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FROM
Wisconsin News Co.
v. 3-4
July 1926-
June 1928.

Voices! How They Betray Us
Who Can Keep Secrets?
Look Them in the Eyes
How An Englishman Reads Women
How the Different Types Make Love
Your Fingers Tell Your Thoughts

SUMMER NUMBER
July, August, September

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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 or lodge
How to propose and respond to toasts
How to address Board Meetings
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 over night. I learned how to bend others to my will, and to dominate one man or an audience of thousands. Soon I had won salary increases, promotion, 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.

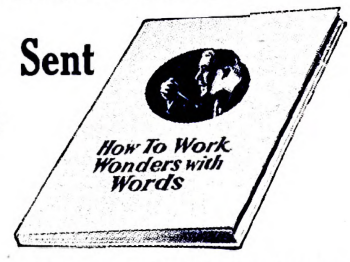
* * *

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 sales-manager'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 overnight into a popular and much applauded after-dinner speaker. Thousands have accomplished just such amazing things through this simple, easy, yet effective training.

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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Salesmanship Does!

Don't let the word "selling" scare you for it is remarkably easy for any man of average intelligence to become a first-class salesman. And then your future can be as big as you want to make it.

THE majority of men are shackled down to poorly paid positions because they are either afraid to strike out for better things or they condemn themselves to a life of drudgery because of preconceived notions about what they can do.

Take salesmanship for instance. To the vast majority a salesman has to be "born" to his task. Nothing could be further from the truth; it is a vicious fallacy that has kept thousands of men from enjoying the good things enumerated in the panel above. Possibly, you, too, think that selling is a "gift."

You cannot be blamed for what you think—but you are utterly to blame if you do not investigate as to the soundness of your thoughts. For what you may think may be the thing that is tying you down to deadly routine and poor pay.

Proof That You Can Be a Master Salesman

During the past eighteen years the National Salesmen's Training Association has taken men from all walks of life and made them into producing salesmen. There's a statement you should investigate—but look at a few typical examples of the thousands of success stories in our files and literature:

A. H. Ward, Chicago, earned better than $1,000 a month within one year after he completed his training. Today he is an executive of Postl's, Chicago. J. H. Cash, Atlanta, Ga., increased his earnings from $75 to $500 a month. F. M. Harris, a telegraph operator, increased his earnings to $6,000 a year—and is now a Sales Manager. Warren Hartle, a railway mail clerk, stepped into the $10,000 a year class—so did O. H. Malfroot, of Boston, Mass.

You may think the foregoing are exceptional cases—but if you are seeking a real opportunity you will withhold your thoughts until you get all the facts.

Why You Can Be Taught to Sell

You may think it remarkable that this Association can teach men at home during spare time to sell so quickly and easily. But there is nothing remarkable about it—for Salesmanship is governed by fundamental rules and principles. There are certain ways to attract attention, arouse interest and make prospects act—certain ways to overcome objections, batter down prejudice, outwit competition and get results. Once you know these secrets of master salesmanship you can duplicate any of the successes this remarkable System of Salesmanship Training has been responsible for.

Exceptional Demand for Trained Salesmen

City and traveling sales positions are open in every line all over the country. For years thousands of leading concerns have called on the N. S. T. A. to supply them with salesmen. Employment service is free to both employers and members, and the fact that thousands have secured positions through this service is a glowing tribute to the thoroughness and practicability of your System of Salesmanship Training and Employment Service.

Send for Remarkable Book, "Modern Salesmanship." It Is Free

Naturally, you will want to investigate and find out for yourself what Salesmanship offers you, how it is taught by a method that gives you the equivalent of actual experience while studying, and what facilities are offered you by the Free Employment Bureau of the Association. Just mail the coupon below and we will promptly mail you a free copy of "Modern Salesmanship"—the book that has started thousands on the road to bigger pay. There is no obligation.

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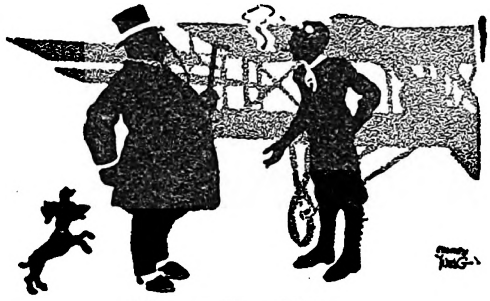
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Fun With Human Nature



Above Suspicion.

An aviator descended in a field and said to a rather well-dressed individual: "Here, mind my machine a minute, will you?"

"What?" the well-dressed individual snarled, "Me mind your machine? Why, I'm a United States senator!"

"Well, what of it?" said the aviator. "I'll trust you."

Kinship.

"Mamma, is Aunt Jane a blood relation?"

"Yes, dear."

"Is she one of the bloodiest we have?"—*Life.*

No Better.

Sillicus—"There is honor among thieves."

Cynicus—"Nonsense! Thieves are just as bad as other people."—*Life.*

Vicious Inmates.

Some lady visitors going through a penitentiary under the escort of the superintendent came to a room in which three women were sewing.

"Dear me!" whispered one of the visitors, "what vicious looking creatures! Pray, what are they here for?"

"Because they have no other home. This is our sitting-room, and they are my wife and two daughters," blandly replied the superintendent. —*Harper's Weekly.*

Watch the Professor.

Lecture upon the rhinoceros.

Professor—"I must beg you to give me your undivided attention. It is absolutely impossible that you can form a true idea of this hideous animal, unless you keep your eyes fixed on me." —*The Christian Instructor.*

The Reason.

She—"Why do so many men go to the bad?"

He—"In their eagerness to be known as good fellows."—*Philadelphia Record.*

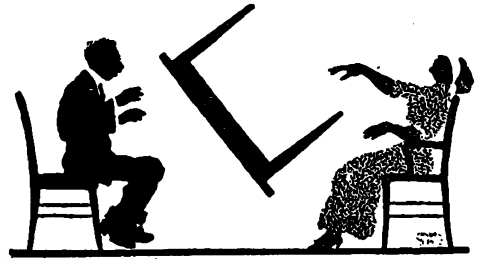
Rapid Heart.

Lady Practitioner—When I feel a patient's pulse I generally deduct ten beats. I allow that much for my personality.—*Meggendorfer Blatter.*

Convinced.

"You are charged with larceny. Are you guilty, or not guilty?"

"Not guilty, judge. I thought I was, but I've been talkin' to my lawyer, an' he's convinced me that I ain't."—*Catholic News.*



Identified.

"That was the spirit of your uncle that made that table stand, turn over, and do such queer stunts."

"I am not surprised; he never did have good table manners."—*New Orleans Times-Democrat.*

CHARACTER READING

Know Yourself *Your Work* *Your Friends*

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Vol. 3, No. 1.

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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.

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

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.

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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Voices! How They Betray Us!

By O. Byron Cooper



Your voice is a precious instrument. With it you can hold people and charm them, or send them away.

"GOOD MORNING!"

Someone has said that one can tell a gentleman by the way he says "Good morning." There is much truth in that statement.

Everyone is more or less familiar with the striking influence of varying circumstances upon the human voice. For instance, the voice of a person under conditions of great terror or embarrassment is scarcely recognizable as the same glorious instrument of expression that person employs in his moments of courage and complacency.

All strong emotions work certain marked modifications upon the human voice. Fear, anger, aversion—all such feelings are plainly proclaimed in the voice of him or her within whose breast they rankle. Any great excitement reveals itself immediately in the voice.

In precisely the same way is the normal human voice influenced and qualified by the secret desires and subtle, subconscious complexes which make up individual natures.

Personal health is a vital factor in determining good or bad voices. And we certainly all appreciate what an important part health plays in making men and women much that they are in character and disposition. Some forms of sickness make veritable demons out of other types; and still other forms of ill health make certain types pitiably weak, whining creatures or veritable heroes.

Whatever the result, there is a quality of voice that immutably accompanies and proclaims each type of mortal. How quickly all of us can detect the symptoms of illness in the voices of our beloved ones.

As incongruous as it may seem, small, thin persons generally have big, heavy voices, whereas it is the rule to look for, or at least to find, the small voices issuing from the larger, more lymphatic type of men. How often, for example, is the bass or the baritone of a male quartet seen to be the small or raw-boned type of men, while the tenors are the large, plump fellows. It is almost invariably so.

This fact of the "skinny" fellows having the large voices and their fatter brothers having the smaller voices is due, of course, as virtually everyone knows, to certain physical differences in the development and size of the larynx or voice box and quality of the vocal chords. But there must be a deeper reason for these marked physical differences. The peculiar voice of the eunuch is a familiar fact in point.

Small, thin men, because of necessities to their survival, that were more evident in ages past than at present, are naturally more aggressive, more imperative, more combative, and one might say, even more bull-like in disposition than their larger, more easy-going brothers, for whom the struggle for existence is less severe, hence the differentiating qualities of voice corresponding to these differences in natures.

One's manner of speech, also, as well as the sound of one's voice, is an accurate sign of the personality back of it. The slow, easy-going individual, for example, is prone to speak with a drawl, whereas the quick, energetic person is likely to express his thoughts in similar rapid-fire fashion. Contrast, for instance, the slow, leisurely drawl of the typical Southerner with the curt, choppy conversation of the average peppy Northerner.

How plainly character is depicted in the voice. The voice of the person of confidence rings clear and commanding, whereas weak and faltering are the tones in which they of hesitant and vacillating habits speak. The uncertain, befuddled folk speak with fuzzy, husky notes. Forceful, intrepid people have crisp, imperious voices. Sharp, thin, nasal tones are characteristic of the petulant, the selfish, the envious, the greedy and the conceited.

Well controlled people have well modulated voices. But, while this is a pleasing fact, as well as a mark of culture and breeding, it is not always a good or wholly favorable sign. Some of the world's worst criminals are cultured folk. Crooks and confidence men know well the power of soft, assuring speech, and know best how to employ it. Men with such voices make good salesmen, just as they make successful confidence men—which all amounts to the one thing—selling oneself.

(Continued on page 17)

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Who Can Keep Secrets?

THERE are some people who just draw secrets out of us.

And they keep them!

There are others who draw them out of us and advertise them systematically, with the kindest intentions in the world.

The ability to keep a secret has seemingly nothing to do with kindness and so called goodness. Some of the most destructive types can keep secrets nobly, even to protect others, while some of the sweetest natured, innocent eyed men and women wreck our homes, our business, and our happiness with their tongues.

Never tell a secret to a person with a wide and deep chest, large nostrils, and large eyes. He or she will offer every inducement to you to tell your secret—not directly, but by magnetic ways, warm handshake, understanding manner, tact and generosity. This particularly likeable type of person who often takes on weight, and has a specially sociable disposition, making himself immediately at home in our offices and at social gatherings, *cannot* keep secrets. When the chest is broad and deep, the nature sociable, and the nostrils large and nose short, he is influenced by OXYGEN—the talker.

Think of the air and wind when you are about to talk freely to this type. Wind rushes everywhere, without selection. It blows over our papers in an undignified way. It blinds our eyes with dust, and innocently lifts our hats from our heads, or even produces hurricanes. So does the talker. It pays in dollars and cents to know the Oxygen Type, before he sells you and all that you know.

Then there is another general type of talker. The small, thin pliable, nervous, large eyed girl without enough vitality to do anything except to talk incessantly, and wear her life away as well as the strength of everyone she talks to. She brags about her "spirituality, her high ideals and her temperamental nature." Beware of these things, in talk.

Excessive talking often comes from a lack of firmness as well as a lack of secretiveness. The man of prominent bones has more firmness than one of soft, pale, or pink rounded flesh. Where circular lines prevail in the make-up, or oval ones, without any suggestion of firmness or squareness, firmness is not primarily large in the makeup. The very low crowned individual lacks firmness of a continuous sort. Mere explosions and stubbornness which he may display do not mean continued firmness and will. The higher crowned man continues in one line of thought for a longer time than the lower crowned man. He will likewise hold his tongue longer.

Large eyes are more expressive than deep set ones, hence they are more apt to express your secret. But the smallness of the eye alone or its largeness, do not indicate by themselves, an ability to keep a secret, because there are many small eyed mirthful people who talk from a mischievous or humorous motive. These are usually of the vital or muscular temperament, however. The small deep set eye of the osseous temperament, engaged in scientific work is a safe man to tell a secret to. While he may not be very encouraging or responsive while we are talking to him, he will be a better friend in the long run than the too sympathetic talker, with the expressive personality.

People who are excessively secretive are not necessarily those to give your secrets to. They run to the other extreme, and while they may not talk much, if they are of a very selfish nature they may use your secret maliciously some time. Like the secretive cat they wait for the mouse, and wait and wait.

The best diplomats who can both speak, and conceal are the nitrogen types of people. They make the best consultants and managers of large institutions because they use judgment in speaking, and have an ability to draw others out for their own good. It pays in large amounts of money for employers and managers to study the nitrogen type for heads of departments.

When secretiveness is too great the whole personality betrays this fact. It is interesting to watch the over-secretive man as he keeps his coat buttened up as near the neck as possible. He walks with a step as though he were carefully trying to feel his way over dangerous ground—even lifting his feet up higher than necessary in his steps. When secretiveness and acquisitiveness are both active he takes a slightly springy,

(Continued on page 19)



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The eyes of actors and actresses have great distance between the pupil of the eye and the eyebrows.

Look Them In The Eyes

By EDNA PURDY WALSH

WHAT do the eyes on the cover mean? They are large, open, and there is a great distance between the pupil and the eyebrow. Moreover, these eyes are very full between the eyebrow and the pupil.

They belong to one who sees ahead—feels ahead—and who reads the thoughts of people. The curved eyebrows mean great intuition, clairvoyance and sensitiveness to impression.

Our eyes speak a universal language. They need no interpreter—no introduction.

There is no book of etiquette yet printed strong enough to hold back the meaning of the eyes, though the tongue prattles on and on.

Eyes are more than windows of the soul. They speak so loud that the words of the mouth mean nothing, if we will look deeply and honestly into the eyes of those we speak to.

Eyes betray things the soul itself is unconscious of, in their instant and involuntary reaction of thought.

