Character Reading

By Their Walk You Shall Know Them

Have You the "It" of Character



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THE CHARACTER DETECTIVE

More mysterious than human nature itself!

More fascinating than mystery!

The Mystic Numerologist is the Sherlock Holmes of Character. We have tried it on them all—the seasoned philosophers, the quick, keen lawyers, the astute business geniuses. They are all thrilled and at a loss to explain it.

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"Perfectly marvelous" say the character analysts.

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A machine which reads character is The Mystic Numerologist invented by the vocational engineer and scientist, Frederick Purdy.

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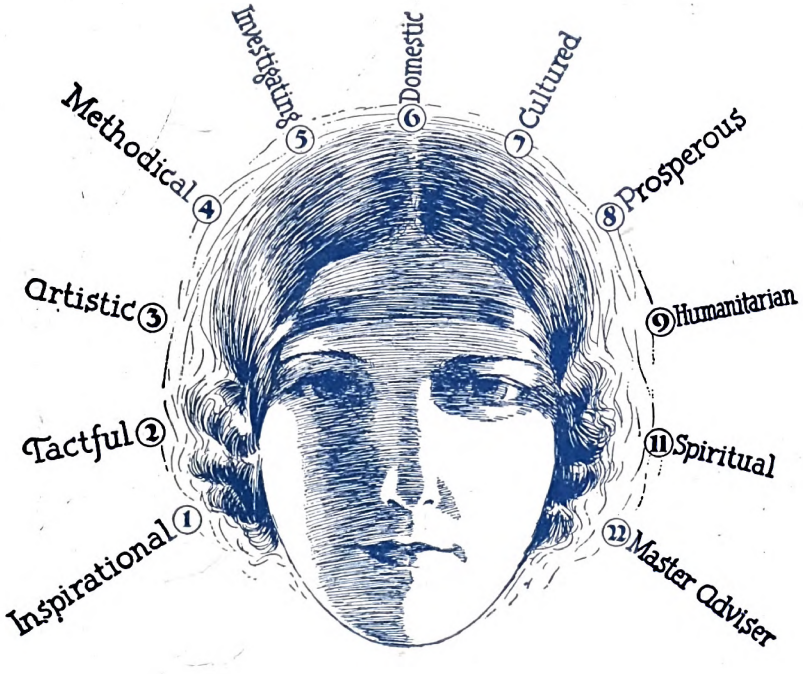


Turn the letters of a person's name around to the left—and the digit, all figured out and added up, instantly appears in the window in the center. The charts which accompany the game explain the meaning. The most entertaining social feature of the year, and the most exact means of finding out a person's true self ever invented.

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To Those Who Are Really Interested in Numerology we will give, during the life of this issue, a very unusual combination, affording a substantial saving.

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YOU!
YOUR BURIED TREASURE!



YOU HAVE IT!
IT WAS PUT THERE FOR YOU AGES AGO!
WHO COVERED IT UP?

Was it your own environment, or was it your heredity? Whoever locked up your buried treasure, Self Confidence, matters not.

This fact remains. It is up to YOU to unlock it. Uncover the great power you have, for it is surely there.

WITH Self Confidence you can do much with little. WITHOUT Self Confidence you can do very little in this world with a great deal of education, money and looks. SELF CONFIDENCE—that is the key which unlocks riches.

Self Confidence—the Personality quality
Self Confidence—the center of true self respect
Self Confidence—the money getter
Self Confidence—the power center
Self Confidence—the Success faculty

MAKE SELF CONFIDENCE A CHUM OF YOURS

A DAILY COMPANION—A FRIEND IN NEED

Self Confidence will Talk to YOU
Self Confidence will Walk beside YOU
Self Confidence will finally BECOME A PART OF YOU

And when Self Confidence has become a PART OF YOU, you will BE THE THING YOU DREAM OF BEING, because Self Confidence is only the name for true success. Financial success comes just as surely as a result of developing Self Confidence as day follows night.

