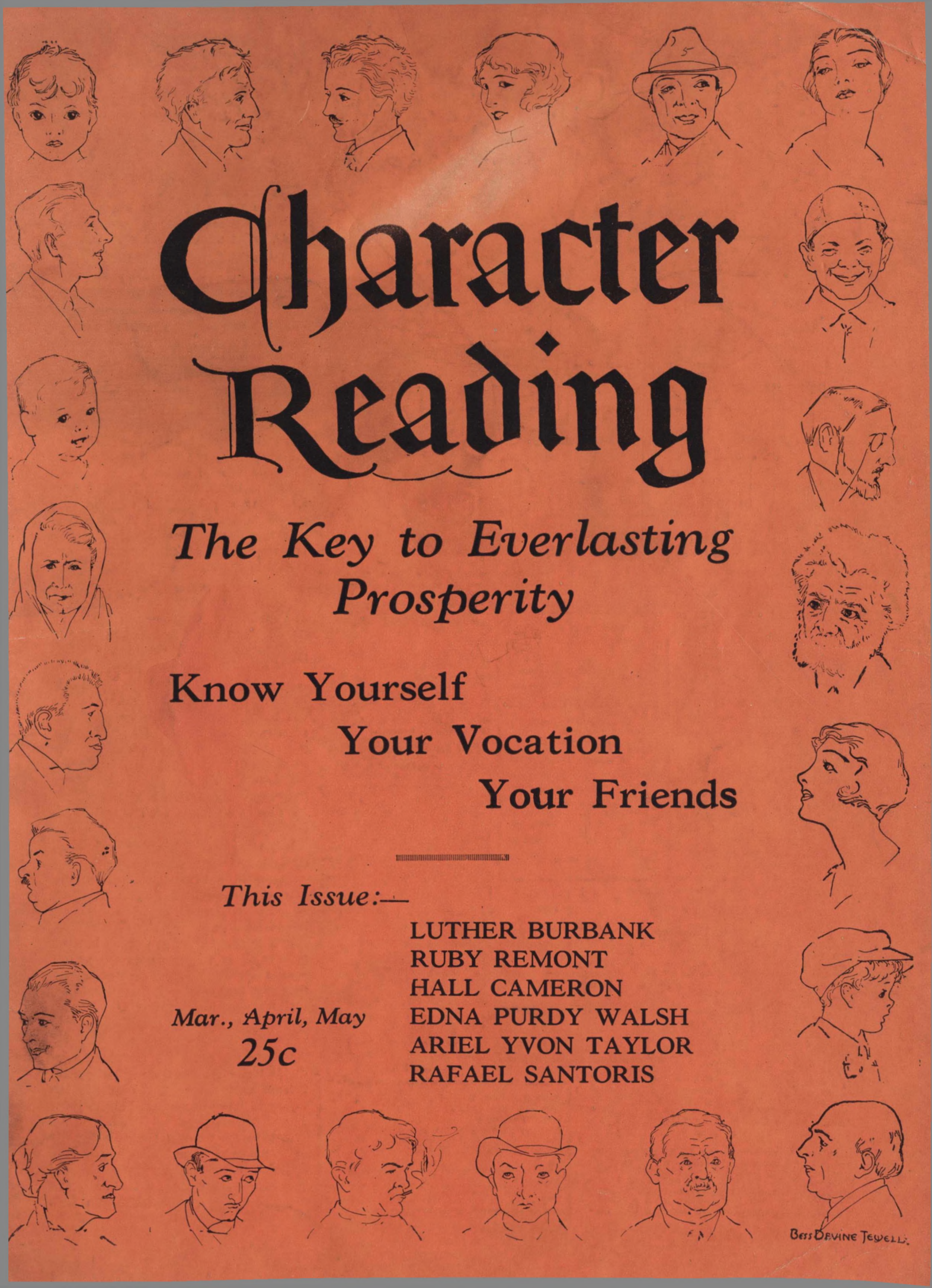


Character Reading

The Key to Everlasting Prosperity

Know Yourself
Your Vocation
Your Friends

This Issue:—

LUTHER BURBANK
RUBY REMONT
HALL CAMERON
EDNA PURDY WALSH
ARIEL YVON TAYLOR
RAFAEL SANTORIS

Mar., April, May
25c



They Called Me a "Human Clam"

But I Changed Almost Overnight

AS I passed the President's office I could not help hearing my name. Instinctively I paused to listen. "That human clam," he was saying, "can't represent us. He's a hard worker, but he seems to have no ability to express himself. I had hoped to make him a branch manager this fall, but he seems to withdraw farther and farther into his shell all the time. I've given up hopes of making anything out of him."

So that was it! That was the reason why I had been passed over time and again when promotions were being made! That was why I was just a plodder—a truck horse for our firm, capable of doing a lot of heavy work, but of no use where brilliant performance was required. I was a failure unless I could do what seemed impossible—learn to use words forcefully, effectively and convincingly.

What 15 Minutes a Day Will Show You

How to talk before your club
How to address board meetings
How to propose and respond to toasts
How to make a political speech
How to tell entertaining stories
How to make after-dinner speeches
How to converse interestingly
How to write letters
How to sell more goods
How to train your memory
How to enlarge your vocabulary
How to develop self-confidence
How to acquire a winning personality
How to strengthen your will-power and ambition
How to become a clear, accurate thinker
How to develop your power of concentration
How to be the master of any situation

In 15 Minutes a Day

And then suddenly I discovered a new, easy method which made me a powerful speaker almost overnight. I learned how to bend others to my will, how to dominate one man or an audience of thousands. Soon I had won salary increases, promotions, popularity, power. Today I always have a ready flow of speech at my command. I am able to rise to any occasion, to meet any emergency with just the right words. And I accomplished all this by developing the natural power of speech possessed by everyone but cultivated by so few—by simply spending 15 minutes a day in the privacy of my own home, on this most fascinating subject.

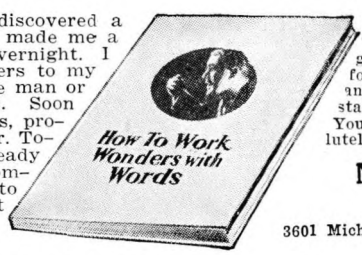
* * *

There is no magic, no trick, no mystery about becoming a powerful and convincing talker. You, too, can conquer timidity, stage fright, self-consciousness and bashfulness, winning advancement in salary, popularity, social standing, and success. Today business demands for the big, important high-salaried jobs, men who can dominate others—men who can make others do as they wish. It is the power of forceful, convincing speech that causes one man to jump from obscurity to the presidency of a great corporation; another from a small, unimportant territory to a salesmanager's desk; another from the rank and file of political workers to a post of national importance; a timid, retiring, self-conscious man to change almost over night into a popular and much applauded after-dinner speaker. Thousands have accomplished just such amazing things through this simple, easy, yet effective training.

Now Sent FREE

Send for This Amazing Book

This new method of training is fully described in a very interesting and informative booklet, which is now being sent to everyone mailing the coupon below. This book is called **How to Work Wonders With Words.** In it you are shown how to conquer stage fright, self-consciousness, timidity, bashfulness and fear—those things that keep you silent while men of lesser ability get what they want by the sheer power of convincing speech. Not only men who have made millions but thousands have sent for this book—and are unstinting in their praise of it.



You are told how to bring out and develop your priceless "hidden knack"—the natural gift within you—which will win for you advancement in position and salary, popularity, social standing, power and real success. You can obtain your copy absolutely free by sending the coupon.

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What Is Tolerance?

by V. B. R.

By V. B. R.

The last word in philosophy, we consider the wonderful words below. Take them if you are ready. If you are not ready, reject them.—EDITOR'S NOTE.

WHAT IS TOLERANCE?

It is to have reached that place in life's unfoldment where we can grant to everyone we meet perfect freedom of thought, and such comparative freedom of action as does not interfere with the rights, privileges and prerogatives which belong to all mankind.

It is to realize the fact that, to each individual human, life is an individual and personal problem. It is to know that good and evil may exist in the same mind at the same time, and that they often seem to be but relative terms.

It is to know that what is "good medicine" for one individual may be rank poison to his closest friend or nearest neighbor; showing that individuality is an important factor which must not be overlooked in the solution of life's problems.

It is to realize that those who come to us with differing ideals and whose habits of thought and action seem strange to us, should not become the subjects of our judgments nor our criticisms.

It is to accept the fact that their problems are their own and can be solved only by themselves, within themselves; that we can be of greatest service by permitting them to breathe the air of freedom from our criticisms, our judgments or our condemnations.

It is to know that we have no right to condemn another merely because he differs from us in his ideals, his methods or his conclusions.

It is to realize the fact that we have no right to criticize another because his experiences have been different from our own, or because he has not derived the same lessons from his experiences that we have from ours.

It is to accept the fact that we have no right to sit in judgment upon any of our fellows merely because our temptations may have been greater or less than theirs.

It is to realize the fact that by our trials, rather than by our pleasures, we learn to know our real selves.

It is to appreciate the fact that no individual ever reaches the point of perfect balance until the pendulum of life has swung to both extremes—and not to judge him while he swings.

It is to learn that a knowledge of life is necessary to its understanding.

It is to know that only through kindred experiences may we ever come to a perfect knowledge and appreciation of the joys,

the sorrows, the temptations, the weaknesses and the strength of our fellows; and that we cannot render service, sympathy nor help to any Soul until he himself has experienced. He must *know,* and knowledge comes only as a result of personal experience somewhere along the way of life.

It is to realize that we must draw no lines and lay down no laws for others to follow, because they are accountable to themselves alone, save only in their relations to society and the laws of men therein.

It is to realize that we can be true to ourselves only by living our lives according to our own individual standards of Equity, Justice and Right.

And thus it is that, through *Tolerance* we may work out our own salvation, always allowing to each and every individual we meet the same freedom of life and action, never trespassing upon another's rights or prerogatives—fearful of nothing, grateful for everything, having Faith in ALL things.

[FINIS]

If you liked the above, and wish to go up into the heights of Character Reading and what it means, send 35c in stamps to cover mailing costs of the book containing the story Four Essentials of Character. Address the School of Natural Science, 8272 Marmont Lane, Hollywood, California.

LAW Personal Instruction By Mail Be a lawyer or law trained business man. Qualify to earn $2,500.00 to $15,000.00 a year. University methods. TUITION LOW. EASY TERMS. Text books furnished. Practical and authoritative non-resident course. Endorsed by bench and bar. Prepares for bar or business. Over 60,000 students. PERSONAL INSTRUCTION. Guarantee to coach free any graduate failing to pass bar exams. SPECIAL REDUCED TUITION OFFER now in force. Write today for particulars and book on law FREE.
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SUCCESS

Are YOU longing for Success?
Have you tried and FAILED?
Are you at a loss to know what to do next. Are you discouraged?
There is within you the POSITIVE Principle of Success.
You CAN Succeed.
You CAN Achieve.
You CAN Overcome.
You can WIN.
What you need to do is just to discover your Real Self—That God-given Self within you.

GEORGE E. CROSSE

can help you to do this, and start you on the Road to Success.
Write him a letter To-day in your own hand writing, telling him of your longings, your Hopes, your Ambitions, and your Failures, and enclose a Profile and a Front view Picture of yourself with Two Dollars, and he will tell you what you are best fitted for, and where you can make a success of Life.
If you are not satisfied your money will be cheerfully refunded. Address

GEORGE E. CROSSE
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Dr. Crosse is frequently open for Speaking Dates, and Lecture Series. Write him if interested.

I'll Teach You to 'Read' People At First Glance—*Or No Cost!*

Salesmen! Would you try to sell a prospect with your eyes shut? Business Men! Would you try to run your business blindfolded? That is just what you are doing unless you know how to read and analyze the characters of the people you deal with. Let me open your eyes. I'll teach you to read people at first sight or the trial costs you nothing.



By DAVID V. BUSH
The Man Who Astounded America

THROUGH a remarkable new method of reading people at sight, I have enabled thousands of salesmen, executives and employees to increase their earning power to a really astonishing degree.

Most people do not appreciate what a tremendously important thing it is to be able to read people at sight. But here is an interesting test that will convince you. Just close your eyes. Imagine that you are a salesman about to meet a prospect. But instead of looking at the prospect you keep your eyes shut. You can't see him at all. You know nothing of his features or physical characteristics. You don't know whether he is old or young, lean or stout, intelligent or stupid, calculating or emotional. Could you sell him? Think how difficult it would be! You wouldn't know how to interest him. You wouldn't know what to talk about. You wouldn't even know how to begin without some knowledge of his character as revealed by his face.

Everyone develops an unconscious character analysis of their own. But vague and unconscious as this character analysis is, they find it extremely valuable. They are lost without it. Think, then, how much more valuable a definite scientific system would be—a proved system which would give you the exact character of a man at a glance.

As a salesman you would be assured of more orders, more friends, more earnings. You would know just how to approach each prospect. You would be able to suit your appeal to each particular man or woman. You would understand each man's temperament and peculiarities before attempting to sell him.

As a business man you would be able to better understand other business men. You would know precisely how to deal with each customer.

As an executive you would know how to pick the right man for the right job. You would know exactly how to manage each employee to get the best results.

Five Types of Character

There are five types of character. In every man, one of these types predominates. Each type must be appealed to differently. The correct appeal for one man may be the worst possible appeal for another.