If we really wish to know people, we should forget the words of their mouths and study their eyes.

Eyes that are full and large, that stand out in wonder, are likewise "wondering" eyes. They are the eyes of emotion—they feel the scent in the air, the idea of beauty in the color of the sky, the color of a dress in a show window, instantly, and without analysis or reason.

The full prominent eye is likewise full of ideas it likes to *express*. It is literally brimming over, because the soul in back of it is an emotional soul, sensitive to so many feelings, that it must express them. And that is why we seldom find anyone on the stage or on the lecture platform who does not possess a full, prominent eye.

The large eye has a great breadth of vision. Take a girl with a large eye, out automobile riding, and she sees everything on the street and down the block, all at once. Such eyes are more talkative than the deep set eyes.

The deep set eyed girl may talk occasionally, but talking, acting, singing, are seldom her profession.

The deep set eye belongs to one who holds his plans more to himself. The inventor, the engineer, the mechanic, the scientific writer, the professor who studies books, detail, etc., build for themselves deep set eyes because of their habits of concentrated thought. Exactitude, thoroughness, mental control, facts without emotion, are processes of the brain which cause the eye to retire into the head, and the brows above it to be prominent.

The deep set eye sees detail. The prominent eye sees breadth—a whole page at a glance, while the deep seated eye sees every word and remembers it long after the prominent eye has forgotten it.

Hence we look to our prominent eyed people, not for science and accurate cold facts, but for emotions, decoration, popularity, expressiveness, and drawing room entertainment, while we must depend on the deep seated eye for close work, for text books, for scientific inventions requiring long detail work, for our painstaking building of bridges.

Deep seated eyes that are fairly far apart may, because of that, belong to an expressive individual, but if they are close together, and have less than the width of an eye between them, they are not to be led by the emotions, and have slight dramatic ability.

The literary mind of large imagination has fairly large, expressive bright eyes. Large eyed individuals are more impressive, more sensitive to luxury. In selling goods to them they want more description and embellishment than the small, deep seated eyed person, who demands facts and practicality.

The long eye, small, cold and sparkling, belongs to the selfish individual. The spiritual faculties such as ideality, hope, and sublimity open the eyes, while the individual who is perpetually concealing, looking out for himself alone, at all times thinking of his own sensual pleasure, shows his habits of thought in partly closed eyes. Promiscuous love is seen in the creeping up of the under eyelid, at the same time giving the under lid a heavy and puffy appearance.

The secretive eye looks sideways as the individual walks along, and there is a greater tendency to close the eyes.

This does not mean that the individual with the wide open eyes cannot tell a lie, in fact, in the nervous temperament, the girl with the bright,

(Continued on page 23)

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Silent, Watchful, Industrious

Meet The Chlorin Type



The tenth of a series of articles on the chemical types

IN the never to be forgotten lectures of Dr. Elizabeth Young on the chemical types of people we learned about the mysterious chlorin man and his contradictory traits.

Chlorin types are not common in American people, and in spite of Dr. Young's numerous studies covering a period of seventeen years she has met only two Americans of the chlorin temperament.

But they are a part of the vast principle of human nature, and we can recognize the action of chlorin in the bodies of people of any nationality if we study the pure type which occurs most often in the Japanese, Chinese and Arabian races, Jewish, Russian, and Indian races.

Most Americans suffer more from a lack of chlorin than from an excess.

Because chlorin is constantly extracting the fluids from the system, we find those with an excess of chlorin dry, lean, yellowish, dark in skin, wiry, watchful, and lacking the milk, or fluid of human kindness, at least to any great extent. It is the purpose of chlorin to cleanse the tissues. Like a vacuum washing machine it expels waste matter. Many students have listened with wondering eyes when they hear of chlorin's laundering qualities, because they see the reason for so many Chinese laundries.

Like the Chinese laundries open so late at night, the chlorin people are likewise late workers—steady, worrying, careful, conscientious, with a doglike persistency in their work in spite of illness of all kinds.

Description of the Chlorin Type.

The body of the chlorin type is always lean. No matter what he eats, no matter what he does, he never has to worry about reducing. Though his trunk is short, and his legs comparatively long, he never gets very tall.

In spite of a certain kind of endurance and wiriness, his walk lacks life and pep. His legs and arms are dry, bony, and even smaller than his shoulders in proportion. He is a good subject from which to study the spine, for his incurved back reveals every bone distinctly. The hips are very small and compact, the feet and hands dry, long, flat, and bony. There is not a suggestion of convexity or roundness about him.

Their skin presents a sorry sight from the beauty culture standpoint. It is wrinkled, greenish or greenish-yellow, has no life, tenderness or response to it. No beauty cream could change its dark pigments.

Because of a small development of the abdominal organs we naturally find the chlorin type suffering from nutritional ailments.

His leading chemical elements are chlorin and fluorin.

He is pitifully low in carbon and the vital elements which make for ease, digestion, and greater happiness.

The following chemical description will show how hard it would be for the chlorin man to take on fat or weight from starches or sweets, because chlorin does not combine with carbon.

Hugh C. H. Candy, the London chemist, says of chlorin:

"It has a greenish-yellow color, a very unpleasant suffocating odour and a disagreeable taste. It is non-combustible, as chlorin will not combine directly with oxygen, but, in an atmosphere of hydrogen, chlorin will burn with a pale livid flame, producing hydrochloric acid and conversely, hydrogen will burn in an atmosphere of chlorin. Chlorin is a supporter of combustion in a limited sense only; if a burning body contains hydrogen, then it will continue to burn in chlorin with a feeble flame, the chlorine uniting with the hydrogen to form hydrochloric acid, but *not uniting with the carbon of the burning body.* Thus, if a lighted candle be lowered into a jar of

(Continued on page 21)

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How An Englishman Reads Women

A GREAT English Psychologist, Furneaux Jordan, F. R. C. S., offers a book to help men to read women. He tells us there are two distinct types—intravert women, and extravert women. Our troubles with women should be over when we learn what to expect of these two types and what not to expect. From his great book, "Character as seen in Body and Parentage," we should know more about women than we ever knew before.

At any rate, he tells us to expect more emotion from the less emotional type of woman.

—Editor's Note.

THE INTRAVERTED WOMAN

(The more impassioned woman)

"SHE has quiet manners, and a character not easy to read: she is occasionally critical, even sarcastic . . . but though bad temper is sometimes noticeable, she is neither fitful nor restless, nor captious, nor censorious, nor is she a 'nagging' woman. She diffuses an atmosphere of repose, and unconsciously she comforts and heals, but under the surface, emotions and passions lie dormant. Her emotional nature matures slowly. As she grows older the charm of her character increases. She is 'sympathetic,' i. e., she brings insight and experience to bear on the problems of others. The very worst characters are found among the more impassioned women. They are the cruelest stepmothers. They make the most affectionate wives and mothers, but their passions and emotions are so strong that these frequently hold reason in subjection or carry it away with them. They love too much, but they also hate too much. Jealousy can make wild beasts of them.

"If evil is not in the ascendant, morality itself is associated with deep feeling, and may take a profoundly reasoned and independent course which will not always fit itself to conventional standards. It will not be an imitation or a submission; not a bid for a reward here or hereafter. It is only in intimate relations that the excellences and drawbacks of the impassioned woman are seen. Here she unfolds herself; here are her joys and sorrows; here her faults and weaknesses are seen, perhaps slowness to forgive, implacability, sullenness, anger, jealousy, or even uncontrolled passions. She is charmed with the moment—and less apt to think of the comfort and welfare of the absent; she is disposed to forget others and forget time. If she is affected, her affectation is less an imitation than a pronounced change of manners and speech with changing shades of thought and especially of feeling. In social life she tends to be the same in all circles. In both domestic and social life she is as a rule not difficult to please, she spontaneously appreciates, congratulates, and praises. She can soothe the mentally bruised and encourage the unsuccessful. In her there is compassion for all weak things, two footed or four. She rises to the high and stoops to the low, she is the sister and playmate of all nature. Her judgment is mild and lenient. When she reads she tries to grasp the inmost thought and deepest feelings of the book; she reads and re-reads the book, marks it freely, and turns down its corners."

How different is

THE EXTRAVERTED WOMAN.

(The less impassioned woman)

She is marked by a certain quickness and opportuneness rather than by persistence or consistency. Her life is almost wholly occupied with little things. She goes even further than Lord Beaconsfield in the belief that unimportant things are not very unimportant, and important things not very important. She likes to dwell on the way her grandmother did things, and how her grandchildren will do them, and on the universal degeneracy of human beings and affairs. Her daily wonder is how things would go on if she were not there to look after them. She is frequently in-

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valuable in social movements. She expends her energies in household cleanliness, which is the end and aim of existence to not a few women. Frequently she is "idea-less, emotionless, restless. Her emotional development is usually precocious, and at eighteen she is little less wise than at twenty-eight or forty-eight. Her mental outlook usually lacks range and depth, but it is clear from the first. When intelligent she is capable of taking a leading position. In society she is kindly generous and hospitable. She judges her neighbors and friends, forgetful that she is herself being judged, but she is active in

(Continued on page 32)

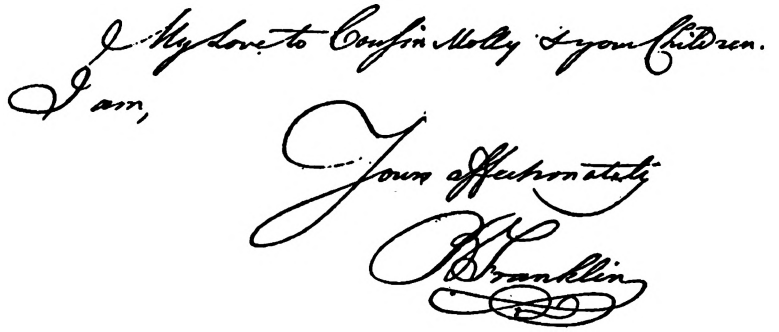
Great Men Hew to the Line

Those who are led by the intellect more than the emotions keep their writing on an even base line.

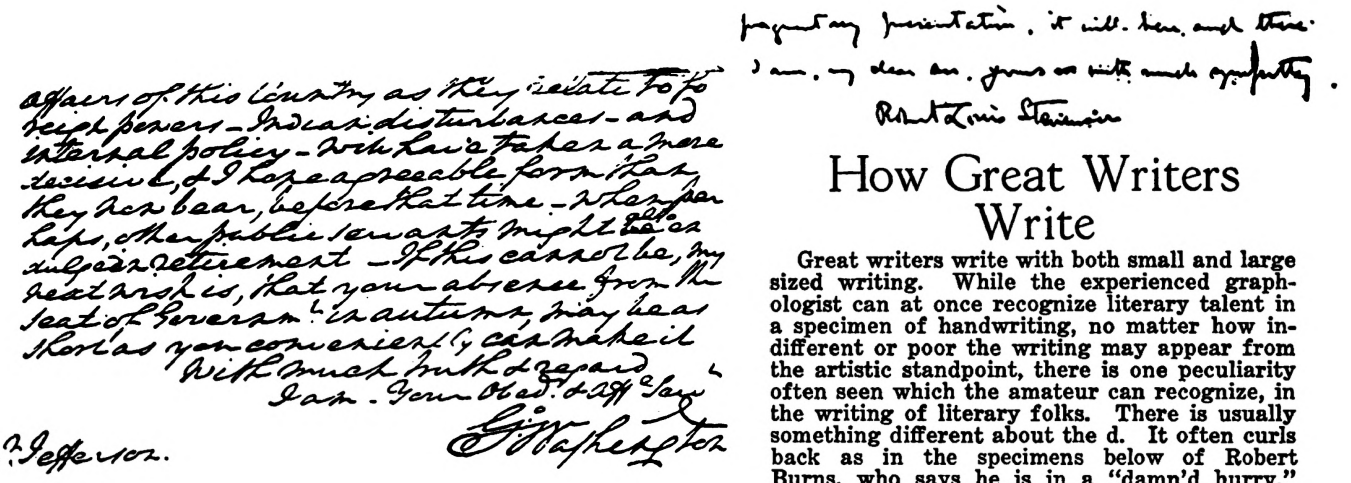
Note the writing of Benjamin Franklin, George Washington, and Robert Louis Stevenson. These men surely had their emotions if any men ever had emotions, yet they were controlled by the intellect. The scientist, the leader, the statesman, the men who hold to their promises, tend more to keep their writing on an even base line than those who are tossed aimlessly to and fro by their emotions.

When Mrs. Fiske, the great actress, was asked if she knew why she was a great actress she replied:

"I can act emotions, because I have mine under full control at all times."

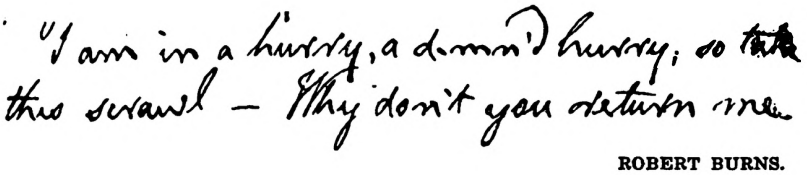


REDUCED FACSIMILE OF SECOND PAGE OF FRANKLIN LETTER

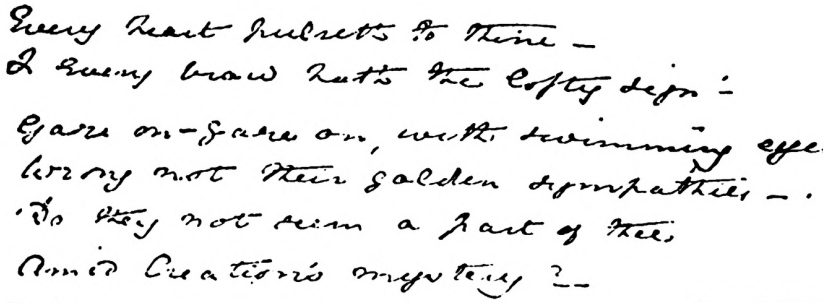


How Great Writers Write

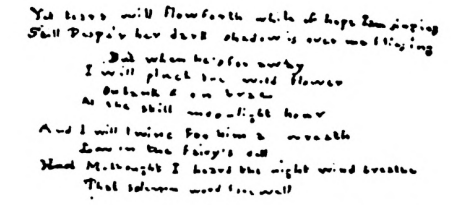
Great writers write with both small and large sized writing. While the experienced graphologist can at once recognize literary talent in a specimen of handwriting, no matter how indifferent or poor the writing may appear from the artistic standpoint, there is one peculiarity often seen which the amateur can recognize, in the writing of literary folks. There is usually something different about the d. It often curls back as in the specimens below of Robert Burns, who says he is in a "damn'd hurry." Dean Swift writes to the Alderman, using the same d. Joseph Conrad follows suit. Mrs. Browning, in the words "Amid Creation's mystery" does the same. Lord Nelson, in writing to his "old and dear friend" uses the writer's d. So also does Horace Walpole, the English writer. Charlotte Bronte's manuscripts were printed, as in the small specimen on this page, and very often artistic and literary people follow this style. It denotes a strong love of simplicity and elegance without vulgar flourish.