FIND THAT SECRET FRIEND WHO INSPIRES YOU

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Membership is free—Daily Self Confidence Messages $1.00

For one-third of a cent each day of the year, you receive your daily charge of Self Confidence. As you go to work, as you go to accomplish some desired end, Self Confidence will go with you, stand by your side, and help you to succeed.

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Fill out the coupon below, and read carefully.

NANE ELLEAN BROOKS, Secretary,
The Self Confidence Fellowship,
18 E. Elm St., Chicago.

I have read the above material about the Self Confidence Fellowship. I understand its meaning, and I wish to sincerely and earnestly develop true Self Confidence. I will use discrimination in talking about my development. I will study the daily messages in private, which are sent to me by the Fellowship. I am giving three lines of handwriting below, as a guide to whether I need this development or not. It is understood that if I do not need the messages of the Fellowship, the fee for the daily messages will be returned to me.

My name is .....

Address..... City.....

Below are three lines of my own natural handwriting hastily written.

I enclose $1.00 fee for the daily messages of the Self Confidence Fellowship, into which I wish to enroll.

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THAT'S IT

Knowledge of your strong points as well as your weaker ones, is the power which "gets you there" without outside help when the crisis comes and you face opposition. Send one dollar, full baptismal name with month, day and year of your birth and obtain this knowledge.

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Never was there a book for the woman with a soul, like The Harmonics of Evolution, by Florence Huntley.

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The Harmonics of Evolution should be a part of every home where dwells one thought above the transitory, evanescent, sordid things of this life. It opens the portals of the soul to a knowledge of the fact that this life has immeasurable possibilities.

From the bottom of our hearts and minds we recommend this book to every man and every woman who has a spark of love in his soul.

Cloth $3.00
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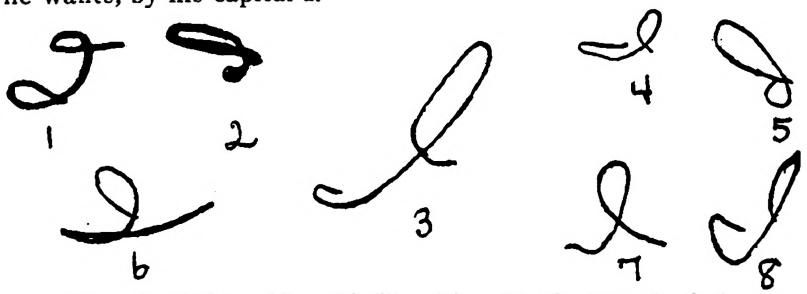
IT'S HARD TO SAY "NO"

If you make a small "f" like this one



What would the capital I's below mean to you?

They are taken from the script of modern lovers. Each one reveals his manner of wooing—his way of going after anything he wants, by his capital I.



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It makes you popular.
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It gives understanding and personal poise and magnetism.

The Graphology Club has selected the very best books on the subject which can be mastered most quickly, as well as those which are exhaustive. You cannot fail to learn from any one of them, this marvelous subject.

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THE GRAPHOLOGY CLUB
715 Illinois Woman's Athletic Club Bldg.
Chicago

She had looked for his coming as warriors came,
With the clash of arms and the bugle's call;
But he came instead with a stealthy tread,
Which she did not hear at all.

—*Love's Coming.*

CHARACTER READING

Know Yourself *Your Work* *Your Friends*

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The Gold Digger's Hand

By Byris Trelawney

THE gold-digger is an intriguing young person—shall we call her the "Exquisite Acquisitor"? She puts out beautiful hands to life and they do not go unfilled. Hers are lovely hands, supple, slender, graciously modeled. The palms are narrow, the fingers long and tapering, the nails naturally long, and worn long and pointed, and the skin white and very soft. So soft, in fact, that her hand seems to melt in your clasp, almost as if it were boneless. Not merely limp, understand, but of a yielding softness which is all velvet flesh with nothing harder beneath. It is a characteristic of these hands that while they are always slender, they are never thin and bony. The mounts and tips of the fingers are distinctly cushioned and the first phalange of the thumb is full, and very supple. Whether the knuckles are developed or not, the fingers appear smooth and graceful. How often we of the square palm and spatulate fingers have envied her the grace and beauty of her hand! But, we have no cause to do so. The shape of her hand betrays her.



