speed. If SHALLOW, indicates the plodder.



C6. Note length of upper lip. If long, indicates self-reliance as well as action.

If short, indicates a leaner. Should work for others, not for the self.

A good BALANCE is that which is most to be desired.

SPECIFIC FEATURES

The hair, eyes, ears, nose, mouth, and chin are good indices to some of the characteristics of an individual. One can get a pretty reasonable picture of some types of mind by looking at the nose. And when we begin to combine the effect that eyes, nose and mouth produce on our minds as we view a person, we get a very vivid idea of what he is like. It is well NOT to be carried away with the idea that all the character is to be read in this way. These features are, again, a language but not the whole language. For this reason some introductory hints on Phrenology are given on the preceding pages. It is time now to turn to the investigation of the Specific Features.

One look at a Hebrew's nose proclaims the man of commerce, of barter and exchange. It is the insignia of the merchant, the banker, the money-dealer. But the student must realize that it is not an infallible guide to such capacity. It is a supplementary way to help in proper interpretation. Yet, as this feature is so easily observable, it is well to give it consideration as a means of checking on the other observations.

THE HAIR

The Bible, in one of its symbolic narrations, tells the story of Samson, the man of mighty strength and his wife, Delilah. The word "Samson" means strength and is derived from a Hebrew word meaning sunlike, sun hero, sun. These are all symbols of power, of strength, and of force. The word "Delilah" comes from a Hebrew word meaning, weak and delicate. She shears Samson of his hair - the expression of his strength.

CHARACTERISTICS EXPRESSED BY HAIR

1. Very stiff and bristly hair indicates physical strength.

2. Hair that twists from the scalp into convolutions shows a rebellious mind - a person strong in his opinion and often arbitrary. The area over which the twisting is emphatic frequently announces the type of his rebellion.

3. Strong hair indicates straightforwardness and often abruptness, even to the point of being brusque. It also indicates that the person is Puritanical, especially if the color is black. Come to the point at once with this type of person.

4. Curly hair indicates amiability and pliability. If it is merely wavy, it shows yielding and adaptable qualities.

5. Fine hair shows a refined and sensitive nature. We should look for courtesy, thoughtfulness, poise, diplomacy, and gracefulness as the qualities of the possessor of fine hair.

6. Very dark hair - black - shows moroseness, self-centeredness and love of sorrow. A person having black hair

likes to read the death notices in the news, dwells on "Mother's funeral" and matters of like distressing nature. Is also vindictive and often unforgiving. (This is the extreme type and not to be considered as always applicable.)

7. Brown hair invariably denotes affection. If there be a tint of red or gold in it, deep, though not always abiding affection is indicated.

8. Light hair may indicate fickleness.

9. Medium - from the flaxen to the brown - is the most desirable of colors. Such persons are people of energy and progressiveness and have the deepest UNDERSTANDING. This is especially true if there is a tint of red present.

10. Red hair indicates a combination of fearlessness and caution. This is a very contradictory statement but quite true. Persons having red hair make good demonstrators for they will appear before the public undaunted. They rush into adventure but are cautious with what they own.

11. The tinge of gold is always indicative of talent.

THE EARS

1. Low ears indicate mentality, self-propulsion and good self-esteem, often to the point of self-conceit. This is because there is a lot of HEIGHT above the ears in which the self qualities of the mind may operate. To be sure, when there is WIDTH, as well as HEIGHT, the faculties of self-preservation, etc., may be active, but this does not diminish the presence of egotism in extreme cases.

2. Large ears indicate power to attain in MATERIAL MATTERS.

3. Thick ears indicate lack of feeling toward others.

4. Round and shell-like ears indicate tonal and voice talent.

5. Small ears indicate a retiring nature, yet with deep affection.

6. Ears placed high indicate the person is lacking in self-propulsion and is generally self-conscious.

7. Ears that "stick out" indicate the person is a good listener, fearless, and inclined to be stubborn.

8. The well-formed ears that slant backward indicate their owner has organizing ability.

THE EYES

There are only three FAST COLORS to the eyes - blue, brown, and black. All other colors are combinations, and there are a great many combinations of colorings.

1. Blue Eyes - Are an index of muscularity. It is this coloring which attracts many of the femal sex to the football player.

   True Blue - The color of the heavens and the darker shades indicate honesty, integrity, straightforwardness, and idealism. This is more especially true if the eyes are large and have a tendency to look upwards.

   Gray Eyes - Are blue charged with pigments of white and a little brown. They indicate the cold, the mental, and the calculating type of person.