ROBERT BURNS.



MRS. BROWNING.



CHARLOTTE BRONTE

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Dear Mr Alderman

I write to you at the Command of a Gentleman for whom

DEAN SWIFT.

old and dear friend,
word that hopes the

LORD NELSON.

Journey to Paris September 9th 1765.

Sept 9. Set out from Arlington street at half an hour after eight: found no Beggars at the door: Those of London are too voluptuous to beg: and have drunk their Tea so early.
Observed an Hospital or public building at Rochester, erected by Sr Stafford Fairborne. He married the daughter of Lady Rookeby, sister of Lady Philipps, my great Grandmother.
The Innkeeper at Rochester (I suppose a Politician) asked my Servant who I was: when he heard, he said, "oh! he is going Envoy to Constantinople to replace Mr Greville."

HORACE WALPOLE

Joseph Conrad.
corrections finished
29th May 1919

Will You Cross *the* Bridge *of* Success This Year?

No study can compare with public speaking for carrying us to success.



MANY of you will cross the bridge of success this year. You have been analyzed. You are ready to cross. You were ready to cross before you were analyzed. But there was something which held you back.

In most of you it was just one thing—most of you do not realize it fully. You feared what others would think if you stepped out into a field of your own. Your aunt, your neighbors, your friends, a domineering sweetheart, or possibly a too sensitive retiring relative, good as gold, but fearful.

Those who have crossed the bridge, and taken their steps in the face of the opinions of others, know that their fears were jokes. Today they tell us that all their relatives and friends followed and believed them when they took their first steps *alone*, but were ready to condemn them before they actually acted.

Character analysts, musicians, dietitians, lecturers, advertisers, people ready to go into their own business,—all types, all vocations—have told us about the same story—"Why, I found when I went into business for myself there was nothing to fear, but I spent ten years making up my mind."

There is no virtue in doubting our abilities. There is no virtue in letting others decide for us. The only way we can cross the bridge successfully is to decide alone, and firmly. All others are really waiting for us to do is to decide. Then watch them follow. They are unconsciously looking for leaders.

The public speaking course, the amateur dramatic course, are invaluable for those who would actually cross the bridge of doubt into real success. Public speaking is today the most needed study for young and old to develop the positive habit of decision and the leadership faculty of clean, decent self esteem.

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How The Different Types Make Love

As Outlined by Character Reading for the N. E. A. Syndicate

WOULD you like to have your love letters read before a lot of "jolly fraternity boys"? Letters you wrote in sincerity and love?

At one fraternity dinner the writer attended, a prize was given the man whose sweetheart wrote him the "mushiest" letter. The letters were read aloud, with much laughter.

Some of our best looking, "clean cut" young men whose clothes fit them perfectly, do this. They talk sincerity, and "fraternity honor." But this is talk.

Do not turn a sweetheart down because he is not "a good mixer." Learn to know the depth of love as you would know the ins and outs of any other important principle in life.

THE most lasting lover in the world is the bony type of man. He is long in size, long in proposing, long in ceasing to love, and long in life.

We do not call him bony because he is thin, but because his bones are large. They are more prominent in his make-up than muscle, ligaments or fat. He is built on the principle of the square, with long square face, square hands and feet, eyes close together and fairly small, and red skin. His knuckles and wrist bones stand out prominently and refuse to be covered by muscles or ligaments.

Bones represent the strongest, longest lived part of man. An excess of bone in the body makes for firmness, love of principle, scientific mental interests, hard work, strong habits, punctuality, lack of showiness, poor speaking and dramatic ability. Such men if of a physical type do our farming, our mining, or production work with metals and bricks. They love work of a fundamental nature. If they are of a mental type they are smaller in hands and feet, higher in forehead, and less awkward and slow in the walk than the physical type of bony man. When this is the case these bony temperaments still do fundamental work for the world, in building text books, forms of educational, scientific inventive work, and literature.

The lover with square, prominent bones doesn't like flashiness. He loves the established conventional things of life. He doesn't care for dancing, parties, or social life. The man, to his mind is the head of the family, and his family is usually large. He does not talk about his love affairs.

If you are looking for devotion without flashiness, love that does not change with moods, freedom from financial worry in your old age, but hard saving that he demands in youth, from himself and family, look more than once at the lover with prominent bones. If he is a physical worker he gives devotion in stability and hard work. He doesn't consider petting his work in life. If he is very mental and quick, he writes us poetry, and gives us books to read.

Nature plays him a cruel trick, and gives him an affinity for a round faced plump girl who will not study, but prefers to go to parties and theatres. If she is wise she will study, and if he is wise he will unbend a little occasionally. Yes, their misunderstandings are many.

But their children are wonderful, and more harmonious than either the bony father, or the fat, small boned mother.

Nature plays with us for a purpose, in our love making. Let us watch her ways closely. When we are smart enough to study her ways, we will no longer be played with.

How the Muscular Temperament Loves.

A wonderful lover is the man of the muscular or the mental and muscular temperament. Whatever he does, he does with his whole soul, *for the time,* whether it is a fight, a business deal, a piece of salesmanship, or a love affair, consequently he doesn't want to be disturbed to kiss when he is talking about business, nor will he tolerate disturbance of business when kissing.

He loves change and novelty, and *freedom.*

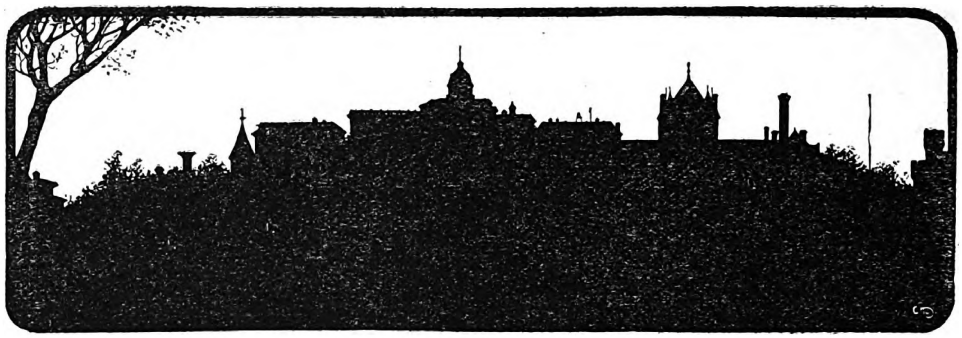


And there is only one way to keep him at home every night, for he loves his home, and that is to allow him perfect freedom to go, and to remain in patience until he cares to return. If he knows he is welcome to return at all times, yet perfectly free to go he makes a splendid lover and husband.

In this tempera-

(Continued from page 25)

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Build for Yourself at Night

IT wouldn't be bad for our greater success, if we all had the experience of being stranded on an island, with no help for a year. We would grow in power by leaps and bounds, because we would have to use a certain brain center, which, sad to say, we are losing, through lives of ease.

This brain center is Constructiveness.

On this brain center depends our bridges, our large buildings, our machines, our inventions, our houses, and even our clothes. It is the building and designing power in us. If we do not use it we eventually become followers. If we use it we can have unlimited wealth and power.

Great planners, organizers, inventors, engineers, great writers, great artists, and great designers as well as great builders of plays are always well endowed with constructiveness, which gives them width between the temples.

The man or woman with large constructiveness does not wait for things to turn up. He makes them turn up. He has power to turn in many directions, and to make his dreams practical. His money is in his power of building, ready to cash in in many ways.

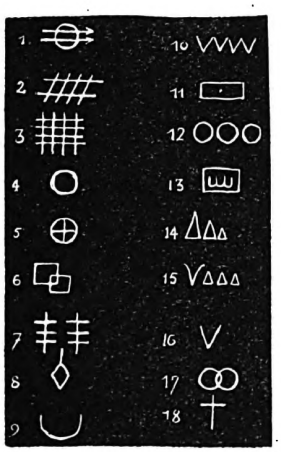
If you wish to begin making money tonight, start exercising constructiveness as you go to sleep.

Build houses, cities, bridges, clothes, machines, or anything you like in your imagination, but BUILD. Copy no one else's house or dress or machine. Build your own. Plan a beautiful city, with all departments in their proper place.

If you do this what happens? You send the blood to the brain center of constructiveness, where it will perform its nourishing work for that faculty. It will work there even during your sleep. If a habit is made of building before going to sleep, it is the first step toward money on a large scale for you.

If we were stranded on an island we would *have* to build shelter. We would have to build tools, and ways of getting food. Modern civilization without exercise of the original and creative faculties is ruinous to this big powerful brain center. Without constructiveness no man could live in cold climates. The negroes who live in hot climates have a poor development of constructiveness, while the Indians living in cold climates where they are obliged to make ingenious devices for catching fish, killing game, etc., are more highly developed in this quality. Art, music composition, invention, mechanics, and in fact, all practical fields of activity are based on constructiveness for their success.

We cannot build constructiveness eating cake and white bread. The calcium foods act on this brain center, while carbon foods destroy it.



TRAMP SIGNS

1, "grouchy"; 2, a crime has just been committed; 3, look out for jail; 4, "nothing doing;" 5, give out feed here; 6, easily frightened; 7, policeman lives here; 8, defend yourself; 9, you may sleep here; 10, dog 11, man is brutal here; 12, give money here; 13, brutal people and dog; 14, the woman is alone with a servant; 15, "easy marks;" 16, they give to all people; 17, be insistent; 18, be religious.

How "Weary Willie" Reads Our Character

By H. STROBRIDGE McCAULEY

WHY is it that some men can walk along the streets and never be approached by tramps?

Why is it that other men are always reaching down into their pockets for quarters when hungry ones approach them?

Weary Willie himself tells us how he knows when to approach people, and when not to.

He says "I never ask for money from wide headed men. Now that I think of it, those men, I leave alone. I never knew why. I just felt they wouldn't come across."

"Do you ask for money from gloomy looking men?" we asked him.

"Yes. I get it more from them than from happy looking people."

"How do you read a really generous man?" we asked Weary Willie.

"Well, I can tell a man who's generous when he gives me money when he's all alone. I never

(Continued on page 32)

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Your Fingers Tell Your Thoughts

By
RAFAEL SANTORIS



This remarkable article by such an authority will hold you, cause you to pinch your own hands, and to be careful in the future possibly, whose hands you hold.

HANDS up! Analyze your own fingers. Through the contour of the fingers we may learn just how much you use your mind. If the contour is regular, that is, the fingers free from knots thereby presenting a smooth appearance, it indicates that you cannot concentrate your attention. You like to study whatever happens to interest or appeal to you. It is difficult to hold your mind to one thing until you know all about it. You must find some kind of work where there is constant variety of mental interest. In the case of our short straight-fingered brother, you must hunt work where there is constant physical change. The rule holds good with either long or short fingers, the only difference being that long smooth fingers require change of mental interest, while short, smooth fingers demand physical changes of interest.

Regular contour indicates that you should be in work where long sustained interest is not a requisite.

Those of you with an irregular contour to each finger are able to concentrate your mind on details. You long-fingered people do much detailed mind work. You do not like change any too well. You like to get established, then follow a routine system with much regularity. If you short-fingered people are doing stenographic, secretarial, or any other kind of detailed mind work, it is making a great deal of your unhappiness. Find some detailed physical work such as machinist, watchmaker, or any kind of work requiring a mind concentrated on small details of construction.

No doubt, quite a few are wondering why their irregularities are formed by the parts of certain phalanges falling in. Others why some parts of phalanges cause the contour to appear irregular. Right here I want to caution some of you smooth-fingered people to look again for many of you will find that your contour isn't nearly so regular as you first thought. This is important, so observe each finger closely. Where the finger is sunken in, it shows a lack of something. A bulge in any part of a finger shows the presence and development of some special quality. This is the method always used to indicate the presence of a quality or the lack of some special quality.

Each phalange of each finger represents certain qualities. Thus the first phalange of the first finger has these qualities in the following order: Finger tip, detail; Right side, perception; Left side, senses.

If the finger tip is very full and well rounded, the owner can be sure that he has great capacity for details.

Those of you who have a little pad-like tip on the first finger can start your list of qualities by marking down great capacity for detail. Likewise those of you who find it sunken in may know that you lack capacity for detail. There are no mediums in this faculty.

Now observe carefully the outside of the first phalange of the first or index finger. Those who find it slightly bulging may know they have the faculty of perception. In case it is full but not bulging it indicates perception but not to a great degree. Those without perception have a depression which means they have little idea of proportion and do not observe what their eyes see while their brothers do.

The left side in the same way shows just how acute your sense of touch is. Observe a blind person's left side of the first phalange.

Taking the second phalange, the outside indicates just how you learn—quickly or slowly—while the left side of this phalange reveals just how good or bad your memory is, according to its appearance.

The third phalange of the first finger gives us an index to our development as a whole along intellectual lines. Thus if the left side bulges slightly it indicates much wisdom in the person's mind while if the bulge be on the right side, it shows the desire to read, study and learn knowledge. If both be developed, you are active in the pursuit

(Continued on page 29)

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Only one out of eleven educated men know how to cooperate. Learn how to recognize by numbers the man who makes a good partner.

Has He a 2 in His Name?