This fragile, beautiful hand is fickle and variable. Its owner is alive to all beauty, to color, rhythm, light, harmony, luxury and ease, but she has not the rock bottom sense of honesty and integrity which belongs to the hands of the square palmed people. The desire for luxury is the strongest motive in her life. Her instinct is to get everything for nothing, but she will obtain her desire in any way possible. She is not so much immoral as *unmoral*. She has no vivid picture of the right and wrong of things. Her supple fingers are no more flexible than her nature. She is gracious and affable to meet, and she can charm whom she chooses, but she is inquisitive and fickle. She soon loses interest in those to whom she was most charming, and she will not hesitate to turn her friends to her own advantage.

While she will work extremely hard rather than do without the luxuries which she craves, work is naturally repugnant to her nature. When she is forced to work at something which will not bring her some personal benefit, her distaste is evident.

She is stubborn, sentimental and impulsive and often recklessly generous. Her generosity is a thing of impulse and is not governed by appeal made to her sympathy.

Rarely is a line found clearly defined on the Mount of Saturn, on a hand such as this. The gold-digger flits from one religion to another—attracted usually by pomp and ceremony and the unusual. Seldom, if ever, does she have one sure faith which governs all her actions and is indicated on her hand.

She has a sense of the dramatic and desires to be thought what she is not. She strikes poses which alter with her moods. She has the peculiarity of desiring to be thought energetic.

She often has a shrewd business sense, and turns her charm to good account to win for herself the luxuries which she has coveted without stirring from her indolence.

Take a look at her over-ringed hand and you will understand that, whatever means she uses, whether cajolery or real work, one thing is sure—this is the hand which will always wear diamonds.

Love is the only thing that pays for birth,
Or makes death welcome. Oh, dear God above
This beautiful but sad, perplexing earth,
Pity the hearts that know—or know not—Love!
—What Love Is.

Love is the center and circumference;
The cause and aim of all things—'tis the key
To joy and sorrow, and the recompense
For all the ills that have been, or may be.
—What Love Is.

Passion, unsupported by the spirit or brain, lasts a week—a month—a year. Love, in its perfect complexity, lasts forever—through life, death and eternity.
—Love Lasts Forever.

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Smoke Away Your Sex Appeal

AWHILE ago we ran a contest on women's smoking, and received so many letters that a few of them deserve publishing.

Taxi drivers, mechanics, ministers, bookkeepers, and all vocations contributed their bit toward women smoking.

None of these men and women who wrote in objected to women smoking from the standpoint of morality. They all agreed that she had just as much right to smoke as men had.

"But it's her sex appeal" several of them said. "They become unsexed to my way of thinking."

"When I try to kiss a woman who smokes, it turns my stomach," said another. "The odor on a woman's breath when she smokes reminds me of spoiled cabbage."

"My wife smokes and nurses her baby at the same time," said another. "She has long ago lost her sex appeal to me. In fact, she is disgusting to me. I don't even waste time disliking her. My affections are simply directed elsewhere."



If this delightful motion picture star, portraying the smoking girl, had to do this very often she would not long retain her present beauty

A beauty parlor expert said: "I cannot get the skin of the woman who smokes to respond to treatments. The stubborn little lines it makes around her eyes are there to stay. The skin underneath the eyes soon gains a leathery appearance. It gives one the impression of being 'used' too often."

One thinking man said: "Women say that they smoke to maintain their rights. The joke of this is that the women who really show by their work, and their mission in the world, both in public and in private that they have gained independence, do not smoke. It is the feather-brained ones who smoke, who have not found themselves, and who do not dare to say their soul is their own. They are merely copying other women."