   Steel-Gray - Indicate the cold, yet honest type of person. Gray of the lighter shades indicate keenness and sympathy.

   China Blue - Indicate the innocent, the trusting, the adoring type of person.

   Blue-Brown - Indicate the honest and the affectionate type of person. When the eyes are HAZEL as a result of this combination, they always indicate TALENT.

   Blue with yellow specks - Indicate a certain amount of jealousy, resentment, or disappointment.

The student should note that in all of the above, we are dealing only with the eyes which go with the Magnetic Temperament. They ALWAYS indicate the Vibrative and Radiative type of person.

2. Black Eyes - Are seldom seen, but beware of the one who has this possession. He is either a SAINT or a veritable SINNER. He possesses a high degree of hypnotic power. He is either at your service, and your servant, or he is your master. He is revengeful and will not listen to reason. He works and acts on IMPULSE, and on impulse alone. He is quick and fiery of temper and does not forget. He nurses wrath and explodes at the most inconvenient times. ALL DEGREES between the brown and the black can be traced from the warmest of affection to the deadliest of hatred. The person having black eyes is always high-strung, nervous (if of the mental temperament) and filled with the SELF.

3. Brown Eyes - Indicate affection. Their possessors are loving, generous, impulsive, faithful, loyal, and the panegyric of brotherly love. Yet they are proud and want to find their place in the sun. They are patient and law abiding. The best example of this type is the Hebrew. If you will study this race you will find that they exemplify the foregoing to the minutest detail. The next in order is the Italian race, but it does not fulfill all the details. Then come the Chinese and the Hawaiians.

Width between the eyes indicates artistic ability - in music, painting, and in the fine arts.

Very wide-set eyes reaching to the temporal region indicate breadth of vision, broad-mindedness, non-sectarianism, internationalism - men of the world.

Narrowness between the eyes indicates a one-track mind.

Observe, always, the degrees of width and the modifications as a result.

THE NOSE

A very important appendage is the nose of man. Look at the various kinds of noses. Close your eyes and PICTURE the many kinds of noses you have seen - protruding, hump-backed, pug, upturned, concave, convex, wide, narrow, broad, pinched, full-sized nostrils and mere slits, sharp, blunt, deep-valleyed, nosey noses, short, long - and each one has its own special and entirely different significance.

As a matter of convenience we have made a table of significances.

Roman - Leadership, business, and commercial ability, mental aggressiveness.

Grecian - Classical, artistic, musical, poetic. If wide between the eyes - painting, sculpture, acting.

African - Blunt, outspoken, natural.

Sharp - Sarcastic, inquiring.

Pointed - Analytical inquisitiveness, conceitedness.

Large - Diverse-minded, versatility, capacity.

Syrian - Melancholy, depressed, yet keen. Tenacious.

Small - Weak, emotional.

Upturned - Aspiring, moral, poetic, talkative, ambitious.

Long - Tenacious

Short - Impulsive

Retrousse - Kindly, motherly, helpful.

THE MOUTH

From the mouth we may read signs of character which the other features do not give, eyes excepted.

We are born with hair of a certain color and texture, with skin that is light or dark, with ears of a fixed shape and size, and with eyes of a definite color. But the eyes and the mouth undergo many modifications, as we go on in life. They, to a very large extent, tell us HOW WE HAVE LIVED because of HOW WE HAVE THOUGHT and they alter and change very much, while the other features remain practically unchanged.

Different characteristics shown by mouth:

Large - Versatile, generous, substantial, reliable.

Small - Narrow-minded, self-centered, ungenerous to the point of stinginess, accumulative, ability limited.

Cupid - Good-natured, sweet, pliable, harmonious.

THE LIPS

Short upper - Weak in self-reliance.

Long upper - Self-reliant.

Receding lower - Lack of driving impulse.

Projecting lower - "Push power."

Thin - Sarcastic, secretive, stingy.

Ragged - Untrustworthy, unreliable.

Loose - Ignorant, material.

Open - Unsecretive, dangerous, unreliable.

Nature gave us a chin to display to the world our weaknesses and our strength. The employer of men and women should look well to the CHIN of his prospective employees to determine fitness.

for the job. It must be accredited to nature that she provides that EVERY chin shall denote the individual has a certain something to give, and the individual is not to be scrapped, because he has a chin which does not fit every situation.

Take, for instance, the sharply RECEDING CHIN of a young woman. It would seem to denote a lack of physical aggressiveness, and it does in ninety-nine cases out of a hundred, but hide that chin back of a typewriter and she is the best out.