HAPPY is the partner, the wife, the husband who is fortunate to have a companion with a 2 in his name. Numerology tells us accurately of those with whom we can cooperate, and those who are unable to go into a partnership successfully.

A man or woman with an inner soul quality of 2, or a birth path lesson of 2 will make money for you as well as for himself, by cooperating. 2 people are splendid gatherers of facts, data, statistics, and their work is done conscientiously. They are usually sensitive people, and have respect for the refinement of things. As husbands or wives they are extremely protective and loyal. Many beginners in numerology are prone to regard the 2 people as negative.

The following poem shows the mighty power of the 2 vibration, which represents cooperation, tact, and accomplishment.

It is written by George William Taite of the LaSalle Extension University, who has proved that tact, courtesy, and diplomacy are sciences and can accomplish as much as electricity, in their own way.

The Unit vs. Unity.

If you pick up a stick, it's not much of a trick
To break it in two as you stand
But if you try more than one, it's not easily done
Unless with an axe in your hand.

Take a hammer and spike, hit it once if you like
With the point on the wood you begin
But many a hard blow, as no doubt you well know
Will be needed to drive fully in.

Foot Ball's a great game, with speed its first name
But on one man the Captain can't lean
No matter the weather, they all play together
For it takes eleven men to the team.

With life it's the same, played just like the game
For as one you can bare hold your own
But with many to aid, your lines may be laid
To make any task easily done.

WHERE TO STUDY CHARACTER ANALYSIS.

Classes in Chemical types, Dr. Elizabeth Young, Chicago.

Classes in Physiognomy, Dr. J. B. Rolle, Auditorium Bldg., Chicago.

Chicago classes in character analysis, covering numerology, physiognomy, phrenology, graphology and chemical types are conducted by Rev. N. V. Simmons Keeler in the Alexandria Hotel, Rush & Ohio Sts., Chicago.

Classes in Chemical types are also held by Alma Thompson Leaverton, 159 N. State St., Chicago.

Classes in cheirology—scientific analysis of the hand are conducted by Thelma V. G. Kane, Alexandria Hotel, Chicago.

Classes in development of psychic faculties are held by Ellene Yona Kerl, 43 E. Walton Place, Chicago, and also by Dr. Robert S. Ray, 2340 Lincoln Ave., Chicago.

Those who wish to study all branches of Character Analysis in New York are referred to Dr. Louis Arthur Yurman, 251 West 71st St.

We stand in back of these teachers, and we know their integrity. Out of town students will be given free of charge, information about schools teaching the chemical types, etc., not listed here. It is important to know reputable schools.

INTERESTING NEWS IN THE FIELD.

Frederick Purdy, engineer and vocational consultant, has been secured by Your Right Work Magazine, Tribune Tower, as its editor in chief. He knows jobs and their applicants at first hand.

Mrs. N. V. Simmons Keeler and Dr. Keeler are heading the Vocational Advisor's League. Analysts will find interesting new developments in this big subject by writing for information and membership in this league which will soon assume national prominence. Write to the Secretary, Vocational League, Alexandria Hotel, Chicago.

These two pioneers in the Character Reading field have just completed the First National Convention on Character Analysis, held at the Morrison Hotel, Chicago. Those analysts interested in having the convention in their town next year should write to Mrs. Keeler for data.

Eekley G. Gossett. 1923 Guarantee Title Building, Cleveland, is the head of a most interesting new school on character analysis called The American Institute of Pythagorism.

Out on the coast Ruby Remont still remains the supreme graphologist. She can be reached through box 268, in San Francisco.

Princeton, Illinois, has its own shool in numerology headed by Cora Elizabeth Phillips, 620 South First St.

The Psycho Physical Science Institute of Stamford, Conn., and the Auto Science Institute, 1037 Polk St., San Francisco, Calif., are of particular interest to those who wish to lecture on psychology.

John B. Maxwell the great dietitian of London and Chicago gives priceless talks every Tuesday night at 365 W. Madison St., Chicago. They are open to the public.

Analysts are requested to send us announcements of their classes and lecturers. This column is free to those who take the trouble to tell us of their classes.

CONTEST.

Mr. H. Tice will receive a check when he lets us know his address, for winning a prize for the best letter written about women smoking—a contest which ran in the last issue.

Tom C. Igo, known to the Industrial world as "Golden Rule" Igo, having delivered his appealing lectures, "The Magic Ladder of Success" and "Men Who Are Making America" from coast to coast, has joined the staff of "Your Right Work" Magazine, as field lecturer. Other platform workers who have themes covering the subject of vocational placement should write Arthur Wm. Scott, Tribune Tower, Field Lecturer in charge. Students in Vocational Analysis who are interested in getting their work before the public should get in touch with "Your Right Work" Magazine for details covering its lecture program.

David V. Bush, the character analyst who gave Chicago such good times with his lectures on this subject in the Fine Arts Theatre, now does his greatest amount of teaching through his fine new book, "How to Read People at Sight."

Dietitians who wish to teach from the platform or in private can find no better school in the whole world than the Brinkler School of Eating, 131 West 72nd St., New York.

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Notice the splendid cerebellum of Chaliapin, the famous musician. He would not be the great force he is without vitality to put through the beautiful ideas of his brain.

A True Story About Power

Your cerebellum can make you great if you will meet it fairly and squarely

There is a heart-shaped dynamo in the central back of our heads on a level with the bottom of the ears.

We can use this dynamo to kindle ambition in thousands, or to bring us millions of dollars, or we can use it to make thousands of people unhappy as well as ourselves.

This is a true story of sex.

This heart-shaped cerebellum, or dynamo, gives prominence to the upper back of the neck, at the base of the brain. It is the center of our CREATIVE POWER. We can create great ideas and plans with this dynamo, or we can create broken homes, too many children, sensuality, lust and disgrace.

Just as the great force of electricity harnessed is a power for good, and unharnessed it is a destroyer of life, so is the cerebellum of men and women a power for good or evil.

Our cerebellum has three principal duties. It is the center of physical magnetism. It renews cell life, and gives us vitality. It is the storehouse of our creative power and personality. If we waste our creative power in promiscuous living, and excesses, we throw away the ideas—the brain children we might have if we conserve it. If we throw away our sex vitality we throw away brain vitality, and the money which such vitality brings.

Great big intellects and little weak backnecks do not produce because the dynamo or storehouse of vitality is weak. No matter how large the brain, if there is no battery or dynamo the man or woman is a dreamer. He has no self-starter—no power plant. He is a chassis minus a motor.

Many old phrenologists used to consider the cerebellum as a mere storehouse for amativeness and promiscuous love making, when it was large. We know today that it is the center for putting creative ideas into practical use, and that when the intellect is of a high order a man with a large cerebellum can be a greater spiritual leader than a man with a big brain and a small back neck.

"He thinks in the back of his neck," we often hear it said, in speaking of a fat man who does not use his intellect. This happens when the cerebellum is large and the intellect too small, or when the cerebellum is large and the body is nourished mainly by carbon, without firmness, drive, or will power. But fortunate and wealthy is the man with the large cerebellum, and a good amount of calcium in his make-up, or some other chemical element which produces intellectual activity. A large cerebellum without will power is a mark of selfishness and danger, but it is not the only danger in regard to the cerebellum. A small cerebellum and weak vitality are just as dangerous to morality and cleanliness as too large a cerebellum. There are more perversions among those people who are thin-necked and undernourished in this vital section than in those who are well nourished. The thin back necked person is more often the dope fiend, the sexual degenerate than the fat man with the huge back neck, because he lacks vitality, and is constantly searching for it in stimulants. Stimulants weaken the vital centers, and he begins his road to downfall.

The cerebellum not well nourished should have certain foods. The oxygen, iron, sodium, calcium, chlorin, and potassium foods nourish the cerebellum. Deep breathing, a heavy iron diet, and certain combinations of food will feed this personality center to build the frail mental dreamer into a power.

Personality, sex attraction, creative ideas, force, and success are only other names for a well-nourished cerebellum guided by the intellect.

A powerful food for the cerebellum is given below. It is so simple, so magical, and so quick in its action that one can hardly realize, unless he is a student of chemistry, what has taken place in him to give him new vitality. It excells any gland operation known for rebuilding vitality. Most readers will be skeptical. Most of us search for far away cures, while we have acres of diamonds in our own back yards. This is only one of the famous cocktail recipes in the Cocktail Library.

Distilled water, 1 gallon

Whole oats, ½ gallon.—(Keep on ice.)

These oats should be procured at a feed store, in order to obtain the whole oat with its precious silicon covering. Distilled water extracts the properties of the oat, after it has been soaked all day. At night a wine glass full should be taken. This should be kept up for several weeks, though the average nervous type begins to feel added vitality immediately.

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THE BEST BOOKS OF THE DAY ON HUMAN NATURE STUDY

Our Library offers free vocational advice with orders of $10.00 or more, if proper photos, handwriting specimens, and birthdates are sent. In addition to the books listed below we recommend the Encyclopedia of Face and Form by Stanton, and How to Read People at Sight, by Bush. When our library is fortunate enough to obtain these books we can fill the orders. Money orders insure prompt filling of orders.

IF IT IS MONEY YOU WANT

Then you need to study the book listed below

Financial Success Through Creative Thought, by Wallace D. Wattles $1.60

You will conquer poverty forever if you once read this book. This book alone is responsible for some of the most successful big financial ventures of today. Its author little knew the force he set in motion by its writing. Absolutely new. Absolutely different! It will shock you and surprise you—turn your ideas all around. What you used to think was "respectable poverty" you will whistle at with astonishment. No matter where you are, no matter how poor you are, you can start today—right now—actually becoming rich. There is nothing to compare with it—nothing like it, and it cannot be imitated. We did not write it ourselves, yet we proclaim from the housetops the work of this great message bearer, as being the most important book of the day to a world which needs financial aid. Whether you are washing dishes in Little Creek, or trying to sell Packards in New York, this is your book if you want more money. Send it back to us if you do not want it. You will need to keep it under lock and key. We do ours!

Characterology, by L. Hamilton McCormick.....$5.00

Mr. McCormick has spared no money in gathering the greatest collection of photographs from all over the world on the subject of character reading. This book is approximately the size of the large dictionary in height and width. It is printed on the most beautiful enamel paper obtainable, and is invaluable to the man who seeks to put each man in his place in the business world. It is the newest book published on this great subject, and Mr. McCormick is not afraid to go on different roads than other authorities to sleuth down the character of men and women.

Phrenology, by Spurzheim.....$4.00

Who has not heard and read of the great Spurzheim, and how he popularized and made practical the "high brow" literature of Gall, the father of phrenology? This superb book, with its 459 pages, should be in the library of everyone who consecrates his life to that great cause, character analysis and vocational guidance.

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There is no virtue in timidity. True spirituality must be confident, and not self condemning, and worm-like. We are not really truthful unless we are ready to stand up for a truth—to be confident for it. With this single course in the development of self confidence, the reader may tune in successfully to salesmanship, lecture work, management, and success in other fields. Remember, the world is too overcrowded with the timid.

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It takes a master mind to simplify scientific things, so that they are disguised to us as easy things of the kindergarten. We consider this book by Mr. French incomparable. His chapters and illustrations on commercial types, criminal types, scientific types, literary, artistic types, and his charming treatment of love and marriage, and how harmonies reveal themselves in writing, stand in a class by themselves. A large book.

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Translated from the German. Here is an author totally "unafraid." He offends, it is true, our old notions, but how he proves his statements! If a woman, you might not like to be his wife or friend, but his words will set your mind to battling—your logic to expression, and your knowledge of character will be enriched and deepened. Sadder, but wiser, after the reading, the idealist will nevertheless refuse to part with the book.

The Laws of Scientific Hand Reading, by Wm. G. Benham.....$5.00

Mr. Benham's book is a wonder. By studying thousands of hands and tracing the careers of their owners—the famous and obscure, the successful and the unfortunate, the virtuous and the base—he has multiplied the proofs and then unerringly formulated the exact laws of nature as written on human palms. The beauty, fulness, and knowledge of this book with its 800 illustrations from life, make it the final and best authority on what should now become a popular and fascinating science. Large size.

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The Study of Palmistry, by Comte C. De St. Germain.....$4.00

The last word on hand analysis. Never in the history of publishing has such a value in illustrations and pages been given to the world. There are 1,254 illustrations. This course is for the teacher and the advanced student. Do not send for this book unless you are in earnest. Its 400 pages are a complete library on this subject, and you are buying the books of the world on the hand, when you buy this single one. Large size.

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This book does the surprising thing of covering in its 344 pages the chronological tables of years from 1840 to 1907, as well as the fundamental principles of astrology, signs of the zodiac, twelve types, influence of the planets, the cusps, the trinities.

The Encyclopedia of Numerology, by Ariel Y. Taylor.....$5.00

Character Reading's own complete and exhaustive course on the incomparable science of numerology. This course, written by one of the editorial staff, is the missing link in vocational analysis. Never does this magazine place a person in his final vocation without reference to this course in each individual case.

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(Continued from page 4)

Garrulous folk, unfortunately, since one must listen to their voices so much of the time, seldom are blessed with pleasant sounding voices. On the contrary, theirs is usually the thin, jarring, piercing variety of voice. We have all noted the shrill, sharp voice of the habitual shrew; the dry, crackling tones of the confirmed miser; the snarling vocal rasp of the consummate cynic, and the deep, guttural growl of the ignorant and vicious.

Every type of mortal has its own peculiar corresponding type of voice. Hence, if we will, we may learn more about the nature of those with whom the vicissitudes of life bring us into contact by listening to their voices than by paying closer attention to their words.

As intimated, ignorance and illiteracy have their immutable effect upon the human voice, just as directly and unvaryingly as have education and intelligence theirs. These all change the quality of the inner man, hence that infallible criterion of the inner man, his audible voice, is changed accordingly.

Honest, trustworthy folk have frank, round, full, smooth voices, not too low in pitch, nor yet too high; more likely to be a trifle loud than greatly subdued, due to the heroic courage of the type, but invariably of the most pleasing qualities.

(Continued on page 19)

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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.