Our own private idea about women smoking is one of pity, instead of anger. We know that they are starving. No individual who has the right amount of phosphorus, iron, iodine, magnesium, and manganese as well as the other mineral elements which he needs for the nourishment of his nervous system, smokes. Sex does not matter so much, though it is a fact that smoking breaks down the woman's nervous system more quickly than a man's, but whether man or woman, the smoker is the hungry person. He is always lacking in some mineral element or a group of mineral elements. His weight means nothing. Weight is not an indication of health.

A food chemist writes us:

"Woman has been called the opposite sex and it is through this nature—this difference—that she appeals to man. Man looks to women for a contrast. This of course is an unconscious process—this registration of the subtle, demure atmosphere that surrounds a woman that is delightfully a woman in all ways. Personally I prefer the company of a woman that is so different from man in all ways that I am sure she is a woman. When she talks man's language and indulges in man's habits I do not feel the pleasing influence of a woman but rather think that I am with another man who is not fully my equal as man. A comparison might be drawn by citing a man who would powder and rouge before changing a tire. This man would be so similar to the woman that he would cause her to exclaim, 'Oh give me a Man!'

"Then, too, I am sure that the instinct for mothering is deadened in the woman who would join her sister to spend annually over $40,000,000, a sum that would help to educate many groping children of the poor and help regulate many wayward children."

Men imagine that a woman has no individual existence, and that she ought always to be absorbed in them; and yet they love no woman deeply, unless she elevates herself, by her character, above the weakness and inertia of her sex.—*Mauprat.*

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In the Right Job with the Wrong Cue



MANY a failure in the drafting room could find his immediate success in another department of the firm.

Many a failure at individual selling has become a success in sales management.

There are several types of people who are connected with railroad work. The work at a desk, where time, detail, and rule must be adhered to above all things is most successfully carried out by men of the calcium or the calcium-carbon temperament. These men like system, and stated methods of doing things. If they are given an order for 4 o'clock it is cared for at 4 o'clock. If they give an order themselves for 4 o'clock they expect it to be carried out at 4 o'clock.

But there are jobs for more flexible types, who are at the same time attracted to mechanical work, railroad work, and electrical work. The more wiry, but thin sodium man with his versatile and flexible body and brain, is a better success, for instance, as a station agent, or as an out of door worker in electrical work than the calcium man who works by daily routine.

It requires oxygen to sing successfully, yet many singers are trying to succeed in Packard opera roles with Ford lungs. Another part in the opera, however, would fit the singer with the smaller lungs.

There are few businesses and institutions which could not be improved 100% by keeping all of their own men, but by studying them each for their individual chemicals, and individual talents. The chemical nature of a man or woman gives his "cue" in the business world. The advertising genius could be an utter failure as a file clerk. And many a file clerk is a genius as an advertising specialist.

There are untold sums of money lost in business and personal life just because people do not know human nature.

AN "IF" FOR AGENTS

If you can keep your head when biz is rushing,
Just fifteen minutes ere the trains are due,
And load them on the truck the proper way,
Then on the "fone" tell Jones the time of day—

If you can bill and load ten coops of chickens
And be careful not to break their wings or legs,
And also bill out nine barrels of apples,
And seven cases of fresh hen'ry eggs—

If you can take your little old wheelbarrow
To get a load of mail for Uncle Sam,
And find the P. M. has not got it ready,
And waiting, still refrain from saying "Damn"—

If you can hustle back with loaded mail sacks,
And hear your "fone" a-ringing loud and clear,
And answer and tell angry Mrs. Williams
Just why her Larkin order isn't here—

If you can skip out to the freight house platform,
And check and bill out forty cans of cream,
And when you have the waybill all completed,
See Bobtail bringing six more on his team—

If you can sell each waiting one his ticket,
And on the wire take down a thirty-one,
If you can do all this in fifteen minutes,
You'll be a Station Agent THEN, my son.

—Dinty in Maine Central Magazine.

(With apologies to Rudyard Kipling.)

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Have You the "It" of Character?

Without it "You Are a Football of Life"

(From Simms' "Revelations of Character")

WITHOUT "it" you will always be a football of life.