Some men think slowly. They cannot be hurried into a deal. They are suspicious of anyone who attempts to hurry them. Others decide quickly. They pride themselves on their quick judgment. You must convince them in a short time or you will never convince them. Some men are strictly practical. Hence, only the practical side of a proposition will appeal to them. Others are theoretical. They must be approached in a still different manner.

I can teach you how to size up each different type at a glance. Each man's character is plainly written on his face by certain unmistakable signs. I can show you precisely the best appeal for each and every man.

Contents of this Book

How to sell the different types
Vocations for the different types
Love and marriage
The eyes
The ears
The nose
Head shapes
The handshake
The voice
Personal habits
How to make people like you,
and 18 other vitally interesting chapters. Also 150 diagrams and photographs explaining these rules and just how to apply them

Send Today for This Remarkable Book

In my tours throughout the United States I have personally met hundreds of thousands of people. Each year I lecture to millions. This book, "How To Read People at Sight," is the most comprehensive of its kind. It is the result of years of close observation of millions of people.

The book fully explains the five types—how to recognize each type—how to deal with each type. It explains the peculiarities of blondes and brunettes. It covers the front face, profile, hands, skin, nose, eyes, ears, mouth, chin, the walk, voice, handshake, personal habits, expression, and hundreds of other points that have a direct bearing on character. The book contains 84 charts and pictures, each one a direct illustration of some feature bearing on a particular type.

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You must see this wonderful book—a regular gold mine of valuable knowledge. 550 pages, substantially bound in cloth. Formerly sold at $7.50. Now being offered at only $5.00 as a special introductory offer. Clip and mail the coupon now and this book will be sent to you by return mail. Pay postman only $5.00. If, after 5 days you are not delighted, return the book and your money will be refunded instantly. You are the judge. David V. Bush, Dept. A-854, 225 North Michigan Blvd., Chicago, Ill.

DAVID V. BUSH,
Dept. A-854, 225 N. Michigan Blvd.
Chicago, Ill.

You may send me the volume entitled, "How to Read People at Sight." I will pay the postman the special introductory price of only $5.00. If I am not delighted I can return the book within five days and you will refund my money instantly.

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KNOW YOURSELF YOUR WORK YOUR FRIENDS

CHARACTER READING

Published quarterly by Character Reading Publishers, Wrigley Bldg., 400 N. Michigan Ave., Chicago, Ill.
Edna Purdy Walsh, Managing Editor



Reading People

is the most thrilling vocation in the world. Life never grows dull or the eyes dim to one who can read people and help them.

Character Reading's very own course in the chemical types is now ready in condensed form. This consists of a classification of all the chemical temperaments for which you have asked and asked for so many months.

From the temptestuous oxygen man to the caustic, hard working chlorin type, this classification includes the characteristics of all types, their diet, their strong qualities, their weak qualities. It is all before you in a nutshell. It is the key you have been waiting for—the very basis of successful character analysis.

Price $1.00

Also, we have more good news.

We have had reprinted all of the back numbers of Character Reading, except Vol. 1, No. 1, which did not cover any of the chemical types—merely the contents of the five little books on character reading for the vest pocket.

The back numbers contain the chemical types as far as we have covered them, and a gold mine of other information.

Eight books there are in all—think of it—for $1.50.

If you want to build the foundation of your house of knowledge of people, send for the above classification of all types, and all of the back numbers.

CHARACTER READING MAGAZINE
Wrigley Bldg., Chicago



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Vol. 2.

MARCH-APRIL-MAY, 1926

No. 4

Would You Believe That the Only Difference Between These Two Men Is a Bunch of Celery?





YET it is on a seemingly small thing like a little SODIUM in the system that success or failure depends. Acidity is death, gloom, irritability, and fatigue. Alkalinity when produced by natural chemicals in foods is life, happiness, money, and vim.

Your body is made up of sixteen chemical elements. You need every one of them in order to be perfectly well. Most of us are suffering more from a deficiency of one, two, or three of them than from over-feeding.

A very stout person may have too much carbon but not enough iron, phosphorus, oxygen, or potassium. Another stout person may have too much oxygen and not enough calcium.

We do not need to starve. More often we need to supply **more** food of certain elements and take less of other foods in order to either gain or lose.

Learn What Foods Contain the Different Elements So That You Can Intelligently Regulate Your Diet and Change Your Mentality.

Some chemicals make for placidity—sleepiness; some of them make for ambition—a go-getter spirit; some of them make for mental nourishment; some for joy; some for firmness, and some for versatility.

SEND FOR YOUR LISTS TODAY

Carbon Foods

Excess carbon destroys mental alertness, memory and ambition. Also will. Increases weight.

Oxygen Foods

Oxygen makes for activity, health, success.

Nitrogen Foods

Nitrogen gives poise, cool skin, heavy solid flesh, dark pigments to skin and hair and eyes.

Hydrogen Foods

Hydrogen the vehicle of the blood. Too much causes watery flesh, clumsiness, eczema, sterility.

Potassium Foods

Potassium heals, balances, gives activity, good looks and versatility.

Sodium Foods

Sodium is nature's cleanser, alkalinizer. Gives grace, energy and health.

Calcium Foods

Calcium builds bones and teeth. Gives firmness and will, steady work and science, as well as good blood supply.

Fluorin Foods

Fluorin is the great protector of the body against certain dread diseases. Gives genius to the brain.

Silicon Foods

Silicon is the optimistic chemical. Keeps nails and teeth polished, the body lithe and graceful, and prevents tuberculosis.

Iodine Foods

Iodine protects the brain from body toxins. Leave out iodine from your diet and you are not normal mentally or physically.

Manganese Foods

The hysterical, neurotic patient is not a fraud. She is starved of manganese, the element which coordinates our thoughts.

Phosphorus Foods

Phosphorus nourishes brain and nerves. When we are doing mental work we exhaust our phosphorus supply, and fatigue, nervous breakdowns follow.

Sulphur Foods

Sulphur gives life, progress, tone to the soul. Too much is dangerous. Learn how to eat the sulphur foods and you gain their benefits. Eat them in the wrong way and you become food poisoned.

Iron Foods

Iron is the most important chemical in the body. Inorganic iron in drug form irritates heart and kidneys. Organic iron in foods feeds them, gives ambition, energy, and vitality.

Magnesium Foods

Magnesium cools and alkalinizes the nervous system, and promotes sleep at night and life in the day time.

Chlorin Foods

Chlorin is the cleanser of the body, expelling waste material

All of these chemical elements have many more functions than space allows for their description. You need them all if you wish to be alive. Sickness is a **lack** of some one, two or three of them in their proper proportion.

JUST WHICH CHEMICALS YOU lack can be told from front and side view postal card photos. (Send sample of hair.)

Food lists cost 25c each. You save $1.00 if you send for them **all,** with your picture, so that we can tell you just which ones you need in abundance.

CHARACTER READING MAGAZINE
Wrigley Building, Chicago

Enclose $3.00 with photographs and find just which chemicals you lack in the right proportion.

What's Wrong with This Picture?



HERE'S a chance for you to win a prize. We will print and pay five dollars for each letter used, telling what's wrong with this picture. Maybe you'd prefer to tell what's **right** about it.

The man or woman who gives the best and most accurate statistics on the number of cigarettes smoked by men, women and nursing mothers, and the constructive uses such money could be put to in helping humanity, receives the prize. We will print ten letters if possible.

Express yourself. It will do you good.

What Wide Cheek Bones Mean

by

Ariel Y. Taylor

VERY wide cheek boned persons are contradictions. Full of energy and endurance, with a great power to undergo hardship, they can nevertheless, if they desire, appear quite sweet and feminine like a pussy cat whose face is also widest at the "cheek bones."

In spite of the fact that they are worriers, they are usually the people who go to the top because of their energy. They work hard, and when they think they put their whole souls into the process. Yet again we are baffled by them because, while intense and seemingly full of concentration, they love movement. They are restless, fond of go, and are very often graceful dancers.

Still another trait is noticed in wide cheek bones. This is the ability to heal by the magnetic touch. The Indian medicine men and famous magnetic healers are characterized by width of the face at the cheek bones, while the face of the average physician or healer shows a prominence of the bones which form the cheek and the side of the face at the cheek bones.



There is usually a temper connected with wide cheek bones, but just how this temper is displayed depends on which chemical is most active in the body. If it is calcium, the temper will be slow to manifest. If sodium, it will be spasmodic but forceful as well as unexpected. If oxygen, it will be very often evident, but not lasting. If potassium, it will be quick and ready for any emergency.

NOTICE

Where to Study Character Analysis

Out of town students who wish to organize clubs or classes will find a course designed for such work noted on the last page. The Personality Study Club is now closed for city membership. Application may be made for membership in 1927, by writing to the secretary.

Downtown classes in diet and character analysis are held by Alma Thompson Leaverton, 159 N. State street, Chicago.

On the near north side, Mrs. N. V. Simmons Keeler holds classes at the Alexandria Hotel in numerology.

Ariel Y. Taylor gives private lessons in numerology at the Walton Hotel, Chicago. These lessons are incomparable in value as is Miss Taylor's course in numbers.

Lessons in astrology, 4601 Kenmore avenue.

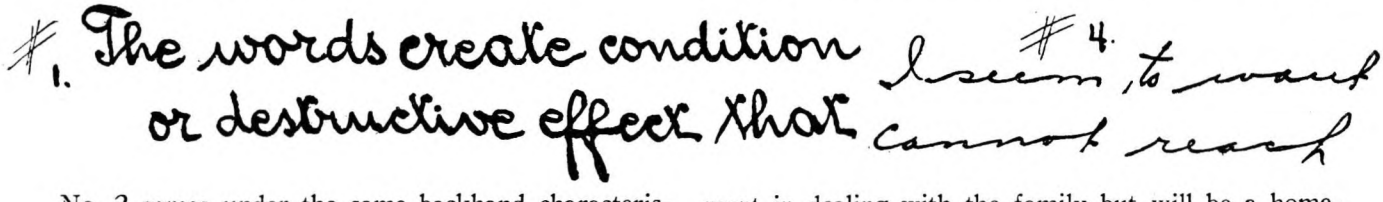
How to Read "Good Judgment" in a Person

by

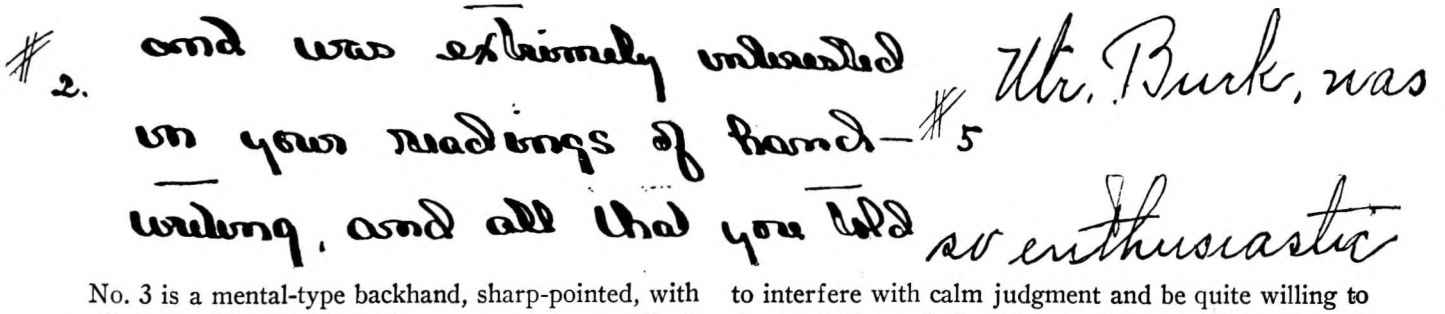
Ruby Remont

THE quality of GOOD JUDGMENT is claimed by many, yet few possess it. So many characteristics affect one's judgment that in the following dissection of handwriting we shall endeavor to point out a few of the pitfalls into which one's desire to judge may fall. Good judgment is based on proper control of emotions, will, observation, criticism and moral development, plus toleration. False sympathy and the dictates of a so-called conscience militate against the right use of judgment.

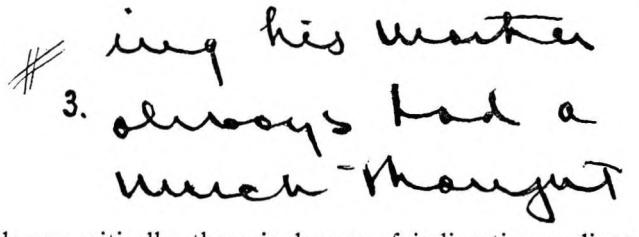
In sample No. 1 you find a backhand with very short, upsoaring t-bar. The hand is very conservative, short-circuited, for a t-bar indicates the length, strength and ardent vibration or weakness of the will. You can't reach the railway depot without PUSHING OUT and you won't make great headway with fulfillment of ambitions if you write a short bar. So in this writing you find the usual backhand caution, reserve, restraint. While proper caution is commendable, repression interferes with good judgment.



No. 2 comes under the same backhand characteristics but has the straight lower strokes, heavily accented, of one who insists on practicality, who is very literal. The looped d's of a very sensitive nature give clue to biased judgment. Strokes turning to the left, to the self, betray that this writer cannot judge fairly because she allows personal dislikes to cloud the mental vision. However, the high i-dots and d's and t's suggest the wish to be fair and just. There is good working material here.