Answers to questions for the Psychic Corner of JUNE issue of the Character Reading Magazine.



Miss M. P., Peoria, Ill. I see a change of residence in another state for you in 1927. There will be a change in business, a different line of business than you are now engaged in, and you will be much happier in your new vocation. Your psychic nature enables you to receive impressions regarding larger opportunities that are coming to you. You are very emotional, ambitious but you lack confidence in yourself to launch out. You are a child of nature and very generous. The new venture will come to you through an acquaintance and will be mental work with a great deal of writing connected with it.

L. F., Bloomington, Ill. Don't worry. You will make up. True love seldom runs smoothly especially when two people do not try to understand each other. Be as big and broad as your nature intended you to be. Remember, each individual has been given the right and power and privilege of using their intelligence as they see fit. Your nervous physical condition causes you to be a little too positive and want your own way. You will be married and grace your own home. I do not see you in the business world.

E. S., Cleburne, Tex. Your questions have not been stated very directly. I sense that you are like many in their unfoldment, become anxious and try to venture too far before they are strong enough or sufficiently developed. Take it slow, and be sure you study all the laws and understand the fundamentals of development and psychic suggestion before you attempt to delve into something that you do not understand. I can see that your helpers are not sufficiently organized to impress you with their personality or characteristics which you should have studied and become familiar with, so you would be able to discriminate between your physical senses or an impersonating spirit,—a strange spirit which might come in and try to take control and influence you. One must understand what he is doing, for it is very dangerous and detrimental to delve into unless you have full knowledge of the laws. No, I do not think you are foolish if you know what you are doing.

W. W. M., Winfield, Kans. Get some rest out of your vacation first. Then you will be offered a light position temporarily in an office. Yes, attend school next year and finish your college education or course by all means. You are fitting yourself for a very high position where you will be able to be very humanitarian and successful in life. You are very original and intuitive, energetic and quick to think. You love nature and like to travel and are very generous and rather sentimental.

C. C. O., Putney, Ga. The Unseen Forces tell me that they are unable to space time with our mortal time as yet. I can not answer your question regarding your relative's death. Jesus said: "The Son of Man knoweth not the hour." We are not as great as He, why should we ask to know? Your own health will improve when you learn how and what to eat which will give you proper nourishment. Your stomach needs careful attention and proper diet. Your business ability will increase as your health improves. When the body is not healthy the mind cannot function properly.

A. L. E., Edgerton, Wyo. I can only give you a brief outline of the spirit in this column. Spirit illuminates every molecule and cell of the body. Without spirit animating the infant before its birth, that tiny body would be lifeless and cold in the hour of its deliverance from the Matrix but being imbued with spirit, vitalized by the indestructable Soul possibilities of expansion and growth.

B. W., Sioux City, Ia. Try to adapt yourself to conditions at present. Strive to reach your highest ideals. You seem to have two natures that are opposite and unblending. Fear and doubt rule you at times, but with all of this tendency you are capable of attaining a splendid career. Set a higher valuation on your abilities. You love music and science. You should learn the worth of a dollar. The habit of introspection should be cultivated by you. You are a perpetual source of worry to yourself. Learn to concentrate and build continuity, if you ever expect to have success and happiness.

E. L. P., San Antonio, Tex. Any physical condition is detrimental to a person as well as serious if we will but consider the vitality and energy that is wasted by suffering. I should advise you to consult an osteopath or chiropractic physician. A physical condition even if it is of a minor nature prevents one from having mental poise and activity to the extent that he cannot be at his best in business affairs, and very often hinders his success. You will not remain there in Texas long. I see a change for you.

M. T., Montgomery, W. Va. You will get the desired position in Charleston the last of June or about that time. No, I do not see that you will be married for a year or so yet. Don't be so impulsive, time adjusts all things. When you are ready to receive, then God is ever ready to give us that which we can understand.

E. A., Kalamazoo, Mich. Questions are answered free in this corner providing they are addressed to E. Y. Kerl and sent to the Character Reading Magazine office.

F. C., Niagara Falls, Ont. Opportunities to better one's position do not come every day, and when we are dependent upon our work for our livelihood, we should not always turn opportunities down. It is lovely to live at home, I know, but I see that you will eventually have to live in another city to get employment. Perhaps it would help you gain more confidence in yourself if you went away for awhile. I see that you have been a little eccentric in this matter. Yes, you will have an offer of marriage, but I do not see how soon.

B. E. H., Los Angeles, Calif. You like many others, neglect to build poise, individuality and a strong magnetic personality. Use more diplomacy as well as versatility. You also are in need of knowing how to concentrate. Be determined and endeavor to be all that you want to be and affirm it. Be natural and read all you can upon various subjects so you will be able to converse fluently and study human nature so you will be able to meet the many characters, and be able to say the right thing at the right time. Be big, be broad and liberal in your views.

M. H. B., Roxberg, Boston, Mass. You do not open the door for your own help. Your forces stand ready to give to you but perhaps unconsciously, you shut them out, and they are unable to give you the visions or impressions for your own affairs because you do not place yourself in the same receptive condition that you do to receive for others. Do not lose faith. You have a very highly developed and progressed educated Force. You are going into a larger field to work very soon. You will do a bigger work than you have anticipated. You will be able to carry out your plans and your ambitions and desires will be realized later on. The time was not right before. God speed you on.

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

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HEALTH INFORMATION BUREAU
365 W. Madison St.
Chicago

Voices! How They Betray Us

(Continued from page 17)

Possibly it is even now being done, but, if not yet, surely some day schools of salesmanship will begin teaching this science of the reading of human nature by voice. Not only will the students of salesmanship be taught to read the character of those with whom they have to deal by listening to their voices, but, with equal advantage to themselves, they will be taught the invaluable art of cultivating their own voices to that degree which commands readiest attention and inspires greatest confidence.

Perhaps everyone has observed how utterly impossible it is to hear one's own voice with anything like the same degrees of clearness and distinctness with which one hears the voices of other people. Even the cornet player must first think the tone he wishes to produce upon his instrument before can produce it, and so we can, if we will only think about it with sincerity, go far toward regulating and shaping our voices.

But, however diligently we may labor at voice culture, the fact remains the human voice is only like one's reflection in his mirror: It simply cannot be much more beautiful in quality than the person or ego whom it expresses. Therefore, the moral is: If you would possess a beautiful voice, you must first cultivate a beautiful character.

Who Can Keep Secrets?

(Continued from page 5)

forward and downward plunge as he walks.

The great authority, Joseph Sims, M. D., says "Secretiveness may be known by thin closely compressed lips, hollowed and flexed hands, arched or cat shaped feet, closing of the eyes, etc. The principle of this faculty is to hold on, and its action affects all the flexor muscles of the organization. Flat feet are less secretive than arched feet. Secretiveness in writing is found when the small letters, "a," "o" and "d's" are closed tightly at the top. The writer will be especially secretive when he ties his letter "o" with an additional twist resembling a bag tied with string. In addition to these signs one may look for terminals that turn back toward the left and letters that decrease in size at the end of the word. Back hand writing usually indicates a nature that is quite diplomatic and does not tell all.

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Numerologist

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Your Personality

should be as great in every way as you can possibly make it. To thus develop it is "your first duty to God, to yourself and to the world."

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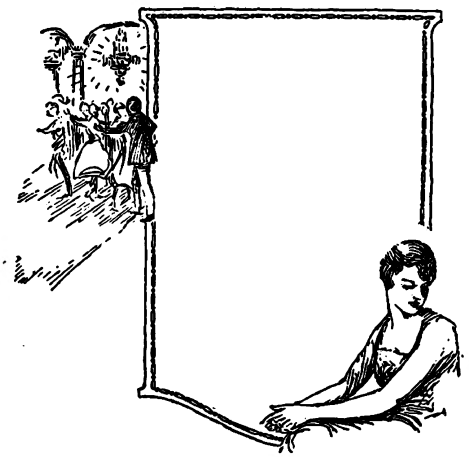
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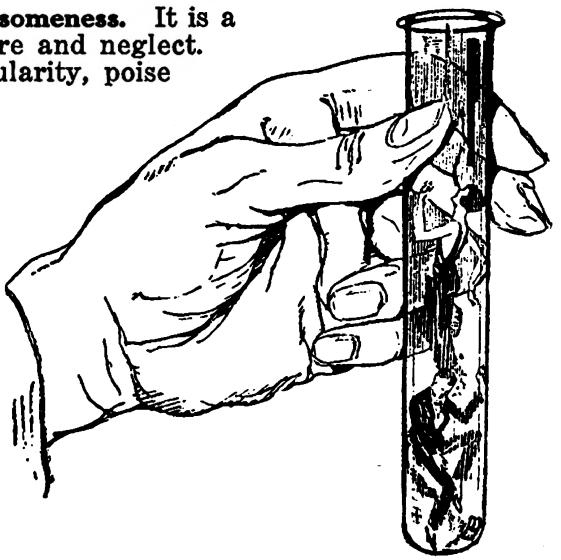


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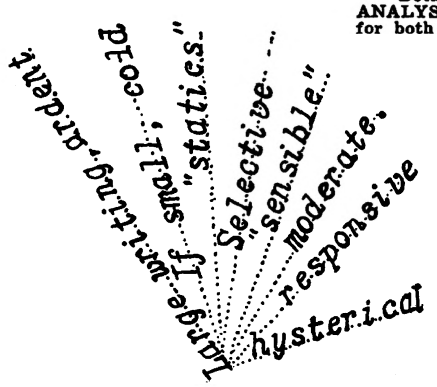
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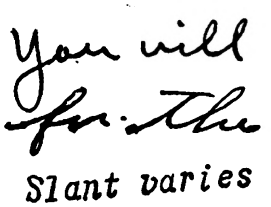
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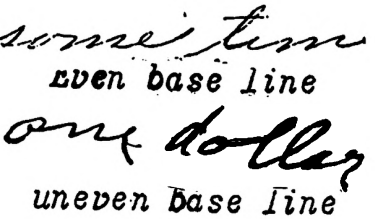
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Brain-Feast



Solvent fruit, such as grapefruit, berries, tomatoes UNDER PROPER CONDITIONS:
(1) Dissolve or disintegrate tumors, goitres, blood clots, gallstones, deposits of lime in joints.
(2) Dissolve mucus, source of colds, catarrh, etc.
(3) Dissolve impurities causing acne, eczema, etc.

No diagnosis required. Write us for particulars of Government Bulletins, describing experiments on convicts, hens, cows, etc. Deficient feeding produced disease, whereas *full nutrition cured*, e. g., paralysis, blindness in hens, rats, etc.; beriberi, skin affections, etc., in men.

From sworn statements:—PARALYSIS. Age 61. Right hand and leg helpless three years, restored in three weeks. ARTHRITIS. All joints swollen from lime deposits. Knees and wrists locked immovable for eight months. Blind for two years. Can now see, walk, do home work. CATARRH, hay fever, and asthma, improved from the first meal. GALLSTONES. Age 80. Cholic every week for years, but not one attack since instruction over four years ago. TUMORS, Age 40. Dissolved within a year. GOITRE. Collar reduced 17 to 15 inches normal size. UTERINE HEMORRHAGE. Age 50. Bedridden three years. Now does housework. ECZEMA. Age 69. Skin cracked, scaling, normal in three months. PYORRHOEA. See Reprint from "Dental Digest." PREGNANCY. Age 30. No nausea, no swollen feet nor constipation, delivery painless. CONSTIPATION. Three healthy eliminations daily. Waterless meals.

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(Continued from page 7)

chlorine, the candle will continue to burn with a reddish flame, and all the carbon will be set free as a dense smoke. A piece of charcoal will not burn in chlorin, since it contains no hydrogen.

Chlorin is a poisonous gas, acting as a powerful irritant to the mucous membrane of the respiratory passages. It is a bleacher, a disinfectant and germicide, as well as a deodorizer."

It is caustic. So also is the chlorin man.

"Fluorin occurs in nature as fluorspar or calcium fluoride. Fluorin, in combination with calcium and sodium, as fluorides, are present in minute quantities in the blood, bones, and teeth of human beings and animals.

"Fluorin has a strong corrosive power, as well as preservative properties. Fluorin combines usually with great violence, with all elements except oxygen nitrogen, and chlorin," says H. C. H. Candy.

Grave diseases arise in the body when we lack chlorin and fluorin in normal amounts.

Not only is the chlorin, especially in sauer kraut juice, a reducer of excess weight, but chlorin in this food as well as other foods, cleanses, digests, overcomes constipation, and gives wiriness and density to tissues. Fluorin is the great protector against diseases such as tuberculosis, social diseases, mumps, erysipelas. It cements bones and teeth together, hence when we suffer from the above named diseases our fluorin supply is low, and not only do we lose teeth, suffer from bone diseases, etc., but we lose years of precious life from not having the protective arm of flourin to preserve, strengthen, and fight infection for us.

But it is the excess of Chlorin which causes the chlorin type. An excess of anything is the only crime. The only sin or suffering which comes to us is having too much or too little of anything.

The chlorin man or woman finds it an uphill road to gain health. As Lot's wife, turning back, became a pillar of stony hardness, the chlorin type acquires the caustic qualities, the dryness, the dullness, of a salt mine. Like Lot's wife also, their interests turn back instead of forward, and we find them hanging on to old manners and customs, whether they have any merit or not. They simply like them because they are old.

The faculty of veneration is very strong in the chlorin type, hence they venerate the ancient—the worn out languages, the old style buildings, etc. Veneration does not mean that this type is honest, for in some ways they are dishonest, and in other ways peculiarly honest.

These people are secretive, but not brilliant, in fact their minds are more often slow than speedy. Because they are secretive we may think at first that there is great wisdom and intelligence

(Continued on page 23)

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After you have read this poem go back and read the 11th and 12th lines again

The Greatest Adventure

By W. Thomas Walsh

I have wandered to the Congo, 'round the Cape to China, too;
I have breasted Ocean's tempests that have smashed the steamer's screw;
I have drifted into harbors reeking with the taint of crime,
Where a white face was an outlaw's and they'd knife you for a dime.
I have glimpsed the dream pagodas on the brows of Thibet's heights,
I have watched the Southern Cross a-gleaming in the fragrant tropic nights.
But my soul the while was restless, and my spirit fret the air,
For I'd failed to track Adventure to the bottom of his lair.