Nations totter without "it."

Jobs are lost or never gained without "it."

Intelligent women adore men who have "it."

Men with "it" are always remembered. As a rule they are remembered in print, for something they have accomplished.

Women with "it" of character are the true mothers, and the true successes.

The "it" of character is the ability to decide alone.

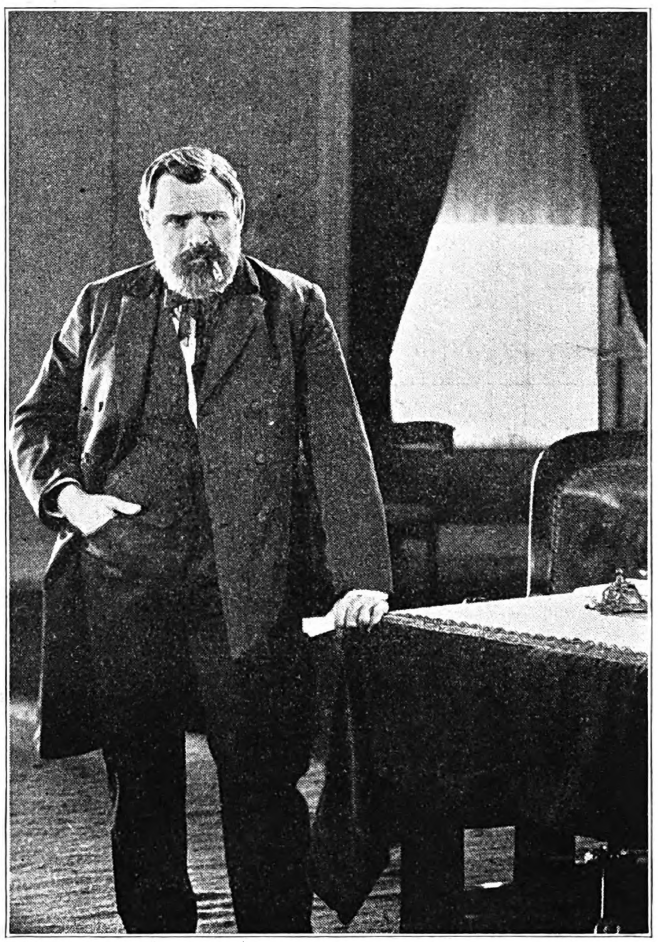
If you have to ask your relatives and friends before you make a move you haven't got "it."

If you let others sway you away from your decisions after you have known them to be right according to your standards, then you haven't got "it."

If you can be hypnotized, you haven't got "it."

If you give up your opinions just because they are not popular, then you haven't got "it."

If you only knew it, your relatives and friends think a whole lot more of you for deciding alone than if you acquiesce blindly to their decisions. It is impossible to please everyone, and the individual who starts out in life trying to do it becomes weaker and weaker. He is swayed by every breeze, until he loses the ability to decide alone.



Can you, like Gen. Grant, decide alone?

The man or woman who has it, listens to his *inner* voice. He decides alone in his own room, as Lincoln and Grant had to do. To learn to listen to one's inner voice, and to know the power of the soul in quiet, is to get infinitely more than a college education in life.

In this essay we have to deal with that important element in character called "decision," and the physiognomic signs by which it makes itself known. From the want of this trait of character springs a great deal of human misery. Without it, not very much of a lasting character can be accomplished. A wavering man is not to be depended upon. Stirred by mere impulse he may act well for a time, but discouragement and disappointment master him. Wavering is weakness; decision is strength. A man bereft of this element of character can scarcely look a strong decisive man in the face. Rousseau was a genius, and did much by flashes; but though he had rare intellectual abilities, when he came into the presence of the Scotch philosopher, David Hume, and that strong, healthy boned searcher for truth calmly and steadily looked him in the face, the Frenchman trembled. It was the meeting of strength and weakness, a coming together of decision of character and moral hesitation; and Rousseau, who tells the story himself, says that he was so much impressed by the immovable Scotchman, and felt so acutely the unsteady nature of his own character, that he burst out and wept.