No. 3 is a mental-type backhand, sharp-pointed, with weak, light t-bars. The writing suggests a very critical, particular nature. You will find that this man judges through both logic and intuition, separated and connected strokes indicating that much, but his critical style of writing will tell any diagnostician that he can not stand for anything that does not come quite up to his ideals. However, strokes are so well closed in a's and o's and squeezed in "h" that the writer will not voice his judgment freely. Complexes through yielding to comparison, criticism and suppressed dislikes may affect internal organs. If one judges and condemns critically, there is danger of indigestion or liver trouble.

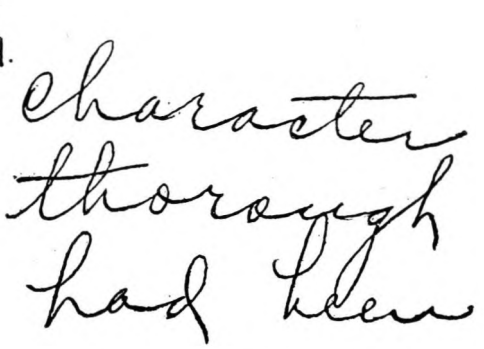


No. 4 writes an unselfish hand, with short-circuited t-bars. She has not the farsight or wide vision to judge wisely. She will be imposed upon through her geniality and good nature. She does not exercise judgment in dealing with the family but will be a home-slave and fail to make time for self-improvement. She believes she "cannot reach" the heights, which is a sign of very poor judgment, of course. The WAY appears after will and initiative are given freedom.

No. 5 likes to serve. Her tall final stroke on capital "M" shows that she goes far a-field to do good. The looped d's and t's indicate that she is imaginative, intuitive, sensitive and reacts to first impressions. Thus, affectionate and sympathetic, she would allow emotions to interfere with calm judgment and be quite willing to do another's work for him, to give unwisely also, thus creating a selfish atmosphere about her. One must learn to be just to one's self. One must be just to another by teaching him how to work for himself.



No. 6. A very mental, balanced hand, but the t-bars are too short. Such judge fairly and unselfishly but have not executive unfoldment sufficient to make them capable judges in the world of affairs. The y-stroke ends at left, showing a slowness in decision which would often interfere with judgment. Meantime, Friend Opportunity slips by and enters elsewhere. I-dots are closely placed over the uprights, indicating punctuality, neatness and circumspection, a love of judging others by these qualities. For this reason No. 6 would jump at the conclusion that anyone who omitted i-dots must be careless. Men of great executive power, who wield

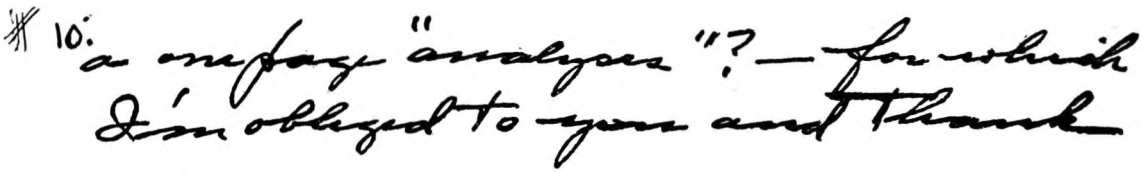


specimen. So she is often enthusiastic on the start and then peters out, or is doubtful in beginning and then enthusiastic at the finish. This indicates a lack of balance and reason. One should know at the start, so far as is humanly possible, to use good judgment. Her



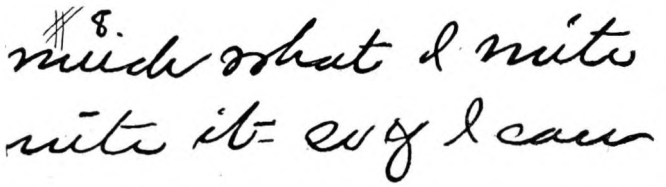
the rod of authority, often are not detail workers yet possessed of wonderful business judgment. They leave details to subordinates—and the omission of the i-dots is not a careless habit but due to the fact that sensitiveness and imagination (in looped letters) affect her decisions.

No. 10 writes hooked-nose tops on letters, so that eagerness in ferreting out mysteries, learning about



they have big issues in life demanding attention and small things may be left to less talented souls. In a careless handwriting, omission of dots corroborates the characteristic. In a strong, decisive, practical, tolerant and executive script one does not make such deduction. This writer short-circuits also.

No. 8. Anyone who flies at conclusions will allow t-bars to fly ecstatically ahead of upright, will not use the will for control. The flying t-bars of short length

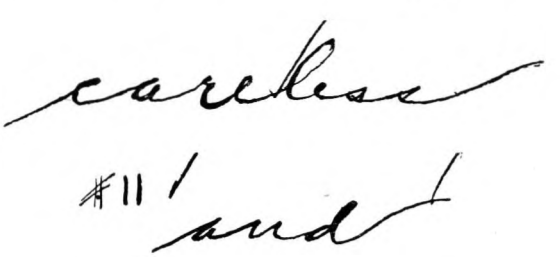


show impatience of achievement, always in a hurry to see the end of a task.

We turn back to No. 7, who writes the long, strong t-bars which indicate farsight, prophetic vision—decision. But, alas, the impulsiveness of this writer militates against concentration and control of the quality of judgment. This writer dashes forth impetuously, is ruled by her FEELINGS, but she can easily evolve and learn restraint. She will need to study character analysis in order to judge others calmly and tolerantly.

No. 9 is genial, writes a courageous large "small c" and t-bars which are contradictory, being heavy at left and light at right in one case, the reverse in the other people's affairs and thirst for legitimate knowledge are conveyed by the strokes penned. This writer is observant (see the pointed letters), sympathetic (long terminals), and can keep a secret, too. The writing is sufficiently closed to indicate that impulsiveness and curiosity are leashed to reticence on occasion. The reason? Note the sensitive d's and the separated letters of intuition. A hunch governs the capacity to judge. A tri-cornered t-bar is symbolic of willingness to look at all sides of the problem presented.

No. 11 has enthusiastic, impetuous terminals and high i-dots. Upstrokes at word beginnings stand for REASONING UP—a round-about way. You cannot



expect good judgment from one ruled by emotions, who idealizes without discrimination.

Eleven samples, not one containing the quality of superior judgment. What excitable people we are, ruled by every wind that blows! No. 10 is *nearer* the goal than the others whose writing we present.

A Doer or a Dreamer?

Your Hand Answers

by

Rafael Santoris



WHERE do I belong? What vocation shall I follow to be a success?

Our hands clearly answer the above question if we only know how to find the necessary signs and have a knowledge of their meaning.

All work is divided into two major divisions—Practical and Theoretical.

For instance, if you belong to the practical class, meaning that physical action is the keynote of your life, the palm is the largest part of the entire hand. The fingers are always shorter than the palm, while their tips are always blunt ending; this is generally caused by the first phalange being cut off shorter than the other two phalanges. Thus if you are of the practical class, you have a prominent palm with short fingers having blunt ends. Sometimes the fingers are pointed, in which case the individual is stamped as acting before he thinks. However, this is not of interest to us at this time so we will leave this point for a lesson in the future and pass on to a consideration of the outstanding points which indicate the practical person, as indicated by the phalanges of the fingers. These are made of different lengths, with the first one being the shortest of the three, while the phalange nearest the fingers is made the longest and very fully developed in all ways.

If you are of this type do not make the mistake of taking up office work or any confining detail work, for you will always be dissatisfied and restless. I will not attempt to tell you just what you should do in a specific manner at this time, but rest assured that if you belong to the prominent palm class you will never make any great mistake by choosing work where you can be on the move. Try to find something which appeals to you that depends upon constant action.

You may belong to the theoretical class, in which event your hand will be just the opposite of the practical person, with fingers longer than the palm. Your finger ends will be shaped either rounding or pointed. The reason for this is clear when you know that, broadly speaking, the fingers represent the brain of man while the palm represents the body and physical life.

If you belong to the theoretical class you love to use your mind but are not exactly enthusiastic over having physical work to do. You belong to the class that does the mental work of the world while your practical natured brother does the actual physical work of the world. If you are engaged in selling automobiles, give it up and let your brother do it, while you find yourself a clerical position of some sort. You will get farther in the world and be of value to all then.

Now let us turn our attention to the texture of the skin. There may be a little confusion between the different grades of texture so we will just take our time and learn to distinguish the differences. First, examine the inside of your palm. Does the skin seem of a hard texture which does not yield the least bit to the pressure of your thumb, or does it yield readily to pressure, instantly rebounding as soon as the pressure is removed and has the feeling of firmness, yet not hard and rough? If the skin has a soft flabby feeling which when pushed down stays there, you are not to be envied. This is called soft texture. If you have the first type you have a hard texture and if it is the second type you have the medium texture.

If you have the hard texture you will find upon examination that the many fine hair-like lines upon the palm present a rough corrugated surface. These lines are called capillary lines and are always large and prominent upon the hard hand. Upon the size of these capillaries depends the scope of your mental activities. This is an infallible rule; the more pronounced the capillary lines upon the palm the less the mind is developed, while the finer the capillaries the greater the mental development. This holds good with either type, practical or theoretical.

For example, if you have a practical palm with prominent capillaries, you are not concerned with such problems as, how shall I do the most efficient work? What progress am I making in the world? How is my employer getting along and will I ever be able to win fame? Instead your mind is concerned with these questions: Am I being paid what I am worth? I wonder if I am going to be canned? Wonder where I could get a better job with more pay, or I wonder if my wife will have supper ready when I get home? In short, your mind is kept occupied with trifles and seldom if ever concerns itself with anything but self. This type is stamped as the laborer of the world. Now do not think that just because you have that type of hand

(Continued on page 23)

Luther Burbank's Page

"My own life was mightily influenced for good through a chance character reading. A traveling phrenologist told me that I was 'doomed to comb a poor man's hair all my life,' as I had many of the characteristics of a person careless with money.

"I have had occasion to thank that itinerant character reader many times since (for I immediately set about to correct my tendency) and I never see men who came to Santa Rosa the same time I did, and who —despite all of California's golden opportunities—are still at work on the street, but I am thankful that my character was read and I was able to correct a fault inherent in my make-up."

"There's really nothing any more laughable to me than the statement we sometimes see that it is impossible to read character. Such a statement is on par with an admission that it is impossible to tell from a tree or shrub what it will bear. Imagine anyone saying that a plum will not bear plums, or an apple tree, apples!

"We know from first hand observation what kind of fruit, grain or flowers are to be obtained from a tree, shrub or plant. To this observation is added the results of botanical, chemical and physical observations and experiments, compared with the history of the tree or plant. So the character-reading of plants becomes a fairly exact science.

"When it comes to human beings—why, I have no difficulty in telling pretty much about what a person is the first time I see him. I know what they are and can tell about how they will react under given circumstances, though human beings, being higher in the scale than plants, are correspondingly difficult to read.

"It has always been my rule to 'follow truth wherever it may lead,' and this is a pretty good rule in laying the foundation for reading character. That—and using a common sense basis—is the real start. The more technical phases should come only as the desire to find the truth is shown to be dominant, and that common sense is being used in the application of the principles employed."

"The first, or basic point in astrology, as an instance, is not so much the influence of the day of birth, as the preceding days which noted the growth and development of the human being who, after birth, is to spend its life in the new environment of the world. Instead of one day of influence, this puts astrology on a logical basis, for we certainly can deduce a great deal from the time of the year in which the child developed, before its birth.

"Similarly, there is always a common-sense point from which to start, in beginning the study of the character of the human being through any of the various branches of character reading."

The Storekeeper Reads Character

by Chester S. Walz, Jr.

Today I asked a storekeeper how he read people.

He said: "When first asked how I judged people I answered that it was by instinct. Then I realized that something must govern this instinct. When I see a man customer come into my store, I can tell at once what sort of person he is.

In general I find that I have divided people into a few broad types. For example, the man who dresses flashily and attempts to domineer over my clerks is almost invariably slightly dishonest. He tries to create the impression that he is a big man, but this is untrue because men who are really big do not have to display the fact. He is also a coward at heart. Any man who will take advantage of people whom he knows cannot retaliate must have a streak of yellow in him.

There is another type who by his very manner of walking and looking about proves himself to be lacking in self-confidence and self-assertion. A good salesman could sell this person anything he had money to buy because he lacks the nerve to say "No."

People with straight mouths, strong chins and steady eyes are our best customers. They are good-natured, they know what they want and they get it and leave. People with thin noses, thin lips and sharp chins often tend to be crabbed. They are honest, but they will not brook the slightest mistake or inattention.

Perhaps the most humorous type that storekeepers run across is the man who does his wife's shopping. He is the time-honored "henpecked husband." He slinks in like a beaten dog, he will wait forever if he is not approached, he often carries a list to support his memory and he pays for what is given him without question. This sort of man is pathetic at the same time. He very seldom smiles and is often entirely lacking in individuality, a victim of inferiority complex. Please do not feel that I think all men who shop for their wives are like this for I am taking the majority as indicative of the type. Eyes tell a great deal to the salesperson. A person who looks you squarely in the eye and speaks straightforwardly to you is usually honest but not always.

Some eyes create an atmosphere of distrust before their owner says a word or moves a finger.

Clothes are also shouting indicators of personal traits. The overdressed person is usually trying to give a false impression of wealth or is what is known as a "new-rich" and desires that the world be informed of the fact. Either condition is deplorable. The most quietly dressed are generally the most dependable people. The adjective "solid" may be applied to them. The condition of a person's clothing means a great deal too. I would rather trust a person in cheap clothes which are in good condition than one in good clothes, poorly kept. The former indicates neatness of character which runs parallel with many good traits, the latter, slovenliness which very seldom accompanies anything worth while.