Now I've ceased to scour the Ocean and to wander o'er the globe,
Since I've learned that what I wanted was to search the soul's abode.
I have learned there's more adventure in the by-ways of my town,
In the study of my neighbors—be they yellow, white or brown—
In the eyes that stir to wonder, in the silent mouths that talk,
In the posture of a heedless head, as I walk around the block;
And my soul is ever soaring, and my spirit free as air,
For at last I've tracked Adventure to the bottom of his lair.

It cost the author of this poem several thousand dollars to know that the greatest adventure, after traveling over the world was right in his own town! The Study of People—this is the most thrilling occupation ever known. It never bores. There are never two people the same.

If you are looking for eternal youth and interest in life,

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Silent, Watchful, Industrious

(Continued from page 21)

present, but it is not so. The mind in this type becomes paralyzed or petrified, and unable to go forward.

They work steadily at detail work, from early morning till late at night. They put in long hours, but they cannot do extremely muscular work successfully. They are better detail workers, tending to dry, tedious, unexciting, unsociable tasks without end. They are not associative, and do not get along at all with people unless those people are very negative, or very diplomatic or wily.

They constantly generate acidity in the system by their suspicious thoughts, apprehensions, lack of love, and lack of hope, and these acids in turn generate more thoughts of suspicion, and distrust.

Their ideals in regard to women are repulsive and antique. They are seldom broad minded, for they see things on a small scale as a rule, and will often lose a hundred dollars for the sake of a quarter. Deep philosophers are rare among them. The Chinese philosopher has been thought deep by some, probably because he was not always understood, but what we might call "deep philosophy" of the Chinese is often a negative, anemic, passive chant. The chlorin man lacks real power and bravery. In spite of a disagreeable disposition he is not courageous in war. At these times his surliness changes to whines, for he lacks combativeness, vitality, and sublimity. The so called "stoicism" is more of a petrified brain than a courageous control which comes through combativeness. His seeming self possession in ordinary life is not poise. It is lack of spark, pep, response, friendship and enthusiasm.

The chlorin man always pays his bills if *he says* he will do so. He believes, honors, and worships his *word*. If he says he will watch your automobile when you are gone, he will do so. If he gives you a check for your laundry you will get all your laundry back. In employing a chlorin type he must be made to give his word for doing every duty expected of him. Otherwise he will not do it. In buying of him, get him to promise what he will give, and he will do it. If he does not give his word, expect nothing, or expect to be cheated, secretively, in small ways, ranging to large ways. His so called friendship for you means little; it is his *word* that he loves—his home—his hard work—his perfection in detail. His home is dear to him—rather, his house, for his wife and children are not particularly close in the affections, unless they represent some ancient title—some principle which to *his* mind is good. If he thinks of love he confuses it with sensuality.

His best talents are art work, history writing, study and teaching of languages, chemistry, cooking, tailoring, vegetable raising, civil service work, accounting, running curiosity shops, smoking dens, writing fiction, detective work, laundry work, geology, drugs, and china manufacture.

His sarcastic cold, unsociable disposition gives him little sales ability, but he usually minds his own business. He seldom argues with people. He has his own philosophic ideas and keeps them to himself, though he may insinuate wierd, prophetic views by his manners. If he kills he does so through his excessively fearful and suspicious disposition. The high types are students and scientists, but the relaxation of the lower types consists mostly of eating, drinking, dancing or smoking. When artistic types, they are very beautifully gowned, but the average run of chlorin people desire mainly to be covered, clothing themselves in plain and unattractive style.

They need a special diet, which few of them would follow. They assimilate so little at a time that if they eat too much they do not assimilate it at all, and many of them are starving in the midst of plenty. They chloroform their progress, their health, and happiness.

Most of us in this country need more of the chlorin foods, organized for the body. Aching joints, weak muscular structure, constipation, pyorrhoea, auto intoxication, weak voice, nervousness, irritability, starvation, and many other smyptoms call for more organic chlorin in our food.

Look Them in the Eyes

(Continued from page 6)

speaking, wide open eyes can tell the most beautiful lies with the eyes wide open. She lacks physical and mental strength to tell the truth. Her neck is thin in back, her cheeks slender, while her forehead is large. Her fingers bend back over the hand with great flexibility, indicating a lack of strength and firmness. Such a weak, though vivacious girl has trained herself to lie open eyed, and innocently, because she lacks strength to face truths. She does not mean to harm anyone necessarily.

The girl or artist who is very sensitive to color has an arched eyebrow over the center of the eye.

Intuition and strong "hunches" are always possessed by the woman or man whose eyebrows curve markedly.

The man with strong combativeness —who forces his way in business—who demands the best of himself and others in work, has very open, and direct eyes, and often there is a stern look in them. When he walks his eyes look straight forward.

The destructive, constantly fighting individual, suspicious in all his thoughts, ready to get even at all times, has a half closed eye, with a fullness at the outer angle of the eye.

The individual who forms strong habits, doing the same thing every day in the same way, has a slow eye, but

(Continued on page 25)

Your Autograph

vibrates with your temperamental impulse, also your winning and losing qualities. Personal sketch from the handwriting, one dollar. My illustrated text book, boards, 50c; leather, gift edition, one dollar. Entertaining Lectures. Instructive Courses.

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Catarrh, Etc.

Your blood, containing fruit acid, is the only substance that can dissolve any mucus or "paste" in your system.

Mucus-Making Foods

In its passage through the body mucus is secreted in various organs, causing disease. The effects or symptoms are then named variously according to location, but the source of the trouble is the same—fermentation, chiefly from butter, cheese, cream, fat, oil, salt, etc., when used beyond your capacity, or in wrong combinations.

100 Names for 1 Disease

Mucus causes catarrh of the eyes (conjunctivitis), of the nose (rhinitis), of the ears (otitis, deafness), of the bronchial tubes (bronchitis, asthma), of the lungs (tuberculosis), of the stomach (gastritis), of the appendix (appendicitis), of the bowels (colitis), etc.

Correct Eating Cures



Pure juice from grapefruits; without sugar, and pure tomato juice, berries, etc., when used as freely as water and combined with adequate quantities of the brain-and-nerve nourishing foods with stimulative and laxative vegetables, can prepare your blood for dissolving mucus.

Fresh fruit acids clean a stomach that is suffering from mucus or acidity. Hyperacidity, racidosis, is produced by mucus from *fermenting* foods, just as vinegar is made from *fermenting* sugar, syrups and fruits. But fresh fruit acid *when correctly combined* is always beneficial.

Objectionable features of catarrh are expectoration; "hawking," "running nose." In a singer or speaker, a career, a life work, is ruined by a little flocculent matter on the vocal cords producing hoarseness, forfeited engagements, missed opportunities, etc. Deafness hinders advancement in business. Noises in the head make the sufferer irritable, and irrational.

Tubercular Catarrh

A deposit of mucus in the lungs is often suppressed by medicine made from coal tar derivatives. The cough is sometimes quieted, but the mucus remains to form the seat of tuberculosis.

Why Envy the Live-Wire?

Mucus when present in large quantities prevents the nerves from assimilating their due nutriment. It is a cause of undue fatigue.

Stop using mucus-making foods and learn to take brain-and-nerve foods, etc. Build yourself into a go-getter, a live-wire, an untiring person, internally clean, who turns work into pleasure.

One pupil wrote: "No mucus; voice stronger, head clear as a bell, gained 20 pounds, and now earn four times as much."

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If you lack Phosphorus, Iron, Iodine, Silicon, etc., you seek a corner all by yourself. Your backbone is hungry. By improper diet you have robbed it of the chemical elements in foods which give the backbone and nervous system its own particular food. You are "all in," grouchy, nervous, uncertain, and fearful.



Fat is no indication of health. Backbone, poise, and endurance are a matter of chemistry—not size or fat.

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

SEND FOR YOUR LISTS TODAY

Carbon Foods

Excess carbon destroys mental alertness, memory and ambition. Also will. Increases weight.
Enclose 25c for list of carbon foods.

Oxygen Foods

Oxygen makes for activity, health, success.
Enclose 25c for list of oxygen foods.

Nitrogen Foods

Nitrogen gives poise, cool skin, heavy solid flesh, dark pigments to skin and hair and eyes.
Enclose 25c for list of nitrogen foods.

Hydrogen Foods

Hydrogen the vehicle of the blood. Too much causes watery flesh, clumsiness, eczema, sterility.
Enclose 25c for list of hydrogen foods.

Potassium Foods

Potassium heals, balances, gives activity, good looks and versatility.
Enclose 25c for list of potassium foods.

Sodium Foods

Sodium is nature's cleanser, alkalinizer. Gives grace, energy and health.
Send 25c for list of sodium foods.

Calcium Foods

Calcium builds bones and teeth. Gives firmness and will, steady work and science, as well as good blood supply.
Send 25c for list of calcium foods.

Fluorin Foods

Fluorin is the great protector of the body against certain dread diseases. Gives genius to the brain.
Enclose 25c for list of fluorin foods.

Silicon Foods

Silicon is the optimistic chemical. Keeps nails and teeth polished, the body lithe and graceful, and prevents tuberculosis.
Enclose 25c for list of silicon foods.

Iodine Foods

Iodine protects the brain from body toxins. Leave out iodine from your diet and you are not normal mentally or physically.
Enclose 25c for this vital list of iodine foods.

Manganese Foods

The hysterical, neurotic patient is not a fraud. She is starved of manganese, the element which coordinates our thoughts.
Enclose 25c for list of manganese foods.

Phosphorus Foods

Phosphorus nourishes brain and nerves. When we are doing mental work we exhaust our phosphorus supply, and fatigue, nervous breakdowns follow.
Enclose 25c for list of phosphorus foods.

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.
Enclose 25c for list of sulphur foods.

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.
Enclose 25c for list.

Magnesium Foods

Magnesium cools and alkalinizes the nervous system, and promotes sleep at night and life in the day time.
Enclose 25c for list of magnesium foods.

Chlorin Foods

Chlorin is the cleanser of the body, expelling waste material.
Enclose 25c for list of chlorin foods.

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.

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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.

THE NEWEST, MOST SURPRISING, MOST EFFECTIVE REDUCING COURSE EVER published is now just off the press. You can have it immediately, and if you want our help in telling you which type YOU are, put your picture in the space above. The course consists of the character analyses of all four types—their habits, their likes and dislikes—their appearance—their talents—their ailments. It gives in detail the exact diet for each type.

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HEALTH INFORMATION BUREAU

365 W. Madison St., Chicago

Look Them in the Eyes

(Continued from page 23)

steady. He looks without changing the expression of the eye.

Artists have considerable width between the eyes, as a rule.

People who understand other people, who are good character analysts, possess searching eyes, and have a full central upper forehead.

Very mirthful people, or people having a keen sense of humor, whether they laugh or not, have little oblique lines running out from the corners of their eyes.

The musician and the great music lover never have harsh eyes. If tune rules the life, the eyes are soft.

The very ambitious man or woman, fond of the great in nature as well as in his work in life, has large pupils. This comes from the faculty of Sublimity, which builds ideas in big "doses." Such a person is apt to exaggerate, not because he wants to lie, but because he sees things so big himself he wants others to see them that way also.

The sensitive person, the psychic or medium of genuine ability has elevated eyebrows, eyes which look into the distance. They are moist eyes. The faculty of Spirituality, or Psychic Intuition gives this expression to the eyes.

While the eyes reflect states of mind in their shape and expression, their color also means a great deal, though the other faculties of the person should be taken into consideration before making broad assertions that eyes of a certain color are deceitful, while others are honest. All colors of eyes are capable of deception if the other faculties of the person are also indicative of dishonesty.

It is generally thought, however, that gray eyes are the eyes of worldly intelligence, an ambition for learning and education, as well as refinement. Hazel eyes are sensitive eyes, and have great delicacy of feeling, and desire for love. The blue eye is an intelligent eye, and fond of study, but its blueness does not prevent its deception if the individual is not otherwise honest.—From *Milady Beautiful.*

How the Different Types Make Love

(Continued from page 11)

ment we have the balanced, good looking man. His features, head, and body are harmonious. His skin has a slightly brownish red, out of door look. He loves activity, everything that moves, from pictures to automobiles, and detests dry studies in ancient history. He makes our best salesman, for he can get along with all kinds of people, if he is allowed to use his own ideas, and to keep moving all of the time.

Where bones were prominent, as we found, in the bony temperament—large, and uncovered with muscles or fat, muscles are more prominent than

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There Are Seven Things You Should Know About Yourself

An Exhaustive Analysis Will Reveal Them

An Exhaustive Analysis will save you thousands in securing your right work. It will keep your health in trim so that you can hold your right work. It will show you your natural talents and those which you should develop further. It will show you your subconscious mind which you yourself have seldom, if ever, talked with.

There is no such thing as failure! It seems that there is when we are doing the other man's work—that is all. A man's true work is Heaven on earth. His wrong work is illness, poverty, and discord.

Your diet too, is all 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, and their right food is not your right food. Surely we are as important as the foods and animals our universities analyze and study for their right soil. When *you* find your right soil you will be in Your Right Work, Your Right Happiness, Your Right Financial Condition.

For AN EXHAUSTIVE ANALYSIS WE MUST HAVE THESE THINGS ABOUT YOU. We are not fortune tellers. We want facts, and we want to give *you* facts. Vocations cannot be trifled with.

THE SEVEN DEPARTMENTS OF YOURSELF WHICH NEED ANALYSIS ARE

Your Chemistry
Your Head and Face
Your Name
Your Astrological Influences
Your Handwriting
Your Psychoanalysis as revealed by your dreams
Your Vocational Talents

To write these things about you requires a wide knowledge. Your analysis comes to you bound, and signed by the different authorities who contribute to its seven chapters. It is your life story, and would cost $100.00 if all these analyses had to be made separately. We are assisted in this exhaustive analysis work, consisting of seven large chapters by Edna Purdy Walsh, Arthur William Scott, Nane Ellean Brooks, Frederick Purdy, Consultant to Your Right Work Magazine, and Cooper Walsh, M. D., neurologist.