Any man who has traveled much in Great Britain must have noticed, so far as decision of character is concerned, the great disparity between the Scotch and the English. The former are cool and calculating, strong of will and full of purpose; the latter are politic, emotional and can be consistently denominated sagacious. Had an undecided man been at the head of the British Government in the latter part of 1872, his impulsive nature could not have outlasted the stormy outside agitation for a republican form of government, which was causing so much disturbance in Britain; but the Scotch Gladstone, with the blood of the enduring mountain warrior in his veins, able to look through and through the agitation,

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calmly held the reigns of rule, unaffected by the desperate cavillings of prejudiced and selfish men. His mind was made up. He had purposed to carry the country through this agitation, as the wise and steady mariner guides his vessel through the storm; and those who are acquainted with his moral courage and decision of character, know that it is nearly or quite impossible for him to fail. An undecisive person says, "perhaps I may," and fails; the decided individual says, "I will," and succeeds. Some years ago a young man, belonging to the Scotch border, being out of employment, found his way to London. For some time after reaching the city he served a coal agent for half-a-crown a-day. During that time he was in the habit of going out at night and talking with the policemen on the streets. "How long have you been on the force?" he used to say to them, "Eight, ten, or twelve years," they would reply, just as the case might be. "And are you never to be promoted?" he would ask. "Perhaps we may and perhaps we may'nt," was the invariable reply. The young man was struck with this oft recurring answer, and walking home to his lodgings one night, he made up his mind to join the police force, "and," said he, "once that is done, if I am not something more than a common police officer at the end of twelve months, I shall be disappointed." Accordingly he joined the force. Gradually his strong, staid, steady, decisive character became known, and he was promoted from one office to another, until now he stands at the head of his profession, has a princely salary, and travels often with the Queen. Ask him how he, a mere rustic, managed to push himself up, and he will tell you that it was by avoiding the "perhaps," and sticking firmly by the "I will" of decision.



If you can be hypnotized easily you lack the "it" of character



Decision of character has three great principles underlying it. There is first an end to be accomplished; secondly, the obligation to accomplish it; and thirdly, will force to carry it out. Demosthenes, having noticed the influence of eloquence over his fellow-citizens, determined to be an orator, and that determination was developed into action. He was a stammerer, and resolved to master this defect, and did it. He went to a running brook, and placing a small pebble in his mouth, he delivered speeches to the unconscious banks, modulating his voice to the cadence of the rushing stream, and became the first orator of his time. Had he endeavored to do these things without first having placed before himself an end, which he felt obligated to reach, and which he was conscious he had force enough in his will to reach, he would most certainly have failed, as many had done before him, and as many have done since his day. Caesar determined to become the ruler of the Roman Empire, because of a conviction firmly rooted in his mind to the effect that there was no other Roman citizen so well fitted for it, and he succeeded. He first regaled the ears of the Romans with well thought out, cleverly arranged speeches, by means of which he became a state-officer; then, adapting himself to surrounding circumstances, he rose step by step until, from being commander of the Roman army, he grasped the Roman crown. Could a man of a wavering disposition have done this? Nay. Not only had Caesar an end in view, but, considering the tyrannical rule of those in authority, he felt in his heart under obligation to pursue

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Vest Pocket Astrology

It Is Easy to Love by the Advice of the Stars

LESSON No. 4

Blending Lessons, 1, 2 and 3 Marriage, Business and Friendship Partners

I HAVE been asked by several of my students who are following these instructions to start the construction of an individual nativity based upon the foregoing lessons.

We will then take the birthdate of a person born April 10, 1900. We find that April 10th comes under the sign of Aries. The tenth being twenty-one days after the beginning of the Sign brings the person into the cusp of the third decan of Aries. We find in Lesson 2 that Mars rules the Sign of Aries, so Mars is the person's main ruling planet.