Paying Vocations

The Employment Manager

THE employment manager is a human engineer. Before him lies one of the grandest opportunities both spiritually and financially the life of business has to offer. He is welding souls in his way, while the mechanical engineer welds metal.

His chief duties are to hire both shop and office employes, as well as to transfer and discharge them. He has his voice in the payment schedule, the problems of labor turnover, and the construction of new plans for working conditions. He should be able to adjust grievances and to superintend the care of the health and the measures for protecting his employes.

In the large factory he will need office aids. He needs to know the keeping of records for each department of the business so that he can check the efficiency of each kind of work. He needs to work closely with the labor agencies.

In many shops the employment manager is expected to manage a training school for employes, as well as a restaurant. In still other shops he also manages the housing conditions as well as transportation.

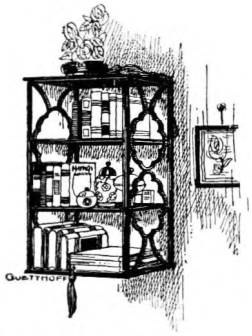
He needs a good knowledge of the methods of other employes to keep harmony in his own shop.

Needless to say, then, we expect such a man to have certain qualifications.

If the management consists of commercial work mainly, a man of the muscular temperament with his versatility and pleasing disposition is needed. It is preferable to have a sedentary body for this work, as this gives a greater understanding of the human element. If the work is mainly engineering or mechanical it is well to have a man with a great deal of calcium in his make-up, as evidenced by the prominence of bone in hands, feet and face, but one who has a longer, stouter trunk than the average osseous type. The calcium man with the sedentary body is the ideal employment manager for the large factory dealing with engineering.

The perceptives must be large, as well as constructiveness. There should be a good representation of the backhead for understanding of people and a crown fairly high for maintenance of principles. The dark haired managers secure excellent results more often than blondes. There should be a large central upper forhead, for in this case there comes a greater ability to see through people and a larger amount of suavity and calm. The domineering, impatient bully is not the successful employment manager.

If one wishes to make employment management a science he should know character analysis, especially from the chemical standpoints. He should study graphology, to judge the honor of his employes and the valuable study of physiognomy to gain a thorough knowledge of his material.



Books I Keep Close By

A letter from the editor to those who study

Dear Readers:

So many have written me letters asking "What books shall I study? Where shall I begin on the subject of character analysis?"

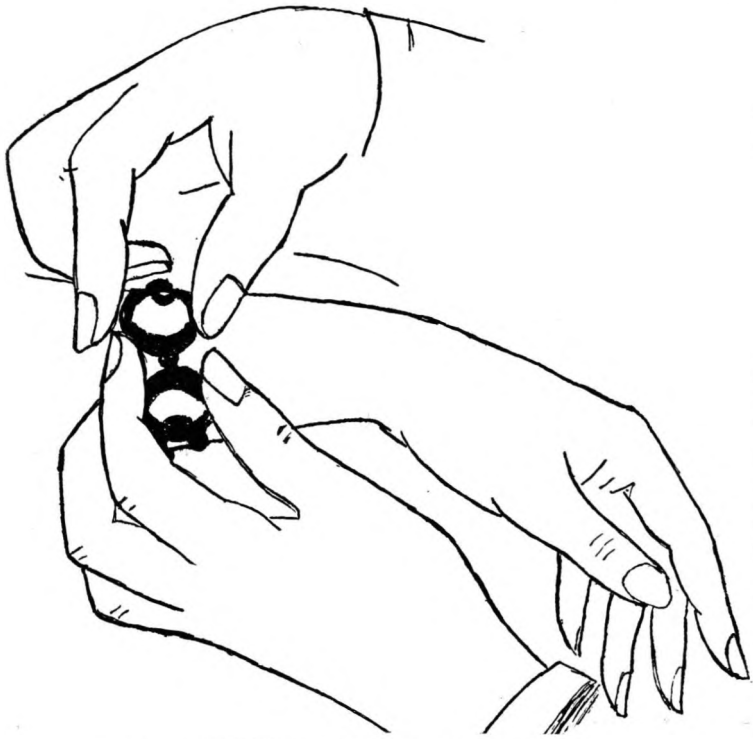
It is such a vast study that one cannot say the exact place to begin, and one can *never* say where to *end* the study! I can only say, "Prepare to study *all* systems, *all* books, and to keep an open mind." I can tell you the books that I have found most valuable in my own life and work, and I can also tell you my method of analysis.

First, I study the chemistry of the person's body. Next, I consider him from the standpoint of phrenology and physiognomy. I then study him from the angle of numerology. By further studying his handwriting, which gives the final analysis, because it tells just *how* the individual is expressing himself at the present *time,* I feel and know that the vocation which I suggest to him is the best one to bring him the greatest amount of happiness, the largest amount of money, and will insure him the longest life because of harmony in his work.

I consider the finest piece of work to be obtained today a basis for the study of temperaments, Mary Olmsted Stanton's Encyclopedia of Face and Form. This marvelous scientist gave to America the first glimpses of the chemical types. Her very large book describes the temperaments in their broad classifications, gives in detail the finest points on physiognomy, and contains as well the most advanced system of philosophy. Another small book, now out of print, gives her first work on the chemical types. The first mentioned encyclopedia is now obtainable.

From the phrenological side, I regard Wm. Wind-

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"HE PUT a slave bracelet on her."

"I don't understand why she married him!"

"Who'd ever dream he'd marry *her*. What does he see in her?"

We make these remarks about our friends who marry or our friends who fall in love with anyone *but* the one we would choose for them.

But people do not really fall in love because of their friends' approval or for each other's exterior appearance.

They fall in love because they are chemically drawn to each other.

No matter how good looking someone may be, if we have a chemical aversion to him or her, we cannot love strongly. Then someone else will come along with awkward manners, a homely face, no income, and if

Affinities

there is a chemical affinity, love occurs and the rest of the world goes by.

Among the famous affinities in chemistry are:

Oxygen and Sodium.
Calcium and Carbon.
Silicon and Potassium.
Sulphur and Nitrogen.

People with an abundance of the tempestuous oxygen attract the thin, intense, suspicious type with sodium strong in their make-up. One is good looking and pleasant—the other secretive and watchful. They puzzle their friends. They fight. They threaten and they squirm. BUT THEY STAY TOGETHER because they have a chemical affinity for each other.

The slow, serious calcium man, large of bone and longing for a quiet home, marries the round soft carbon girl with small bones, little feet and hands, a sociable nature yearning for amusement. They pet each other and the longer they live together the less and less do they harmonize. But what disaster to the race if the calcium man did not marry the boneless carbon girl, or vice versa. Our children would be spineless and purposeless if two carbon people married. They would be extreme if two calcium people married.

In the great scheme of things the individual wish does not count. Nature sweeps us along with her eternal principle of chemical attraction and repulsion.

One of the happiest of chemical affinities is the gay silicon girl and the versatile potassium man. They are drawn to each other strongly yet they both love change and movement.

The beautiful emotional red-headed sulphur girl has fortunately also an affinity for the tall dark nitrogen man, and this is well. He balances her and is slow to lose his own temper while she is unstable. She enlivens his placid habits and thus nature keeps up her balance.

Tell Us Your Dream

Character Reading Pays $5 for Each Dream Printed

SEVERAL years ago I had a dream, the fulfillment of which has been taking place ever since.

I was walking on a path that led across a wide, grassy plain. An only sister, about two years my senior, was walking beside me. We were talking quietly but happily when suddenly I discovered that I had fogotten my lunch. I was in the act of returning for it when I noticed a look of disappointment on sister's face. Hastily I assured her that I would not be long and started on a run. As she was walking at a leisurely pace, I felt sure I would not be long in overtaking her.

When I reached the place where I had left the lunch I grabbed it up hastily and began eating. As I walked on I continued to partake of it. Finally I realized I was losing time; also that I might lose sister on the way.

Increasing my pace, I soon arrived at the place where I had parted from her, but she was not there. She had gone on, probably expecting me to catch up in time. And I also expected to reach her soon. But after many hours of swifting walking I failed to come up with her. She must have covered much ground while I frittered away the time, selfishly satisfying my appetite.

In the course of time I came to a deep ravine whose bottom and opposite side I could not see. I began to descend the rocky incline a step at a time. As I progressed I was painfully aware of the dangers that beset my way. Great care was necessary to prevent my being pitched to the yawning depths below. At one

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Silicon—The Fountain of Youth



Ninth Lesson of the Test Tube Series

"IF YOU wish to be immune from gloom, from discouragement, from cancer, catarrh and tuberculosis, blues and poverty and worry, begin this hour eating SILICON," says Dr. Elizabeth Young, the best lecturer in American on the chemical types.

Silicon is the perpetual Santa Claus of humanity, bringing laughs, joy, energy and grace.

Silicon gives us sand and courage and this is not surprising when so much silicon is actually found in the sand and the earth's crust.

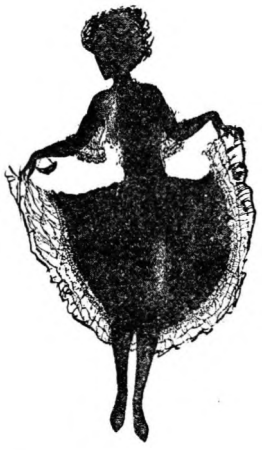
The plants could not "hold up their heads" if it were not for the sustaining element of silicon, and the human being finds it just as hard to hold up his backbone, courage and interest in life when he is hungry for this element. It keeps the slender celery stalk, the spinach leaf, the oat, barley and wheat plants and the sugar cane rising high with hope from the ground.

It is a marvelous thing to have a certain amount of "crust" in life. We need it if we are to get along *well*. Silicon gives it to us in our character and health, just as it gives the earth its surface, and keeps the enamel of the teeth intact to protect them from decay.

Silicon is an alkaline chemical, slightly brown or sandy in color. We should have approximately 1¼ ounces of this element in our bodies if we are to have the priceless happiness of the silicon people with their perpetual health and cheer.

Silicon has an attraction for calcium and fluorin, and because of this affinity these three elements unite to form our bones and teeth. Silicon people are a "small edition" of the osseous temperament.

While mostly blonde, with a slightly sandy tint to the skin and often a peaches and cream appearance in youth, these people have the characteristic square appearance of the serious osseous temperament, with speed, grace, beauty, nimbleness and gaiety added. The face is long and square, the forehead rather square, perceptives large, eyes forever active, lips forever talking and laughing, hands and feet always moving, with grace and desire for play or swift action in work.



Brunettes will be found among them, but there are more blondes than brunettes. Whatever the complexion, however, the manners betray silicon. The teeth and nails are long and very shiny, the hair abundant and glossy, the mouth arched toward the front, often producing prominent upper teeth. The body is always slender and wiry, youthful even in age, while the face carries few wrinkles. Silicon acts on the faculty of hope and we therefore find these people living in the future, always looking for the bright side to come and laughing away the gloomy side others see.

They make, with the sodium people, the foremost dancers of the world. Like the nimble goat—a silicon animal—they are sure-footed, healthy, immune to tuberculosis, and can stand much of strain and exposure. In the coldest of blizzards the gay silicon girl can walk in comfort with chiffon hosiery. She sees only a brighter path in the loss of a job, the jilting of a sweetheart, the hearing of sad news. Worry is not in her.

The nature is sociable and wants the sunny side all the time. Late hours do not bother, for silicon comes to the rescue and holds the head up next day. The "go" spirit is infinitely more active than the power for concentration. In speaking to these types do not expect them to hold to one subject for long as will the osseous philosopher of the calcium type.

Silicon constantly repairs the cerebellum, the seat of

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Do People Resemble Animals?



Revival Pages from the Rare Old Book "New Physiognomy" by Samuel R. Wells



"MAN is all that the animal is, with reason and spirituality superadded. Why, then, should there not be resemblances between men and animals? They have the senses of sight, hearing, taste, smell and touch in common. Both have love of life and the instinct of self preservation; both are capable of affection and of anger; both are cautious, secretive, acquisitive, combative and destructive in a greater or less degree; so if cunning predominates in a man, why should he not come to have a cunning, foxy look, or why should not courage and a consciousness of power give him a lion like expression?



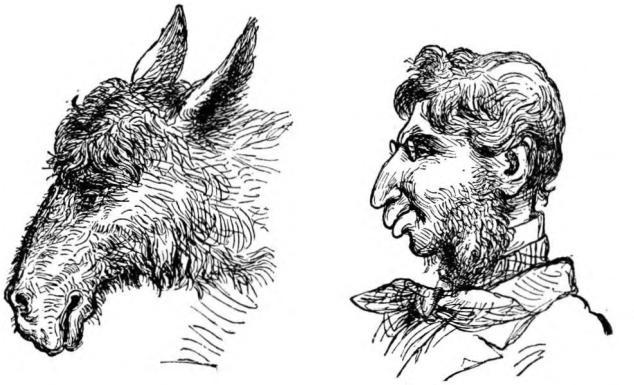
"What the real fox is among poultry, the foxy counterfeiter, gambler, lottery dealer, mock auctioneer, pocketbook dropper and thief is among honest men. If he be a military man, look out for "flank movements" and midnight "surprises" where he commands. He will never willingly attack you in front.



When we call one a "great bear" we hardly pay him a compliment. It may be inferred that he is somewhat rough, coarse and uncouth—hardly a gentleman—but he may have his good qualities and be a useful member of society. One may be bearish and yet not unbearable.