We want to hear from you at length. Sit down and write us eight to ten pages. Do not leave out your exact name at birth, or your exact year and date of birth. Be sure your dates are correct, and your photographs clear. Photos should be front and side view, and if possible a snap shot of your clothed figure taken out of doors. A sample of hair, thirty lines of handwriting written on *unruled* paper, if possible the hour of birth, and a list of your different names, including nick names, should be given for the numerologist. Give an account of one or more dreams which stand out in your memory of late. Give a brief account of your early life—loves or hates, state of nerves, etc. Then fill out the questions below, for a further guide.

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Name..... Address..... City.....
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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.....

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When we dress in harmony with ourselves, people say we have "personality." And it is PERSONALITY which puts us into PROSPERITY.

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Let me tell you your best colors, and the best lines of dress for you to wear for your success. Send me the details of your complexion, a sample of your hair, and a snapshot taken out of doors, showing your clothed figure.

Enclose $1.00 for this important analysis, giving exact name at birth, and exact birthdate.

CECILE E. MAREK
Color Psychologist
818 Sunnyside Ave., Chicago

(Continued from page 25)

bones or fat in the muscular temperament. The wrist bones are covered, the texture of the hand is firm and muscular, and the step is elastic. Like muscles themselves, the nature of the muscular man is versatile, adaptable, quick to learn, sometimes quick to anger, but without grudges held afterward.

He loves the "artistic, progressive" things of life, such as natural but beautiful girls, an open car, tennis racket, a couple of children, a smart show, a vacation in the woods, magazines and newspapers,—but not text books—plenty of action, milk chocolate bars, vegetables, and dancing. He is sometimes too talkative about his love affairs.

The nature of the muscular man is spasmodic. When he loves he loves intensely. When he has cooled down he does not want to be forced to love. When a girl is wise, she will allow him unlimited freedom, for if his heart is in the right place, he will come back when his rapidly revolving muscles rebound with another love impulse.

SOMETHING JUST A LITTLE DIFFERENT



Many people do not believe they can travel to other worlds!

They do not believe that there are eyes which can see, independent of time and space.

There are things about the psychic side of ourselves which we all should know. The clairvoyant is not mysterious. She simply has a better development of the brain faculty of Intuition than others, just as the musician has a better development of the faculty of Tune, than people who do not care for music.

But whether you are a healthy skeptic or not, here is a chance to test, free of charge the ability of an artist who has a high development of the Sixth Sense.

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Remember, this is a test, the test of the sixth sense. Only you will know its accuracy. The psychic's answer is given outside of time and space. She knows nothing of you, and cannot know, except the vibrations which she feels through your envelope when she opens it, alone in her quiet room.

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Name.....Address.....

The brain is of the same quality as the body, and when muscles are in the body, the brain is also muscular, quick, and adaptable. Where it is the nature of bones to be steady and long enduring, it is the nature of muscles to be forceful, quick, but spasmodic.

How the Man of Prominent Ligaments Makes Love.

A brother to the tiger is the man of the ligamentous temperament. He is watchful, often secretive, graceful in dancing and walking, slim, full of energy, wiry, dramatic, jealous, and seldom forgets an injury. He is skillful in games and often in business, electricity, and in salesmanship, though he worries about things which never happen, and becomes thin, with a severe expression to his face.

He lacks flesh, but his bones are not as prominent as in the bony temperament. His eyes are wide apart, with greenish tinge to them. His cheek bones are wide, and he has a slightly greenish pallor to the skin, and hair that is quite unruly, or clings to the head.

Here is a lover who waits and waits, like the tiger, without apparently showing an interest in a girl. Then there is a "sudden spring," a forceful demonstration and a steady, though often gloomy devotion, full of skepticism, moodiness, dry humor, dramatics, and temper. He wants affection at the same time he sends it away.

If such a lover is generous, he is

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Hall Cameron, *Chief Analyst*
"OURSELVES" Magazine
Tribune Tower, Chicago

Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912.

Of Character Reading, published quarterly at Chicago, Ill., for July, 1926.
State of Illinois, County of Cook—ss.

Before me, a Notary Public in and for the state and county aforesaid, personally appeared W. Thomas Walsh, who, having been duly sworn according to law, deposes and says that he is the Editor of the Character Reading, and that the following is, to the best of his knowledge and belief, a true statement of the ownership, management, etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 443, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business manager are:

Publisher, Character Reading Publishers, 10 E. Huron St., Chicago, Ill.
Editor, W. Thomas Walsh, 438 Wrigley Bldg., Chicago, Ill.
Managing Editor, Edna Purdy Walsh, 438 Wrigley Bldg., Chicago, Ill.
Business Manager, Arthur Wm. Scott, 438 Wrigley Bldg., Chicago, Ill.

2. That the owner is: (If the publication is owned by an individual his name and address, or if owned by more than one individual the name and address of each, should be given below; if the publication is owned by a corporation the name of the corporation and the names and addresses of the stockholders owning or holding one per cent or more of the total amount of stock should be given.)

Edna Purdy Walsh, 438 Wrigley Bldg., Chicago, Ill.

3. That the known bondholders, mortgagees, and other security holders, owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are (if there are none, so state). None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other person, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

EDNA PURDY WALSH,
Managing Editor.

Sworn to and subscribed before me this first day of June, 1926.
(Seal.) HARRIET ISBANER.
(My commission expires Jan. 8, 1927.)

very much so, but if stingy, he is very stingy. He does things in the extreme, and changes often from a prize fighter to an evangelist, a lover of whisky to a total abstainer. He is a true friend for a long time, and stands a lot of abuse, but suddenly a slight occurrence will cause him to leave home or friends for many years. Like the cat however, he cares for his own home town, and comes back after a long absence.

If we understand this lover we will let him express himself and wait until it is over before leaving him for life. He *has* a temper which occasionally explodes in a grand crash, but he has astounding self control, and will power as well.

He wants affection, but hesitates to accept it, and even spurns it while wanting it. He cannot bear competition in a love affair, though he loves it in a billiard, golf or card game. He is a hard worker when he works, but a capital loafer when he loafs, a marvelous minister when living his best, and a secretive night prowler when living his worst.

The unsuccessful fiancee will nag him into leaving her when he is moody. The successful fiancee will let him alone, letting him know absolutely that she loves him with an unchanging affection, and he will *always* return. Like the muscular temperament he stays at home when allowed perfect freedom to go and perfect freedom to return. He talks destructively at times but he usually keeps his love affairs to himself.

How the Vital Temperament Makes Love.

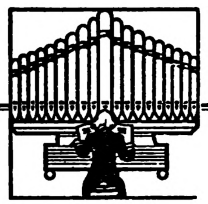
We know the vital temperament by his small bones, round face, short nose, round eyes, curved eyebrows, and general plumpness.

The vital man or woman has radically different ways of making love. The *broad shouldered,* red faced stout temperament, talkative and full of life is charmed with many loves, and loves them all at the same time. Life itself fascinates him, and he cannot close his eyes to all pretty things and look at just one alone. He is generous, impulsive, stormy, babyish and strong, all at once in his loves. If his forehead is high, and his neck large he is kind, affectionate, fond of petting, but if his forehead is low he is selfishly sensual.

Very different is the vital temperament with small shoulders, dark white skin, dark eyes and hair. The weight is taken on at the hips instead of in the chest, making him disinclined to much physical activity. Such a temperament is exclusive but romantic, does not flirt, and is exceedingly fond of reigning supreme in his own home.

Wherever we find the vital temperament with smaller shoulders and larger hips we find him more inclined to stay at home and less inclined to force himself in the world, either in business or in love, than if the shoulders are broad and the hips smaller in comparison.

(Continued on page 32)



What Is Music—
But Vibration?



What Is the Hum
of the Factory—
But Vibration?



What Is the Hurry of
the Business Office—
But Vibration?

What Is Everything
in Life—
It Is Vibration.

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YOUR BIRTHDAY!

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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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(Continued from page 13)

of knowledge and have gained much wisdom.

We are not yet through with this finger. Now carefully observe where it is widest and where it is the narrowest, for here you find whether you have a logical systematic mind. If your finger is widest at the first joint end of the first phalange, you may be sure you reason things out in logical sequence. Should this be the narrowest, you lack logic and system, doing things upon the impulse and seldom having any system to your tasks. If it be widest at the second joint, you have a very good idea of order in everything you do. Where it is the narrowest, you have little idea of what order means and frequently are untidy in personal appearance. You forget where you put your personal belongings and have to hunt for them oftentimes.

Now As to Your Vocation:

First, make a list of your talents. These are your assets. Things you lack are your liabilities. Now carefully ascertain the exact qualities you must have for a certain vocation. Thus a stenographer must have capacity for detail work. She must possess an orderly systematic mind, and last of all she must have a fine sense of touch. Now after you have your lists complete, see in just which ones you are lacking. Assuming that the vocation you selected is one you naturally have a leaning towards and wish to follow, you must now develop the talent or talents you are lacking in. For example, if the stenographer mentioned above desires to be a writer, yet, finds herself lacking in concentration, and imagination, she must develop these dormant faculties.

The second finger has its qualities developed or undeveloped, for bear in mind there is no such a thing in nature as a vacuum. They may be very much undeveloped but they are there just the same in all of us.

The finger tip of this finger when very full shows great idealism and high ideals of all kinds. You dignified people look at the right side of your first phalange and observe how it bulges. This is dignity and reserve. Directly opposite this faculty on the other side is your sense of caution and foresight which follows the same rule. Mechanics all have the second phalange bulging according to the accuracy of your work. For example, a milling machine operator will have a pronounced bulge on the right side. If the left is the highest in development it shows you are a farmer or incline to agricultural pursuits.

Now it may be that you like to actually create new devices, perfect improvements in inventions and do things others have never done before. Just glance closely at the side of the third phalange nearest the first finger and you will observe a marked development of this region.

In order that you may know if you are extravagant, glance at the opposite side of this phalange and judge by how it is developed.

Quick action people, those who have great energy, just glance at the third finger tip and you will note that it is very full and inclined to be shaped like a spatula.

If you are wondering how much talent you have in Art, look carefully at the side of the first phalange nearest the second finger and discover whether or not you have a dent or a fullness rounding off on inside of the extended finger. The first tells you not to waste any time at Art. The second informs you that you have it already developed some and if you find your second finger widest at the second joint, you may conclude that with practice you can unfold this talent.

Very ambitious people, the palmist knows you as soon as he sees your left side of the first phalange of the third finger. You have a very full phalange which generally extends up above the joints, thereby giving it a full appearance. If you are mentally lazy, you have a pronounced dent upon the left side of your second phalange while on the inside the skin will appear withered and drawn like. You let others think for you. If you are active mentally, the left side will be full according to the rule.

People who are slaves to form and custom in their affairs have the outside part of the third phalange of the third finger next to the second finger highly developed. Where it is not developed the person is more or less Bohemian by nature. If the finger when open at the third phalange slightly off to the left side be high and full giving to the finger a ridge-like appearance, we have a traveller. This person must be constantly on the go. He cannot settle down and stay in one place. The call of travel and adventure is the one thing he cannot resist.

Those who are natural born traders and buyers for big department stores have the outside bulge easily discerned on the right of this phalange.

Students, if you are fond of display, your third finger will be widest at the first joint. You ought to make good in any field where you can exercise this faculty, love of display.

If you are to be wealthy through proper manipulation of money itself, your finger will reach its widest point at the second joint.

Those of you who would be students of occultism, glance at the entire first phalange of the little finger. If you notice a bulging out, occultism will benefit you.

To the extreme right side is shown the gift of ease of speech. Orators and elocutionists always have this highly developed.

The natural born instructors, teachers and educators of the world have a very full second phalange. The left side forming a regular curve while the inside of the finger if examined closely shows a well rounded appearance between the first and second joints.

Explorers, adventures, and military men have the left side of the third phalange on this finger well rounded both on the side and on the inside of the open finger. This development frequently makes the finger perfectly round and full looking.

Actors and actresses have the opposite side of this finger very strongly developed. This is the talent of expression and shows just how much actual portrayal of emotion there is in your nature. If you are given to frequent expression of emotion then this side of the little or fourth finger will be filled out while if you are not, there will be a dent there.

The little finger being the widest at the first joint gives us a lover of research work. While if it be the second joint, the person is very lithe, supple and graceful. Natural dancers have this faculty highly developed, which widens the finger at this point.

A natural tactful person has a full finger tip on the little finger. Those who make a business of using tact and courtesy to gain their aims have a very high development making a pad of flesh very often appear.

If you should go into business for yourself, make sure that you have the right side of the second phalange very full and rounding off on the side thus raising the phalanges above the other phalanges.

Now you may wonder just what I mean by highly developed phalanges, so I will ask you to observe the texture of the skin on each of these phalanges. Some of you may find a magnifying

(Continued on page 31)



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Renovates the intestinal tract.
Eradicates poison from the system.
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A Cure

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GENERAL DIRECTIONS.

1. Remember, it's Sauer Kraut Juice and "SMELLS" like Sauer Kraut.
2. Punch holes opposite sides, top or bottom of tin.
3. Never let stand in tin after once opened.
4. Pour out, empty into jar, carafe, bottle or earthen container.
5. Purely vegetable, Cabbage and Salt fermented, proper temperature.
6. Alkali, similar to saliva, not acidulous.
7. Blood purifier for young or old.
8. As a strong laxative, to start treatment—week to 10 days, ½ to a tumblerful, preferably before breakfast.
9. Chronic Cases, or Ailments of long standing, ½ wineglassful, ½ hour before meals and ½ hour before retiring. Quantity can be increased.
10. Recess on treatment, any time you feel so disposed.
11. Ailments that have been accumulating for years cannot be eradicated on short treatment.
12. Persistency will bring relief and a permanent cure.
13. NO MORE POWDERS, PILLS OR MINERAL WATERS. Avoid concoctions.
14. Read "THE STORY OF SAUER KRAUT." It tells you why, the statements made therein are based upon facts ascertained after a thorough RESEARCH and SURVEY of CABBAGE in all its forms.
15. Best results are obtained by starting application as a laxative, (article 8) it prepares the intestinal tract for the regular routine (article 9) regulate quantity according to constitution.
16. DR. CHAS B. McFERRIN, the acknowledged "DIET SPECIALIST," endorses and "Lectures" on "SAUER KRAUT JUICE."