Therefore, blending the indications of this person's life as given in the three lessons we find that the nature is full of vim and vigor. In the birthdate of a young man it gives him strong business tendencies, he is determined in his efforts and not to be thwarted by obstacles. Because of his good reasoning powers, coupled with his strong ambitious tendencies we find him to be somewhat domineering in his progress, yet agreeable so that he will listen to well-founded advice but has no time for idle talk or wasteful methods.



We find he has good imaging powers and plans his modes of procedure well in advance of his actions. He seldom acts upon impulse, but detests limitations and constantly trys to follow along lines of his own ideas, as he admires originality of thought and practice.

We find he is liberal and generous, and this combined with the tendency in the third decan of being somewhat extravagant, he finds difficulty in saving money and will be more or less in moderate circumstances until he learns to overcome this habit of being too free and generous hearted with those whom he comes in contact.

He is refined, artistic in taste, intuitive, and a builder of dreams and this enhanced by the artistic tendency of the third decan give him a somewhat bohemian nature delighting in the association of persons interested in the fine arts and also those possessed of dramatic talents.

We find his greatest faults are a somewhat hasty temper and oversensitiveness. He takes offense too easily and a harsh word cuts a deep wound in his feelings. Another fault is his tendency to be more or less constantly upset and unsettled. His great ambitions to amount to something in life cause him to be constantly seeking new trails to blaze or new victories to conquer, which is liable to lead him into many pursuits in life and so scatter his forces upon too many undertakings instead of concentrating upon one or two as he should.

He is refined, polite and cheerful, and in the third

(Continued on Page 17)

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The Manners Are Loud Speakers of Character

From the English Book-How to Read Character

By Henry Frith

GESTURES are characteristic of nations as well as of individuals. Who of us when traveling in France has not remarked the almost pugilistic gestures of the friends in front. They hold out their arms, clench their fists; one expands the fingers of both hands and shakes them, first one hand then the other, and finally both together, in his companion's face! The other foreigner retaliates, pulls up his shoulders, expands his hands, and finally smooths away the air in



The gesture here shows anything but a clinging vine nature

front of him, with his head held just a little sideways as if to see the effect.

Now some ill-informed people would no doubt imagine that there was a quarrel and a reconciliation in all this. By no means. Jules is merely telling Alphonse that he lost his railway ticket and had to pay for his carelessness. Alphonse consoled him and thought it rather hard on his friend. That's all!

M. Got, the famous actor of the Theatre Francais, has made some observations respecting gesture, and it will be useful to look at these from the physignomical aspect, as expression by the hands is very marked and very useful to the student of character.

Besides, the study of gesture is allied with the knowledge of palmistry. Let us consider M. Got's system, or rather his observations, bearing in mind his nationality.



Folded arms usually indicate that the person is not open to your proposition

According to the French actor, people clench the hand or gather up the fingers when they wish to express or to concentrate energy; in fact, the clenched hand indicates force, strength, determination. The open hand, on the contrary, expresses joy, confidence, an abandonment of self.

The desire to win, or grasp, or gain possession of anything, is seen on the closing of the fingers. The miser clutches the heap of gold with his whole hand,

(Continued on Page 20)

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Have You Forgotten Something?

Chemicals Which Affect the Memory

IF you are perpetually late for appointments, if you go away quite frequently, from home, leaving something behind which is necessary to your trip, your chemistry is affected by too much of one element, and not enough of another.

Too much of the sulphur element in foods affects the memory, and particularly the faculty of time, so that one does not like to keep appointments exactly on the dot.

Too much sulphur likewise affects the faculty of tune, so that the beautiful girl with the red glints in her hair, with a perfect oval face and harmonious figure, loving music very dearly, has a distressing habit of singing off key.



Many opera singers have been puzzled, and have likewise puzzled others by this habit. Many of them are the sulphur type, because these people are very fond of the stage, and of beautiful music. But many of them also fail because of too much sulphur, which affects the faculty of tune, and of time, causing them not only to sing off key, but to treat their appointments lightly, in spite of a conscientious character.