That some people are "hoggish" seems to be universally admitted, though a resemblance in physiognomical expression as strong as that exhibited in our cats may not always be traced. The hog is a selfish, acquisitive and in a low sense, inquisitive animal. The hoggish man is greedy, makes a god of his stomach and inhospitably drives away not only the stranger but even his own kin.

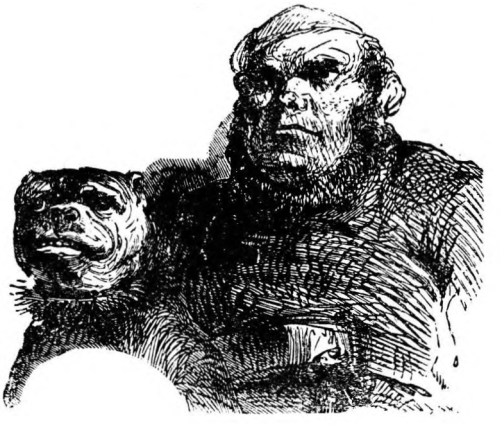


Dog types are numerous among men and women. One, like a Scotch terrier, is continually "smelling a rat." Another, like a bull-dog, combative, destructive and tenacious. A third has the graceful gait and nervous activity of the greyhound. Some women are like poodles and are never so happy as when being caressed, petted and fondled, while others resemble the setter or



the pointer. The dog, we may add, will take on something of the spirit of his master—will even come to slightly resemble him by associating constantly with him. It will be remembered that Hogarth was always painted with his dog and it has been said that he ultimately came to resemble that animal; but we should say that his dog, by remaining almost constantly in the presence of his master and endeavoring to understand his thoughts, words and expressions, had really come, to a limited extent, to resemble the humorous artist, for we cannot suppose that the man was lost in the dog but we may suppose that the dog had taken on something of the man.

The cat tribe has its representatives among both men and women.



Curly Men and Straight Men

Revival Pages from Joseph Simms, M. D.

Nature's Revelations of Character, 1880



Curly Face.



Straight Face.

THE world in which we live is ascertained to be nearly an exact globe or sphere, and all the organic matter found on its surface exhibits more or less roundness of form. Regular, well-marked angles belong to mineral crystallization, but every animal and vegetable has a curvilinear boundary in one or more directions. Very few even of the humbler plants have square stalks like the hemlock; almost every stem, from the tender grass to the gigantic forest tree, is cylindrical, and in the animal creation there are even fewer sharp points and angles than in the vegetable.

In the human subject this curvilinear arrangement differs considerably in different individuals. The unpracticed eye detects it most readily in the hair, which is easily seen to be either lank and straight or inclined to curl. But whenever the hair is curly, the lines of the face will be found more curved than those of a straight-haired person. Only let the reader remember that in judging of portraits and even living subjects he may be deceived by artificial curls. Waviness or curliness in the hair is so undeniably becoming that all British ladies before Victoria's time, and most gentlemen too, turned their hair with papers or irons, and many do it still. But where this is found naturally, we have a curly subject, and we are now to describe his general character, intellectual and moral.

First be it observed that one cause of curliness in a child is great mental activity or strong physical excitement in the parents previous to the birth of their offspring, and this occurs more frequently in large towns than in rural districts. There may be parents possessed of great mental activity living in the country, but the tendency of city life is to intensify all the attributes of human nature. When men and women crowd together in these dense masses they are pressed downwards towards lower vice or pushed up to higher virtue. Large cities are great magnets which draw thousands from the surrounding country and grind them to powder. Then the new forms that arise exhibit

(Continued on page 27)

What Is an Honest Man?

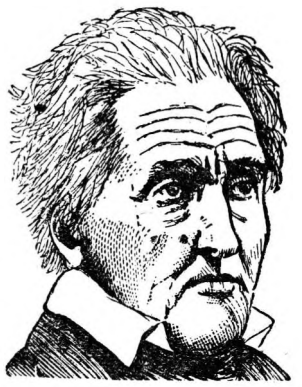
From Nature's Revelations of Character, Published in 1880



Rectituditiveness Small—John Tetzel, the *dishonest* face.

JOSEPH SIMMS, M. D., one of the earliest writers on character analysis, says: "Square bones, a bony chin, prominent cheek bones, and eyes which are at right angles to the mesial line of the face, or which cut straight across the face, are signs of honesty of purpose."

True honesty, however, is such a tremendous point on which to judge a person. CHARACTER READING makes its analysis of a person's honesty, first by the fundamental chemistry of the person's body, second by his phrenological points, his face, and his degree of mental concept, as judged by numerology. Lastly, we find from the writing, whether such person being analyzed is living *at the time* his true ideals, or whether circumstances of life are causing him to live the opposite to his true vibration. It is unfair to judge a man's honesty unless all points are taken into consideration.



Rectituditiveness Large—Andrew Jackson, the *honest* face.

And after all, what seems honest to one man seems cruelty to another. So in the final analysis honesty resolves itself into whether a man is true to his own highest self.

Another interesting interpretation of Joseph Simms, M. D., in his great books relates to the eternal sex problem.

Given here are his signs for polygamy and monogamy.

He maintains that the almond-shaped eyelids indicate promiscuous love, and that the more open eye pictured yearns for monogamy.

He shows in the picture of Henry the Eighth, famed for his gluttony and sensuality, how these qualities when very excessive show themselves in a thick under eyelid, which crowds up upon the eyes.







Do Features Change?

by Eugenia Rabbas

AS PEOPLE'S character changes do their features change also? This is a question which every character analyst is asked over and over again and the answer—"they certainly do."

Children are the absolute proof of this, for every one knows that children's features change very much and very rapidly while they are growing up and the reason they stop changing is that they stop growing, both mentally and physically.

Most individuals become very fixed in their ideas quite early in life, which naturally results in fixed features. However, some people do get new mental

She Knows You by the Sixth Sense

Ellene Yona Kerl Demonstrates Psychometry—the Ability to Feel Your Problems by the Sixth Sense, as She Holds Your Letter

L. N., Kansas City, Kan.

Holding your letter, I can see nothing but your own lack of understanding of the laws of life that holds you from progression. Every city of any size has libraries and night schools where anyone, by devoting a little time to study, can educate himself upon various lines without money or at small cost. You must learn by your own effort. You must endeavor to awaken and develop all powers, abilities and talent that God has given you. Make yourself lovable and agreeable and interesting. You will make friends and will rise out of the shelled or walled-in condition which makes you so miserable and causes you to suffer so much. Self-control is the way to peace and plenty. To master self, attain dominion over the mind, and to control thoughts makes one a magnet for good and gives one authoritative expression of wisdom and understanding.

W. C. M., Denver, Colo.

Holding your letter, I sense a lack of understanding yourself, wavering in decision by influences on the material plane. You are beautifully gifted, yet I see abilities not yet developed fully. You hesitate too much. I see you have been denied privileges and opportunities in the past by circumstances, but now go forth and unfold. Your psychic powers are strong and you will succeed in several years to bring out and express all that your soul desires to and your lectures will be appreciated. A great power is back of you. You are artistic, lovable, and charitable and sympathetic. Be determined to concentrate upon the eradication of the undesired and up-building or building-in of the desired. If your concentration is firm and complete, your progress will be rapid.

M. M. D., Milwaukee, Wis.

As I hold your letter I sense a weakness on the right side, effects of an operation. Build more hope, overcome the depression, for it is caused by lack of resistance. Your dreams are caused by your nervousness and indigestion and have no significance. A small child, which passed into spirit at birth about three years ago, is shown me, also your mother who passed out of this life quickly tells me that the trouble over the trunk of clothing will be settled in your favor. Build up your physical and then aspire to your ideals. A great power is back of you and you will again be placed in your proper sphere of life and a strong, influential worker in your benevolent endeavors.

W. P., Detroit, Mich.

As I hold your letter I see you could attain to any commercial business. I sense a strong personality, executive ability, quite accurate in detail. Close adherence to duty. You are quick to grasp opportunity and an excellent judge of character. Try to live in the present and future and forget the past. She will never trouble you again. Let the Law of Compensation take its course. Everyone must pay here or hefearter for his wrong doing. "Revenge is Mine," saith the Lord. Selfishness ever brings a just reward. It contaminates the mind, creates distrust and hatred, robs the soul of love and kindness. It dwarfs our opportunities for good. We should profit from experiences, for they fit us for higher positions in life when we overcome them, and should not hold that they have come into our lives for evil purposes. Sometimes they are a good test of our stability. You have psychic, have magnetic power and will succeed in your efforts. Watch your diet.

A. B. L., Montreal, Canada.

I hear a voice say you are quite spiritual and religious in your views. Your nature is too enterprising for farming. You should never fill a position where you must submit to the direction of others. You are very aggressive, often foolishly so, yet brave and indifferent to danger. Your writings would be characterized by great originality, clearness and force. Great foresight. You are quick in action, decide quickly and full of courage. A little despotic in rule and like to bend others to your will. You should enforce calmness and I see you are not regular in your hours, eating and sleeping. I sense headaches and poor digestion. No, I am not shown a journey for you this spring; it is quite uncertain whether you take it this year.

L. E., Portland, Ore.

You are gifted as a healer. Applying yourself with discretion you will be successful and realize your ambitions.

H. V. Z., Upland, Pa.

I see no relief for you unless you change climates and build

(Continued on page 19)

angles long after they are what we call grown up, and he who runs may read if he knows anything at all about character analysis.

This is one of the most interesting phases of character reading, for it gives us all the glad assurance that we need not sit down and weep over a negative nose or a pessimistic mouth, but instead go to work and rebuild the kind of feature we should like to have.

That this can be done and is done is an undisputed fact, but that it is not very frequently done is also a fact, for most people do not realize that the outer expresses the inner, and if you wish to change the outer, begin by changing the inner.

A woman with a very small nose was always in such a state of torment over little trifles (which is what a small nose denotes) that she made up her mind to conquer that character trait, and lo! and behold, as she worked with herself to the extent of ceasing to be annoyed over trifles, her nose kept pace with her and she now has a nose that is in excellent proportion with her other features, and she is well over thirty.

Noses, which are veritable barometers of character indication, almost change over night in some children. Most babies start life with a concave nose, showing a lack of independence of thought and action, and as they develop more positive traits and independent action the nose gradually grows more and more concave, which means a high-bridged nose.

A pessimistic, drooping mouth, which even a beauty surgeon can not lift into a smiling cupid's bow, will respond readily to change in disposition, again showing that as the character changes the features do likewise.

Of course, it is much slower and more difficult to alter our features after we have had them a long time, but the fact that it can and is done every day is extremely encouraging to any of us who are not pleased with what nature gave us. What is the use of analyzing yourself if it doesn't help you find the weak links in the chain and having found them, proceed to make them strong?

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There is no such thing as Failure

It only seems that way when we are doing the other fellow's work

Questionnaire for Complete Analysis

Your Character—Your Vocation—Your Diet

IN ORDER TO MAKE AN ANALYSIS OF THE GREATEST **VALUE** TO YOU, fill out the questions below. We are not fortune tellers. We want facts about you in order to make your analysis of the greatest money making value for your future.

YOUR DIET, TOO, IS IMPORTANT. Success Is a Chemical Thing, Often Dependent on Health

What your neighbor thrives on may be your poison. Even those in your family are different chemical combinations. We know how to feed the individual pig—how to select the right soil for the individual tomato—but how many of us know what food we as individual human beings are able to thrive best on? We are surely as valuable as the plants our universities study.

If we give our personality the chemical elements it must have to perform certain kinds of work then it is worth while using "mental control" to gain success. The prayer of the dyspeptic does not go very far when he is not feeding his spiritual and physical man both with the right materials for the right purpose. Our bodies are the highest temple of our souls. They should not be ignored. In so far as we develop the bodily and brain structure, in just that proportion can the spiritual light shine through to do good to everyone.

Fill out the questions below, for a life chart for **your** lasting health. Your diet is for **you**—not for your neighbor. You may be doing mental work, utilizing and needing phosphorus, while he may be doing laboring work requiring potassium.

To determine your chemical type we require front and side view photographs, and if possible a snap shot of your full figure.

Name ..... **Address**..... **Date** .....
Age..... **Height**..... **Weight**..... **Present Occupation**.....
Full Name at birth.....**Birthday** .....**Send Sample of Hair.**
Color of Eyes..... **Complexion**..... ..... **Length of index finger** .....
What work have you done in the past .....
Studies have been.....
What income must you make to satisfy you during the coming year .....
Nationality ..... **Have you any physical defects** .....
What is your chief recreation .....
Do you wish to reduce ..... **Do you wish to gain** .....
Have you any teeth with dead nerves.....**Have you any crowns or permanent bridges**.....
Is your sleep sound.....**Do you feel rested after sleep**.....
Do your palms perspire when you call on people .....
Are you alternately over stimulated and depressed mentally .....
Have you various pains which come and go..... **What illnesses have you had**.....
.....
What exercise do you take.....
Present symptoms .....
Describe diet for breakfast..... **Lunch** ..... **Dinner** .....

Character Reading Magazine, Wrigley Building, Chicago.

I enclose $5.00, ... photographs of myself, and wish a complete analysis with the above questionnaire. I want the personal judgment of Edna Purdy Walsh for my analysis and am willing to wait a little longer for my report for this advantage.

Watch the Face of Your Hero!

by

Flora Jones Seaman

A Character Reading Prize Winner

"A face that had a story to tell. How different faces are in this particular!"—Longfellow.