Cabbage is 92 per cent water, salt content in the manufacture of Kraut products negligible, 9.6 Grams to pound of Cabbage

Potent Pyorrhea Poisons Prevented
High Blood Pressure Reduced to Normalcy

Dr. A. P. Sy, Professor of Chemistry, University of Buffalo, is quoted as saying: "I have placed Cabbage at the head of the list of health giving vegetables."

Dr. Royal S. Copeland, Commissioner of Health, New York City, said in a recent article: "Cabbage contains roughage necessary to proper intestinal action; in Cabbage are the vitamines necessary to growth."

Dr. Arnold Lorand of Carlsbad, in his book, **"Health Through Rational Diet,"** The Advantages of Sauer Kraut, says: "It has the further advantage due to its lactic acid of exerting a kind of disinfecting process of the intestines and a stimulating effect upon the appetite."

Dr. William S. Sadler, of the **Chicago Institute of Research and Diagnosis,** said: "Sauer Kraut is a valuable food because of its resemblance to buttermilk, in that its tendency is to prevent the growth of the harmful bacteria in the intestines which are sometimes responsible for auto-intoxication."

Dr. Brokaw, of **St. Louis,** says: "Spinach may be the broom of the stomach, but Sauer Kraut is the vacuum cleaner."

Dr. Edward Ochsner, at the **Augustana Hospital,** Chicago, has given Sauer Kraut and Sauer Kraut Juice some very interesting tests in cases of diabetes.

Dr. Hugo Friedstein, of **Chicago, says:** "I have repeatedly prescribed the Juice of Raw Kraut for derangements of the digestive organs and in cases where the cause of the trouble is uric acid and excess of sugar, with gratifying results."

"COCKTAIL BRAND" SAUER KRAUT JUICE

has a delicious flavor, especially when iced, and thousands of people are today taking it as a corrective and health conditioner in their daily regimen.

AUTHORITIES CONSULTED

In making the "Research and Survey" on Cabbage in all its forms, over

ONE HUNDRED

authorities and works were consulted in conducting the exhaustive research which formed the basis in the manufacture of "Cocktail Brand" Sauer Kraut Juice.

MADE IN A MODERN SANITARY FACTORY

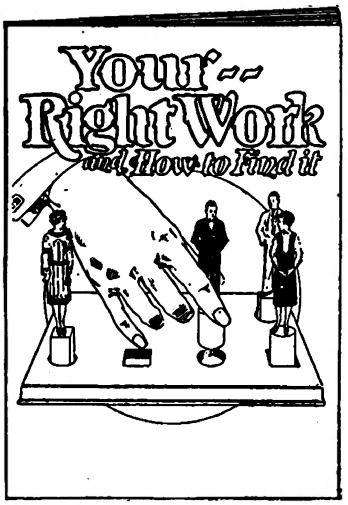
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Jobs for men.
Jobs for women.
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Jobs of all kinds, and how to find them.

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YOUR RIGHT WORK,
Tribune Tower, Chicago.

(Continued from page 29)

glass such as readers use necessary. One that will serve your purpose can be purchased for a small sum. Now note carefully the texture of each phalange. All are different. Some of very course texture others very fine texture. Where these lines are the finest and the fullness is the greatest look here for the key to finding your vocation. This is true always.

For example, if upon examining a person's hand I note that the most highly developed finger as to contour is the third finger, the fullness and texture of the region of expression being the highest in development upon a doer's hand, (see preceding number of magazine), I know they are active in expression. If the region of art talent be next in degree of fullness and development, I know that it is in Art. Next glancing at the finger end and finding them rounded and pointed, I know there is a sense of time and rythm. Last, if the deep lines crossing the joints on the third finger are numerous, I very safe in concluding that such a person must be a musician.

Summing up the main things to remember, we have:

(1) The general contour of the finger indicates ability to concentrate.

(2) The presence of bulges is an indication of faculties not dorment but very active in the person's character.

(Continued on page 32)

Your Handwriting May Surprise You!

FIND OUT WHAT IT MEANS

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DON'T APOLOGIZE!

Don't think that because your writing looks like hen's tracks that there can be nothing worth while in it. Usually the person who is most successful in life writes a very ordinary hand—often a poor one. Find out for yourself what characteristics in your writing indicate that you have constructive habits and a winning personality and learn, too, just what shows that you are holding on to some small habit that is holding you back. The next paragraph tells you—

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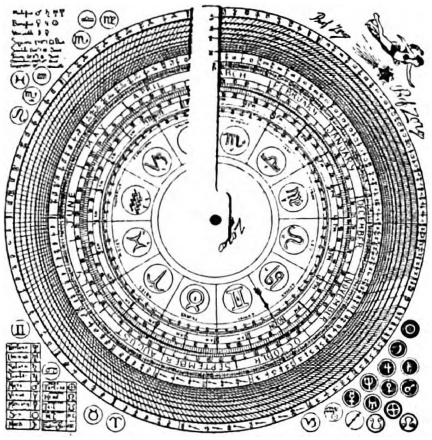
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How an Englishman Reads Women

(Continued from page 9)

helping them in misfortune. Deep passion is absent in her, love is simply preference, hatred merely dislike, and jealousy only injured pride. Her enthusiasm is not sustained, and she is more alive to the poetry than she is to its passion and pathos. Her beliefs and disbeliefs are complete rather than strong. She has no convictions, but she has no misgivings. She does not believe, she adopts, she does not disbelieve, she ignores. She never inquires and never doubts. In large affairs she defers to authority; in small affairs she jumps to conclusions. In the detail of her own little world, whatever is, is wrong; in the larger world outside—whatever is, is right. She instinctively rebels against carrying the conclusions of reason into practice.

At home she shows quite a different character from the one seen in society. With her, marriage is much influenced by ambition, love of change or obedience to well recognized custom, and a desire to be "settled in life," or from a sincere wish to enter a greater sphere of usefulness. If her husband belongs to the impassioned type, he will love children more than she does.

In the domestic circle her least pleasing characteristics are evident. Here she indulges in disconnected, disapproving comment, and none can foresee when there will be a gleam of sunshine through the cloud. The unemotional woman has little or no self analysis. If she is plainly accused of habitual disapproval she is surprised and offended, and intimates . . . that she only desires the general good "but some people do not know what is good for them." She has one way of doing good to her family, and quite another way where society is concerned. The household must always be ready for social inspection. Society must be encouraged and propitiated. Its upper section must be impressed and its lower section kept in order. Home is her winter, society her summer. If the door but opens and a visitor is announced, the transformation is instant.

How the Different Types Make Love

(Continued from page 28)

When weight is taken on the shoulders it means that more oxygen is taken in, and this always makes the individual associative, and gives him a great desire to mix with *all* kinds of people. He loves his family dearly, but when he comes home at night he wants to call up a lot of friends and have them come over, or to go out with them, and his wife or sweetheart misunderstands. And unfortunately this broad shouldered stout vital temperament has a chemical affinity for the thin ligamentous type of man or woman who suffers from jealousy. So naturally there are fireworks in the home when they marry.

The vital temperament loves sentimental songs, comfortable chairs, good food, the theatre, and all kinds of luxury. The small shouldered, large hipped vital people like conventionality in a sweetheart. There is much petting, but not extraordinarily deep affection that cannot be replaced by another, unless the hair is very dark with dark white skin, in which case the nature is slow to love, and slow to stop loving.

The Nervous Temperament.

There is often a great nobility and spirituality about the mental or nervous temperament, temperament with its slimness, its large eyes, over stimulated brain and thin back neck, but if such men and women become too fond of the external refinements, such as atmospheric places, clothes, art, and music which they live for, they develop an artificiality, a ceaseless nervous chatter, and cannot seem to find happiness in love. They will break an engagement if a poem is not appreciated, or if their fiancee does not belong to the social station they thought he did.

As mothers the women are good poets.

Your Fingers Tell Your Thoughts

(Continued from page 31)

(3) The presence of a depression showing that the faculty residing here is undeveloped.

(4) The degree of fineness in capillary lines indicative of the exact state of development of faculties in order that the leading faculty may be found which gives us the key to finding our real vocation.

Study these four rules until you are positive that you know them in their exact meaning, then learn the faculties each phalange possesses. Get these down so you know them by memory. Once you have done these things, you can begin to study your own hand carefully with a clear understanding which shall enable you to quickly find your true place in life.

Weary Willie Reads Our Character

(Continued from page 12)

ask the good looking stylish man for money unless he's with a girl. He's generally a faker anyway, and he wants to show off then; so he comes across."

Weary Willie gave us the "tramp signs" by which he and his companions read us, as they travel across the country, leaving signals for each other.

True generosity has so many phases it is impossible for us to say whether a person is wholly stingy or wholly generous. We find people who would give away money in large amounts to charity, refusing absolutely to be generous with their hands in helping the sick or needy in direct help. They would spend little time with those who need. Others will give to any and all who ask, both their time, and funds, unwisely depleting their own strength, and doubtless harming the needy more than helping them.

One of the most benevolent of philanthropists gave little money to others, but spent his time helping others to help themselves, by telling them of their talents, assisting them in getting work, and influencing others to give.

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People

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BUT THERE IS ONE MAN WHO WILL ALWAYS HAVE MONEY. He rises from ruins like the above, quickly, if they come to him at all. This man is the one who knows PEOPLE, and how to influence them.

We challenge you to find any business, railroad, bank, or building so solid that its safety does not depend on CHARACTER—the character of those **behind** it! When this does not exist, the seemingly solid business vanishes, and your money is GONE.

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It is knowledge that lasts, forever.

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WE HAVE PAID $100.00 for membership in this club, to be under the guidance of three teachers during the year. The first lesson alone was worth the membership. We used as our text book the incomparable encyclopedia of Mary Olmstead Stanton—the first writer on the chemical types in America. In this large and thrilling course of 1300 pages and 380 pictures—the largest work of its kind in the world—we have as our teachers, besides Mary Olmstead Stanton, and those who appear at the club in person, E. E. Montgomery, M. D., Edbert H. Grandin, M. D., Frank Woodbury, A. M., M. D., O. B. Douglas, M. D., John V. Shoemaker, A. M., M. D., A. R. Thomas, A. M., M. D., Egbert Guernsey, A. M., M. D., Edward Brooks, A. M. and Professor H. B. Whittington.

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Secretary, Personality Study Club,
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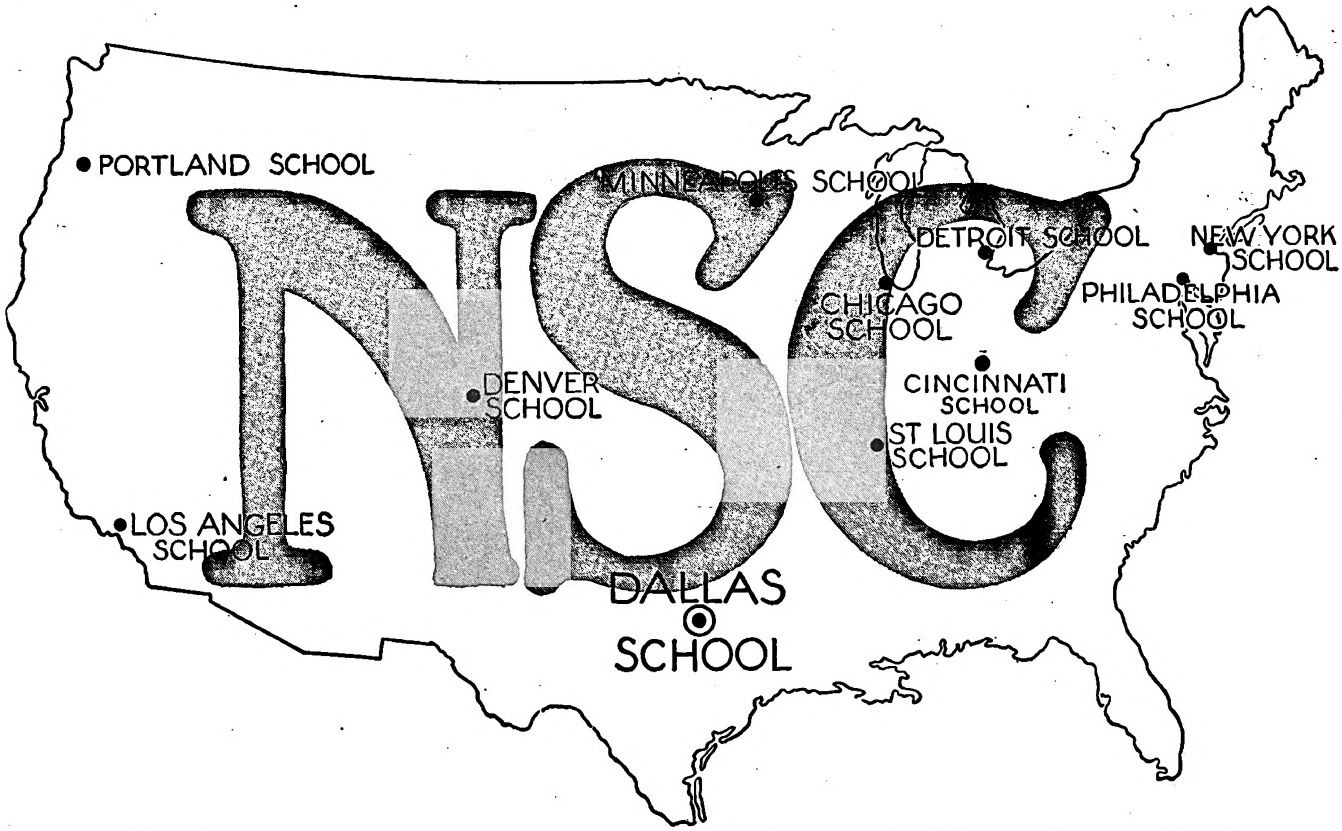
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