Take the opposite, the OUT-THRUST, PROTRUDING CHIN. You couldn't conceal it with any typewriter in the world, nor hide it back of a desk. This is the person of combativeness who takes the attitude that PEOPLE are the very necessary objects to meet and to resist, physically. Such persons want nothing between themselves and their man - friend or foe. They will look approvingly at their big fists, their sturdy muscles and dare the world to "knock a chip off my shoulder". Given a "pug nose" and he will find an Irishman at the corner ready to meet him. The outcome is speculative. Given a Romanesque nose and he will meet the world with his fists AND his MIND.

The BROAD CHIN denotes physical strength, force of character, and determination.

The CLEFT CHIN and dimples in the cheeks denote goodwill, flexibility, unselfishness and buoyancy.

The NARROW DEEP CHIN denotes its possessor does nothing by halves, is fanatical, an extremist and would rather be A TOAD in the puddle than take a chance of being lost in the crowd. Such persons are either a great success or a notorious failure. They are very suspicious and tell only one side of a story. These chins are not found in the city. They are found on far frontiers. Never rush this type of person.

The SQUARE CHIN denotes a person who likes to fight. The wide square chin shows the daring, the independent, and the destructive. The cleft square chin shows the militant, the cooperative and the constructive.

** ** ** ** ** ** **

On the whole, the body will correspond closely to the features heretofore described. Thus it is possible to look at the back of an individual and tell the shape of nose, color of eyes, and the shape of the chin.

You are NOW to begin the art of reading character from the body of facts which is assembled between these pages. Instructions as to what to observe and practice follow.

CONCRETE PRACTICE

Begin to O B S E R V E. This will develop your PERCEPTIVE POWERS.

Cultivate the HIGH ART of L I S T E N I N G. This will increase all your powers and faculties.

Make mental notes of the MEANING of what you see and hear. This will develop your REFLECTIVE ABILITY.

OBSERVE: The Organization. Round - Square - Triangular.
Big - Strong - Long - Short - Diseased.

Note all the SYMPTOMS.

1. Observing one who is MENTAL, make some such mental note as: This man is intelligent. He thinks and has ideas. He may not be practical.

2. Observing a MOTIVE type - He is a practical person. He is active. He may not be able to direct this action intelligently.

3. Observing a VITAL type - He is sociable. He likes to direct. He is easy-going and good-natured, perhaps he is lazy. He MAY be a good boss. He may not have enough intelligence.

4. Observing an ACID type - This man has an analytical and inquiring mind. He may be very critical.

5. Observing an ALKALI type - This man takes things as they come. He is sweet, good-natured and pliable. He may get angry quickly but is soon over it. He is explosive and at times violent, but he means well to everyone.

6. Observing an ELECTRIC type - He is poised and composed. He is a man of gravity and good judgment. He is natural and a great lover.

7. Observing a MAGNETIC type - This man is clean-minded. He hates mean and unworthy things. He is pure in mind and body. He is not likely to be sick often.

There are, of course, many modifications of types. You must use good common sense in putting the various combinations together. But don't look at it as being a hard task. It is easy once you get the "swing" of it.

It will prove to be good practice to take one of these characteristics daily and study everyone you meet from this one standpoint. When you are through with one type go on to another and test your results. Try it with your friends and see if it fits them. G O S L O W L Y.

You should now take a few weeks to study NOSES.

OBSERVE - Shape and size. For instance, the ROMAN nose.

REFLECT - Boss - Leadership - Mental aggressiveness, etc.

Then study the EYES.

OBSERVE - Color, shape, depth, width, customary habit of looking.

REFLECT - He has _____. He is _____. Follow the instructions as to what the eyes mean.

You should then observe the EARS, MOUTH, and HEAD. But take only one specific feature for observation until it is well fixed in your consciousness. You will soon find yourself so interested in trying out your skill that you will be on the lookout all the time for strange characters. Generally speaking, ONE WEEK to each of these various observations, with constant reviews, will make you a skilled analyst within a year.

PHRENOLOGY is probably the MOST FASCINATING SUBJECT IN THE WORLD because we are all people and it deals with PEOPLE. The one who can read character by this observational method has a fund of knowledge that he may concretely apply to the development of certain vocational qualifications discovered through the foregoing lesson. You, therefore, will know what your vocation is, and you will be able to read the character of persons with whom you come in contact. The mystery of human nature thus becomes an actual, understandable science for the betterment of our lives.

We wish you success, dear students, in the fundamental and intriguing study of character analyzation.

Yours, with blessing,

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