HAVE you realized the necessity of a writer being entirely conversant with facial analysis? To be thoroughly acquainted with the kind of face one's character should possess to be true to life? Possibly the greatest of all novelists, George Eliot, early in her experience became acquainted with the principles of human analysis, so far as they were known in her day. Unsurpassed in character interpretation, she was an eager student of psycho-analysis, so far as she was able, and her studies of phrenology were carried on with the greatest interest. How much her scientific basis for character painting contributed to the success of her art, no one can tell. But it carries its lesson for the young writer. Next to a knowledge of the laws of grammar should go a knowledge of the principles of human analysis.

Some time ago this fact was brought home to me very forcibly. I wrote a story, with the description of my hero well toward the beginning. Evidently I was more interested at the time in painting a handsome youth than in considering the deeds that were to follow. It was in reality the description of a personage I admired exceedingly. I painted his portrait as I remembered it on the occasion when I first saw him. I looked upon the completed picture with much satisfaction.

When I had finished my story, and re-read the whole production, I was shocked at the discrepancy between my hero and the man I had painted. I had introduced my readers to a dark-eyed man of quiet, scholarly habits, a man who would be cool and deliberate and conventional in all his undertakings, and my hero actually proved to be a happy-go-lucky, adventurous and good-natured type, of blonde and cherubic aspect!

There was nothing to do in the case but erase my portrait like a schoolgirl drawing pictures on the blackboard, and paint him over again! Since that experience, when I have determined the main activities of my hero I think out just what such men look like in real life, and picture him accordingly.

I have long been interested in the study of people's faces, and the shades of expression that pass over the human countenance. But it is only since I have become acquainted with the principles of Character Analysis that I have definitely realized that certain types of features, certain characteristics of facial development, invariably denote certain types of character. Thus it becomes most important that our portraits, our actual descriptions, should really describe the sort of a person we are to deal with in our story.

There are wonderful books and magazines now available which will give a young writer a suggestion of the underlying laws of types, and principles for the interpretation of facial characteristics. It is a study that is endless, and most illuminating. It not only definitely helps in consistency and carefulness in our descriptions of the characters, it helps in untold ways in our study of human character, and the understanding of the emotions of the human soul in its reactions to environment and experience.

It is true, as the poet says—

"Contending passions jostle and displace,
And tilt and tourney mostly in the face;
Unmatched by Art, upon this wondrous scrool
Portrayed are all the secrets of the soul."

All the great writers have been consciously aware of this truth; and it is an interesting study to compare the characters of a great novelist, as portrayed by their actions, and interpreted to us by description of their motives, with the actual description the author gives us of their physical aspect.

The high art of the revelation of character through the face is found in Hawthorne, who portrays Roger Chillingworth as we first find him in middle life, and in later years when the evil thoughts of suspicion and hate have done their deadly work. An equally notable illustration is that of George Eliot's Tito Melema. How wonderfully she portrayed the young Tito; how perfectly she portrays him when his face has been changed by disastrous mental and moral states.

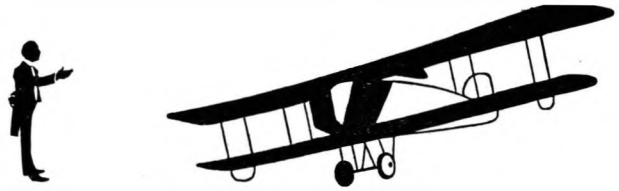
Shakespeare again and again interprets the face to us; remarks upon its meaning and significance; the striking characteristics of feature or eyes, that mark out the element of character on which he wishes us to turn our thought. Master of the laws of human destiny, he knew how to interpret the face; he knew its purposes and read its tragedies; he knew the record that men bore of their life and destiny. In his Sonnets, he says of one: "Thus is his cheek the map of days outworn."

So I suggest to my fellow craftsmen:

Do not portray a "February face, so full of frost, of storm, of cloudiness," if your hero is to be a smiling June adventurer, riding full tilt for happiness, with spring bordering his way, and the towers of Camelot beyond.

And remember; happy, beautiful faces are loved in fiction as well as in real life.





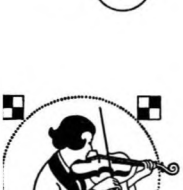


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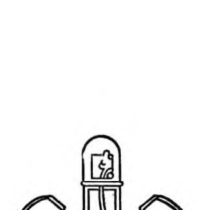














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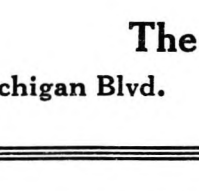
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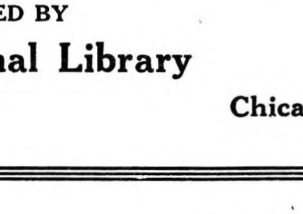
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(Continued from page 15.)

up your physical body.
G. S., Bluffton, Ohio.

You should study music. You are gifted and can attain to commercial business.
S. A., Madison, N. J.

I see great success for you in your literary work. You will meet someone soon who has great influence along your line.
C. E. B., La Fayette, Ind.

You have executive ability to organize and build, especially mechanically.
M. M., Minneapolis, Minn.

There is a college in Whitewater, Wis. The Morris Pratt Institute. T. Grimshaw, Principal.
O. M. B., Austin, Minn.

Don't be in a hurry. Any commercial line of business of your own you could manage.
F. D., Buffalo, N. Y.

Yes, place more confidence in her and humanity in general.
L. J., Water Valley, Miss.

Yes, later in the season you will change locations. I do not see the recovery of the lost money.
M. A., Madison, Maine.

Stay where you are until fall, then go west.
Miss Rochester.

Be of good courage. Everything looks favorable for you a little later in the spring.
L. A. S., Rock Springs, Wyo.

You are talented. Try to make yourself more agreeable, build a personality.
F. O. T., Gridley, Calif.

Try to get control of yourself and settle your mind. You hold success away from you. It is better for you to stay where you are at present.
H. D. G., Ypsilanti, Mich.

Let your conditions rest. Let God adjust the matter for you by placing your faith in Him and asking Him to guide you.
A. S., Toledo, Ohio.

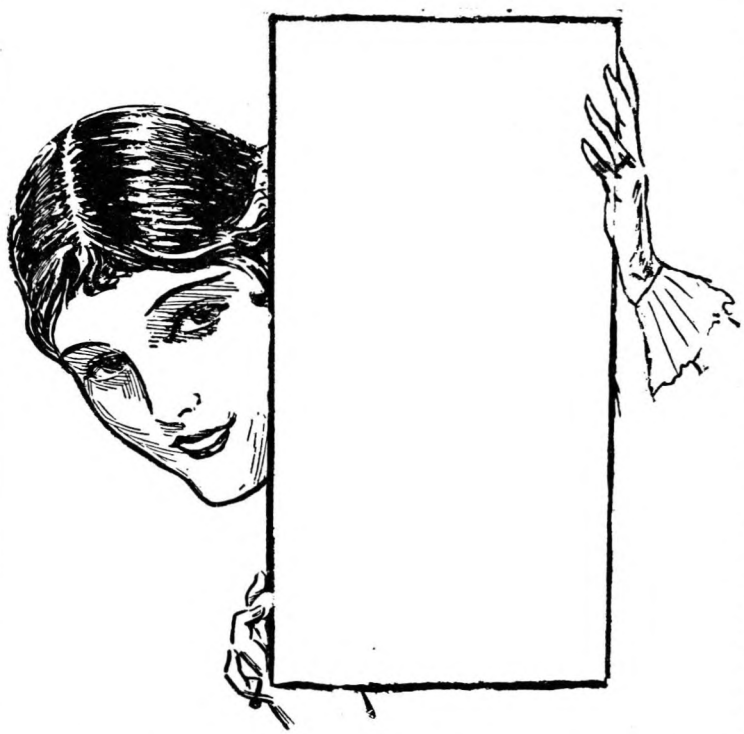
The loan will be paid back. Both happiness and success await you if you will avail yourself of the opportunities and try for them.
F. D. H., Pittsburgh, Pa.

Make the best of the present situation. Prove your ability. Other advantages are opening for you.
V. W., Indiana Harbor, Ind.

It will take some little time. Be true to yourself. Your friend will be back.
L. M., Star City, Ark.

It is not depression. You are not in your right sphere of life, therefore the unseen power is trying to impress you. Set a time each day for quiet listening.
M. S., Marion, Wis.

Study your qualifications and your advantages carefully. You have several good talents that should be developed before changing.



IF YOU THINK YOU ARE TOO STOUT
paste a snap shot of yourself, taken out of doors, in this space.

IF YOU ARE FAT YOU ARE STARVING

Do not mistake this. Fat people are not OVERFED. They are UNDERFED. They are starving for the weight balancing chemical elements in their bodies, and that is why they are stout.

Mark this point!

All people are not reduced by the same method. What makes one type thin makes another one stouter. We cannot borrow our neighbor's reducing diet and use it successfully.

THERE ARE FOUR KINDS OF FAT PEOPLE. Each TYPE NEEDS HIS OWN KEY to real reduction.

Also, did you know that the more of certain foods you eat, the thinner you can become, when you know your own type of stoutness?

Some people get stout on air, some on water, some on protein and some on starches and sweets.

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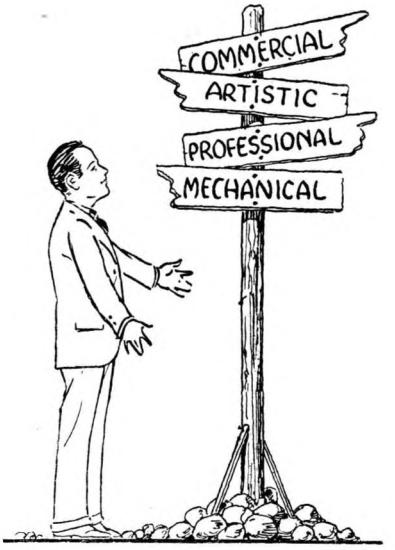
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Your doctor will tell you IODINE in drug form is exceedingly dangerous. Your physician alone should prescribe it. Yet when one lacks iodine in organic food form he is not only prematurely old and tired, but there is great occasional prostration, and craving for ice about the head and neck, a tendency to grasp at the throat, numbness of arms, palpitation on climbing stairs, a restlessness making it hard to sit still or to keep the hands still, a pale, dry, alternately hot and cold skin, a relaxed bulky abdomen, alternately slow and rapid pulse, alternate hunger and repulsion to food, fear and dread of other's opinions amounting to a mania, childishness, awkwardness, alternate silence and talking spells, gnashing of teeth, and many other symptoms.

We cannot be fully normal without this chemical supplied in our glandular system.

Iodine supplied in drug form is exceedingly dangerous. The body is an **organic** substance, and only **organic** iodine in food form should be taken, just as Nature gives it to us.

The richest of all iodine foods is IODINE SEA LETTUCE—the true THYROID food — delightful in taste, and right from Nature's laboratory, the Ocean.

A small leaf of iodine sea lettuce taken every day will prevent goitre, and clear up those trying symptoms when the beginning lack of iodine is felt by the body.

Natural IODINE in food form is a great beautifier of the complexion as well as a perpetual, poised energy builder.

WHEN YOU LACK IODINE
You Are Not Really Yourself

One may now have **ORGANIC IODINE** —the beauty producer, and weight reducer, in delightful salad powder. It **is prepared from Iodine Sea Lettuce.** A three month's supply costs $1.00.

SILICON OATS

It is difficult for those in small cities to get steel cut oats which contain SILICON. Rolled oats do not contain this great youth preserver. Steel cut oats are delightful. God's original chemical elements remain, and the taste is decidedly fresh and different.

If you wish to make work your play, and to feel young, happy and graceful, to retain your teeth, to brighten your eyesight, send for a two month's supply of Silicon Oats, $1.00.

HEALTH INFORMATION BUREAU
365 W. Madison St.
Chicago

(Continued from page 9)

CHARACTER READing for MaKeUP found of priceless benefit is the course in graphology by Ruby Remont, but I have never seen a book on this subject which has not brought some new knowledge to me. The books of Lucas, French, Von Hagen, Katherine Blackford, Hamilton McCormick, David Bush are never ending school rooms. The older writers such as Spurzheim, Fowler, Wells, Simms, Lavater, are perpetual delights to anyone interested in character analysis, but only once in a great while is one so fortunate as to be able to even *hear* of a copy of Simms and Lavater. In future issues I shall try to print some extracts from these now unpurchaseable books.

Your searching comrade,

EDNA PURDY WALSH.

PAINT YOUR CHEEKS FROM THE INSIDE

It is the good looking girl who gets the best position nowadays. And good looks are a matter of real health.

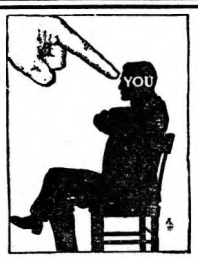
The Cocktail Library will bring you bright eyes, pink cheeks, pep and dash, and when we have these things our success comes automatically.

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Vitality Cocktails 25c
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Pep Cocktail .....Free

when all four cocktails are ordered. They contain chemical secrets which few people know. The timid, the tired, and the failing need them, as well as those who are just getting by.

These cocktails can be obtained now only through

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When a doctor says "You have diabetes," he seldom has the time to go into the smallest detail of your diet, as he would like to do.

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Bright's Disease
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We tell you how to prepare foods with absolute safety. We give you new ideas on foods and their chemical content, which you did not know you could have, and teach you the chemistry of all foods. We tell you the reasons why in any of the above diseases you should have **certain** foods, and **why** you should not have others.

Diets prepared under the most scientific modern guidance of doctors who **CONSIDER YOU ARE IMPORTANT ENOUGH** to go into the smallest detail of your food.

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Diets for Bright's Disease.....$1.00
Diets for Tuberculosis $1.00

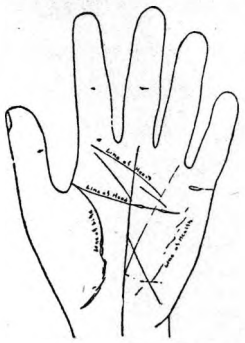
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Mail me a paper upon which you have written seven numbers in this manner—1+6+7 etc. Choose them at random from 0. to 22. Next give birth date and full name. Enclose one dollar and allow me one week to send you revelations seldom given by other types of readings.

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originator of the I-deograph, analyses character from handwriting with pen sketch of personality made from the ego-letter. Send twenty lines on unruled paper, inkwritten, with your capital I, for page reading with vocational advice and I-deograph, togther with one dollar to Box 263, San Francisco, California.



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But Vibration?



What Is the Hum of the Factory—
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What Is Everything in Life—
It Is Vibration.

YOUR NAME!
YOUR HANDWRITING!
YOUR BIRTHDAY!

Are no exceptions to this great law.

They reveal the self you may try to hide.

They tell of the hidden beauty in you, you may not realize.

They tell your purpose here, and that cause of your life, which is so deep you hesitate to even mention it to your closest friends.

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Tell us in your own handwriting your name, just as your mother gave it to you, the names you have used since, nick names, and your exact birthday and year.

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VIBRATION STUDIES
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(Continued from page 7)

that you are destined to always do labor work. Such is not the case, for the texture of your skin indicates what you are NOW but it does not say to remain a laborer. Remember the will is free. Make up your mind to fit yourself for a skilled position first, then read and study all you can. If you are unhappy it means that you think more of yourself than you do of the other person. Try to overcome this as much as you can. This will be infinitely easier for you than it will be for your brother with the theoretical hand, for he is inclined to be like yourself, only he does not like to work even his mind let alone his body, which you are always doing. You find it hard to sit still even for five minutes, while your brother with the soft, flabby, prominent palm just wishes to sit and exercise his vocal cords telling you what he has done or is going to do. To him I would say, "Arouse your will power and decide to DO something and stick to it until you have done it."

Now you may have been given a soft, springy, practical palm. In this event you are a skilled workman interested in your work, inclined to be selfish where other people are concerned but generous to those who have your affections and are generally concerned with the questions of advancement and how to be a success, which generally is reckoned by the amount of money you can make out of your trade. You need to broaden your mind by reading and study. It would also be a very good thing for you to learn to be still mentally and physically. You should learn how to be content with what you have and give thanks to God for it. Your brother with the theoretical palm and greatly modified corrugated surface capillaries is a good one for you to choose as your companion because of his broadened mind which generally places him as your foreman. In choosing your place in life pick out an occupation where you can use your active mind, or if you are of the practical type, choose real creative work such as building and construction, while your brother with the theoretical palm should choose a vocation where he can employ his imagination in drawing, designing and drafting the plans for you to actually create in the material world.

A few of you upon examining your hand will no doubt note that you do not possess any of the above qualities or indications; your skin seems to be very soft and velvety yet very elastic beneath your touch, the capillaries are almost invisible to the eye because they are so fine, and upon examination of the class to which you belong some of you note that you are practical while others among you note that you are theoretical. In order that you may understand your own indications I will tell you that you have what palmists call the fine textured palm. If you are theoretical it is clear at once that you are

(Continued on page 24)

$20 to $40 an hour for your spare time

It has been estimated fairly accurately that every hour a young man or woman spends in improving his or her earning power, along the lines laid down by the American University of Commerce, is worth about $20 to $40.

That is, one hundred hours of study now, spread over a period of time, will increase one's earnings in later years by $2,000 to $4,000. Two hundred hours mean $4,000 to $8,000 additional, and so on.

These figures are based on average hours of study in the American University courses and the salary increases of their graduates. At such a rate of return, can you afford to do anything else than start in immediately?

"Something will turn up"—

Many more promising careers have been wrecked on the belief in the "something-will-turn-up" feeling, than there ever have been on the field of battle.

Things don't "turn up" nor is it "luck" that puts men and women at the front of the crowd. The ones at the top are the ones who have carved out the steps that lead to the top.

It was Napoleon who said: "Circumstances? Why, I make circumstances," and he proceeded to do that very thing.

Take a look about you at the hundreds and thousands of older persons who have spent their younger days waiting for "something to turn up," and spent their older days in regretting it.

What about your own case?

Did "something turn up" last year which will keep you on Easy Street the rest of your life? Or the year before? Then, is it likely that it will turn up next year or the year after? No, of course not.

Wise men face the facts, and they prepare for the future. There must be a start. Resolve today to start in on intelligent preparation for your own success.

Send for our book entitled

THE SCIENCE OF BUSINESS

This book explains how any ambitious young man or woman can qualify for $3,000 to $10,000 positions, through our individual instruction by the correspondence method, which has been highly endorsed by the United States Bureau of Education.

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Without cost or obligation on my part, please send me your 32-page book, entitled "The Science of Business."

Name .....

Street Address .....

City ..... State.....

Occupation .....Age.....

The Most "Personal" Evening I Ever Spent!



"I was invited one evening to a party and I didn't want to go. It seemed to me that the crowd would be dull, for the hostess had never been very successful.

Shortly after we arrived the hostess said "Friends, we have spent so much time in the past taking people apart, at our card games and dances that I have provided a new entertainment for you. Tonight we are going to PUT PEOPLE TOGETHER."

We were divided into two groups on each side of a long table, and our hostess produced a large box.

"A great character analyst is going to entertain you tonight," she said.

And she distributed on the long table many pieces of a human puzzle game. One side of the table was called "The Character Readers" and the other "The Face Builders."

By putting the pieces together to resemble each other and referring to the key of the game the most astounding character analysis were made by the opposing sides. Dr. Katherine Blackford designed this thrilling game, and we were sure her spirit was right in the room, so accurate, thrilling, and tremendously interesting were the results. I learned more and thrilled more in that one evening than I have ever done at any party.

I had several of these games made.

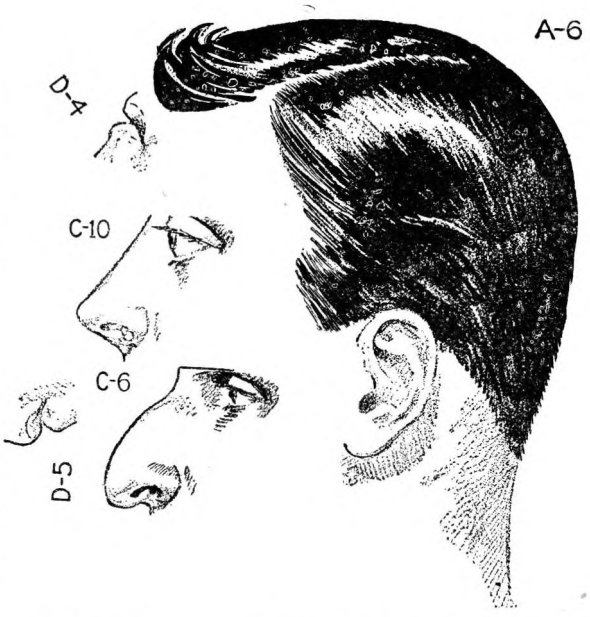
They are an absolute guarantee to the success of an evening, or the accurate teaching of character analysis to salesmen and employment managers.

The large game will come packed and insured to you for $3.00.

Many people have paid thousands of dollars for social success. You can have it simply by this game.

Write for it for immediate shipment to Miss Green, Secretary.

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Ask for our literature on entertainments. We can supply immediately character analysts, numerologists, palmists, and graphologists for club entertainments, afternoon teas, musical affairs, etc.

(Continued from page 23)

an idealist. You are the inspiration of the race; if it were not for you the world would never have progressed as far as it has. You are inclined to live in the clouds a great deal and are fond of books and all forms of artistic endeavor. It is certain that you are not overly fond of physical action. Therefore you should always choose a vocation where you can exercise your love for mental work. Such avocations as author, artist, designer, psychic investigator and seer will be full of opportunities for you, for they are of the type that you are attracted to.

Your brother with the practical hand is a great deal like you except that you are full of action and everything you learn you never rest until you have applied it to YOUR daily life. You are interested in everything and everybody upon a large scale; for this reason many of you make splendid physicians, nurses and humanitarians or personnel workers. You are never content to just learn or acquire wisdom as you are actuated to PUT INTO PRACTICE what you have learned. Because of this fact nearly all of you will be found in the professional vocations—doctor, lawyer, etc. There may be a few of you in business fields but that is not your true place in life. The big business man is generally found in the highest of the medium textured practical palm.

There now, I believe I have given you enough to think over for three months in this lesson. If it is agreeable to any of you I shall feel well repaid for the work and time used in giving you this. In our next talk we will find out how you can find the specific vocation you are fitted for. Whatever you do, do not miss this talk, for it is of priceless value to you because of a vocational chart never before used in hand delineating. You will be able to keep this the rest of your life and always tell at one glance just where you stand in relation to the world's work.

(Continued from page 10)

time my foot came near losing its hold upon a rocky ledge. In a panic I reached out for a possible jutting rock when my hand came in contact with another's. As I balanced dizzily there I felt a firm hand grasp mine and a gentle voice whisper into my ear: "Fear not, I will hold your hand. . . . I am your elder brother!" With a sigh of relief I clung to that guiding hand until, sure of my footing again, I went on alone.

About the time I was weary of the descent and felt I could go no farther, I found that I had reached the bottom of the ravine with its opposite side before me. Perhaps the ascent would not be so hazardous as the descent had been.

With determination I began the climb up the steep side of the ravine. Several times on the way up I felt myself slipping but always was I made conscious of the Presence at my side. Many times I was compelled to stop that I might catch my breath, but a great "hope" spurred me on.

When I reached the top I heaved a tremendous sigh of relief and closed my eyes. . . . Shortly I looked up and a wonderful sight met my eyes! An expansive body of water stretched out before me and the soft rays of the rising sun shone upon its bosom! I seemed to hear a voice within my soul whispering: "Home—home—home!" I looked about for sister, but she was nowhere to be seen. Then all of a sudden I seemed to sense her presence—a sweet, abiding presence! . . . And I awoke!

The interpretation to me has been: During that year I parted from my sister to go to an Eastern city to enter an academy. When she took sick I was unable to go to her and I never saw her again. Soon after her death I married a fellow student; then began the long descent of the ravine. My unseen though ever-present companion was my husband, for often have I had occasion to hold that supporting hand. . . . And now as I feel myself on the upward journey I know that it will not be long till I also shall reach "Home"—that quiet, soul-resting place where the sister has "gone before." Shall I see her face to face or shall I merely sense her presence? God's will be done!

You Can Paint a Picture of Yourself in Five Minutes



Do it now!
Send me a print of your palm by making an impression with an ink pad, then outlining it in pencil.
Then sit down and write me your full name, just as it was given you when you were born. Then go a little further and tell me when you were born.
You have written me a highly romantic mystery story in your palm, recording your past and pointing to your future. By giving me your name you tell me of your inner self, and your birthday gives the purpose of your life.
A MOST UNUSUAL STORY about yourself will be translated by me and mailed to you. I ask you not only to keep it for life, but to sleep with it under your pillow until you have fully assimilated the deep meanings in this story about yourself. It costs you only $1.00.

DOROTHY DEANET GREEN
Numerologist and Cheirologist
Walton Hotel **Chicago**



Where Did You Come From? Where Are You Going? Why Are You Here?

This is the "eternal triangle" of life and numerology explains it all.

The Vocational Library has secured the distributing rights of Ariel Y. Taylor's remarkable encyclopedia on this subject of numerology which is sweeping so forcefully about the country.

Nothing Just Happens

There is a deep meaning in our being here, crystallized into definite shape at the time of our birth and revealed in our name and birth date.

This encyclopedia covers the Science of Names and Numbers in an exhaustive manner, giving the BEST from various authorities on the subject. It consists of several $25.00 courses condensed into one, and then mightily added to by Ariel Y. Taylor.

The price of this course is $5.00

Vocational Library
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Chicago

(Continued from page 11)

vitality, sexual power and iron manufacture, and it is no wonder, therefore, that these types are almost immune to infectious diseases. Their only ailments come from exhaustion from *real* overwork and over-activity.

Their thoughts come head on, exceeding the speed limit, turning this way and that down the road of variety. Skating, dancing, comedy, beauty parlor work, the selling of jewels and crystals, society newspaper reporting, glass work, pottery or stone work and light forms of work in the herding industry are their chief vocations. They succeed where the work represents speed, fineness, beauty and a cheerful disposition. Because of their generous happy nature they do not often take to crime, but if they do, they are nimble-footed shoplifters. There is much originality and inventive and designing ability in this type. Constructiveness, the perceptives and self esteem are their strongest faculties. They waste no time on self condemnation as do other temperaments.

Their quick minds make good detectives, and their nimble feet quick actors.

The clean, clear complexion, the happy manner, the light heart and willing spirit to work and help without grumbling make these people attractive to others. They are very responsive to flattery for approbation is unusually strong. They are highly visionary and always find some unique way out of things by simply not recognizing their sad aspects.

We all need silicon. It brightens the eyesight, gives great endurance, warm blood, luxuriant hair, clear complexion, grace, a firm vitality, plenty of confidence and immunity to disease.

Nervous breakdowns, irritability, gloom and disease will vanish on a diet very rich in silicon. If we secure STEEL CUT oats, which contain silicon, and take these in cereal every morning or drink the gruel, we will be securing silicon, but if we take rolled oats, the silicon is lost in the milling.

In these days of nervous excitability, breakdowns, blues, gloom and fear, is it any wonder that we suffer so when our food is deprived of its outer shell as in wheat, oats and barley which contain silicon *only* in this part? The Scotch, who eat their Scotch oatmeal, are long enduring, happy and confident. They get their silicon.

The courage cocktails noted in this issue give numerous ways of preparing oats to give long life, vital power and renewed sex vigor. Silicon sweetens all the tissues as well as the disposition, and routes the worrying acid, gas and blues from our secretions.

Insanity, fear of one's health, nervousness, moroseness, a self centered whining disposition, an acid temperament filled with worry, hatred and its consequent infections and diseases—all these conditions brought about by a lack of silicon.

Something you cannot afford to miss

No. 7224



Somebody Who Reads This Will Find Just What He Needs

Do you worry, fret and get the blues because you just know, "deep down inside" that you are not doing the thing you were best made to do?

The great pity of this world is the problem of the misfit—the round pegs in square holes. But YOU CAN BE what you were **Created** TO BE if you will just stop worrying and find out your strength as well as weakness. Find out just what YOU ARE CUT OUT TO BE. By following that kind of work you will find happiness and success.

WRITE TO MRS. MORGAN TODAY

Thousands have taken advantage of her years of experience in helpfully showing the discouraged and despondent the path to brighter things. Over 3000 men and women from all walks of life have consulted her during the last year, and none have been disappointed. Thousands have, through her, found the "way out" of their troubles.

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Sit Down NOW and Write Her a Frank Letter and Tell Her Your Troubles

With your letter enclose two pictures of yourself, one a front view, one profile, (yes, postcard pictures will do, and not retouched if possible), just try and have them sharp and plain. "Your face IS your fortune" for it reveals what you were best made to do. It tells, as plainly as an open book, to those who can read it, your strength, ambition, health, desires.

Isn't it worth just one dollar ($1) to know the gift God gave you; the gift, perhaps, you never dreamed you had? One dollar ($1) is all Mrs. Morgan will charge you for a reading from your photograph—are you going to let that little amount stand between yourself and happiness and success? Not if you really want to KNOW YOURSELF. Fold a dollar bill in your letter, enclose your pictures and get it in the mail NOW.

YOUR PICTURES WILL BE RETURNED WITH YOUR READING

Remember, this reading will be confidential—helpful—and tell you what you really ought to know about YOURSELF.

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I enclose $1.00 for yearly subscription to **Character Reading**, I wish an analysis of my handwriting or
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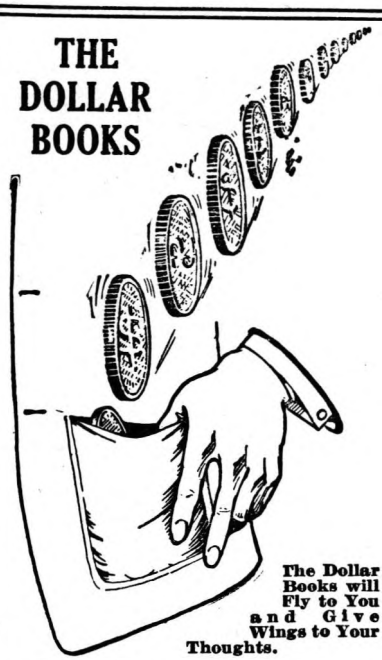
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Many wealthy people have gone to free clinics for medical aid to receive an absolutely frank, unbiased diagnosis of their trouble. They have expressed themselves as fully satisfied. One may now have this same service in his vocational troubles. The wrong job is just as painful as poor health. The Personality Study Club, under the guidance of three of the most competent analysts in the city, undertakes to give this service for the cost of typing and mailing its report on your vocational ability. The members give their opinion. It is checked and completed by the teachers themselves, and dictated. Mailing typing and stationery cost $1.00.

We require for this clinical report your photograph, your handwriting, your exact birthday, and your exact name at birth as well as names used since. Do not forget one of these details. Enclose $1.00 for the report. On the letter mark "For the Clinic in Character Analysis."

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Write for THE DOLLAR BOOKS,
43 E. Walton Place, Suite 1, Chicago

(Continued from page 13.)

less angularity, and less straightness than those found in rural districts.

Curly hair is generally indicative of quick perception, keen temper, and a feeble sense of right and wrong. Curved lines in the face lead us to expect a loving nature, **and a hopeful, sprightly temper.** People thus formed are lively in all their emotions; you will generally find them good-natured; and though they may get mad about a trifle and abuse you, you will see them on the stool of repentance the next minute. On the contrary, the most definite people are those who are built on the straight principle. They are capable of high scientific attainments, whereas the round, curly men are generally gassy, seldom fond of hard study or close application; but clever at making a good show out of whatever knowledge they have acquired.

All men possess the instincts of animal life in common with the brute creation, only in various degrees of strength, and more or less under the control of their higher powers. And a man having the curly attributes of the lower animal life, may yet raise himself to greatness by the diligent cultivation of his higher intellectual nature.

Here are two opposite characters represented by a straight face and a curly one. It would be a poor observer that could not perceive a difference of character under so striking a dissimilarity of form. One is naturally constituted to go straight, and the other more or less round about.

At college, the straight men are the hard students, the curly are the promoters of games and sports—what we call fast young men, who slip through their term of study and graduate with very superficial knowledge. They may excel in such light matters as music, poetry, painting, gymnastics, but seldom in mathematics, or other branches requiring severe thought. We rarely or never find these curly dogs obtaining a degree at West Point, for there is no partiality there, and students must be thoroughly informed before being permitted to graduate. Several of these curly fellows have, however, entered that school, but they have been obliged to leave after a short time, in consequence of some scheming, or bringing imperfect lessons.

The foregoing cuts may still further illustrate the contrasts we are describing.

The straight-faced and straight-haired men are orderly and punctual; they love good morals, and abhor vicious indulgences. On the other hand, that class of men who are most addicted to excesses, or what the world calls pleasure, are most commonly of the curly structure.

The straight men make the best mechanics; because, being exact and honest in themselves, they more naturally turn out solid and stable work, for the product of the artificer's labor is only character and disposition wrought out upon tangible objects, which, therefore, become registered evidence of that character. As stable

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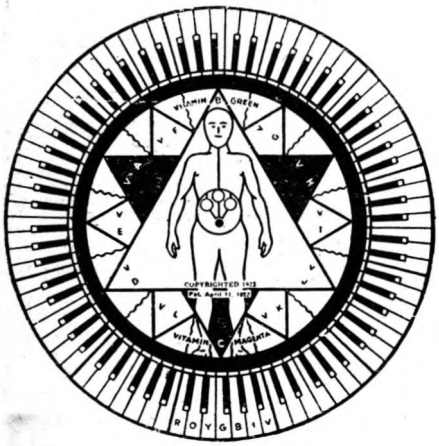
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(Continued from page 27.)

men do firm and stable work, so fanciful artisans make light and showy articles. An honest workman performs a good job, but a dishonest scamp accomplishes a mean sham. Straight men tell the truth and are transparent as glass; you know their intentions, and can discern that all they do is at least intended for good. But roundabout men often disappoint you. They are more attractive at first sight, more plausible, more winning in their ways, but they do not wear so well; do not bear knowing so thoroughly. If they do not deliberately and intentionally deceive you to accomplish a selfish end, they may prove untruthful through mere thoughtlessness and carelessness about strict integrity; and this to a degree that may deeply wound and grieve you. Do not mistrust and avoid every curly-headed man as he were necessarily a rogue, but for an enduring, steady friend, cultivate the acquaintance of the straight man; less fascinating, less get-atable at first, it is worth your while to persevere in winning his esteem, and gaining his affection.

The ancient Greeks judged intellectual character much from bodily forms, yet they regarded honesty more highly than rounded beauty. Socrates was angular of form, yet profoundly intelligent and philosophic. So we shall often find the disinterestedness, the integrity, and the ability of a Socrates in connection with those straight lines and sharp angles which militate against our ideas of what is handsome and attractive in the human form. William Pitt, who wielded the energies of the British Empire through the most awful period of her history, was a man of straight physique, as a glance at any good portrait of him will show. His great rival, Charles James Fox, was just as strikingly round and curly. We are told that he (Fox) was distinguished at school for quickness of parts, warmth of affection, and occasionally earnest, but irregular application to study. Also that in his early manhood he was ardent and thoughtless in the pursuit of pleasure.

The Earl of Bute, another statesman of George III's reign, was a handsome, round-faced, curly subject. He had no great talent, but obtained his place and power by the personal influence which he early gained over the monarch. The British nation believed that America was lost to her through his counsels; and there is little doubt that that loss mainly contributed to overthrow the intellect of the

(Continued on page 31.)



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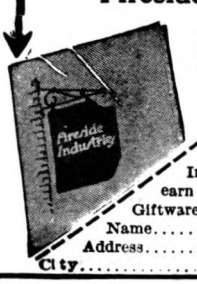
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(Continued from page 28.)

king, who had yielded himself to be guided by this handsome, plausible, ambitious, weak-minded fellow, rather than by the talented, far-seeing Pitt.

Among the lower animals we remark that dogs of the St. Bernard and Spaniel breeds have curly hair, and are remarkable for their active, hopeful, affectionate, and withal somewhat tricky dispositions. The little poodle may be seen fondly caressing its mistress; but if provoked, can be angry enough, and show its resentment with considerable bodily activity. The curly-wooled sheep is similarly affectionate, sprightly, and passionate.

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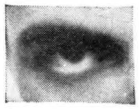
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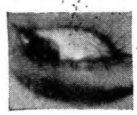
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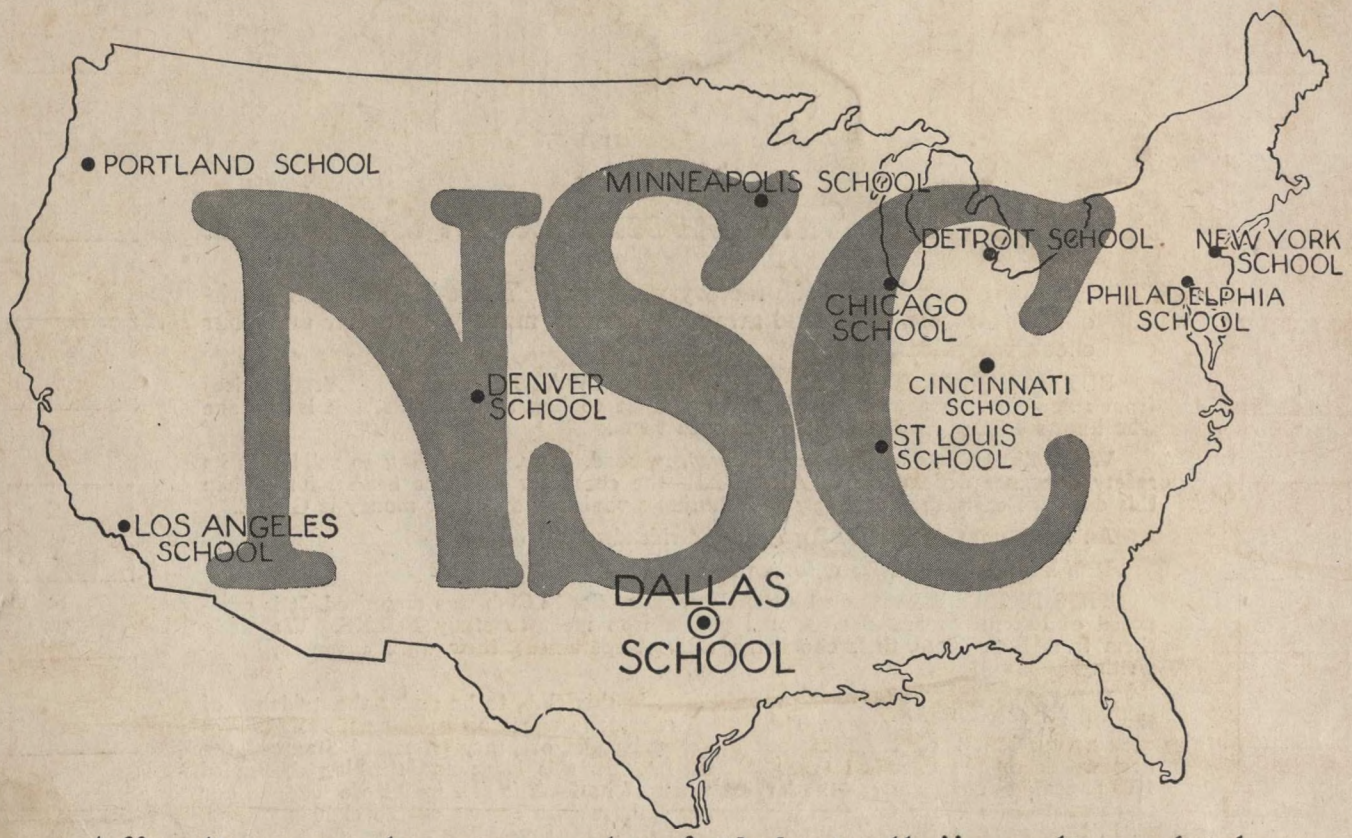
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