The man who walks restlessly up and down in front of a store, or who paces the floor in a waiting room, is nine times out of ten waiting for a sulphur girl.

There are other chemicals which affect the memory, however, but sulphur is one of the chief offenders. Sulphur people are attracted to the sulphur foods, but they already have a superabundance of this element in their make-up, causing them to be volcanic occasionally, and to change their emotions radically from day to day.

These types need a certain amount of raw sulphur to nourish their nervous system, for sulphur has very important uses in the body. It gives a life and tone to the system, as well as a great capacity to enjoy beautiful things. People who have lost all enthusiasm need sulphur. But the sulphur in the body must be carefully regulated, or we suffer from many, many kinds of stomach and liver disorders as well as nervous disorders of all kinds.

People who have an abundance of this element should never touch any of the foods which are rich in sulphur, if they are cooked. Eggs, cauliflower, cabbage, radishes, turnips, brussels sprouts are very rich in sulphur. These should be taken raw only. The egg yolk alone, without the white, should be taken once a day in orange juice. Cabbage, turnips, cauliflower, etc., should never be eaten cooked. They may be chopped raw and used in salads.

People with an abundance of sulphur cannot tolerate the carbon foods. They eat them in abundance as a rule, but their liver seldom bears up under the strain, and we find these people the best patients of the physician.

Other elements affect the memory. Carbon found in white sugar and flour is a destroyer of the memory, because it draws the valuable calcium from the system—the best friend of a good memory.

Manganese is an extraordinarily powerful memory food. The manganese found in parsley and in pignolia nuts is very valuable. When one feels that he cannot coordinate his thoughts, and keep them in logical order, he needs manganese. If he turns his sentences or phrases around, or cannot think of something he knows very well, at the time he needs this information, he is hungry for manganese.

Organic iodine is also a memory food. The person who lacks iodine is affected so by the toxins in his system that he cannot think clearly of the small things. They irritate him even more than large ones.

The elements which have so tiny a trace in our bodies, such as iodine, manganese, magnesium, etc., have the work of a giant to do.

Men always want to be a woman's first love. That is their clumsy vanity. Women have a more subtle instinct about things. What they like is to be a man's last romance.

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Walks—They Cannot Hide the Character

From the Work of Samuel R. Wells— "New Physiognomy or Signs of Character."

WOULD you know the character of a man by his walk? Fall upon his trail, observe his motions when you yourself are unobserved; take on his manner and step, and by following him a short distance you will feel as he feels, and soon become *en rapport* with him. If he puts on airs and attempts to show off in the character of a "swell," you will do the same, and for the moment lose your own individuality or identity, and be swallowed up by him; but your second thought will make you heartily disgusted with this false or assumed character, and you will then return to yourself. If he be noble, manly, generous and dignified, you will take on the same spirit by imitating his walk. If he be a rogue, fleeing from justice, and you closely watch his movements, you will soon get into the same spirit and feel like the wicked who "flees when no man pursueth." If, on the contrary, you are seeking the rogue for the purpose of dealing out justice to him, being actuated by a different motive, your walk will be different. But inasmuch as "it takes a rogue to catch a rogue," or rather, we should say, one who appreciates the language of Secretiveness and understands setting traps, the pursuer may, to a certain extent, exhibit the same general traits in his manner and his walk that are exhibited by the rogue himself.

A thoughtful man has a walk corresponding with this characteristic, while a thoughtless one, a mere looker instead of thinker, walks in a "sauntering" gait, and carries his head accordingly; the one with his head somewhat bowed forward, the other with his forehead lifted up, his perceptive faculties projecting, as though he were hunting curiosities.

Mr. Cautious Timidity is afraid he may step on eggs, fall into a ditch or stumble over a rail. He is a natural caretaker, fussy, particular, and would "trot all day in a peck measure." He gets a living by "saving" what others would waste. His walk is mincing, undecided, gentle and "gingerly," and so is his character.

Observe the walk of children; one is sprightly, nimble and quick on foot; another is bungling and clumsy, runs against the tables and the chairs, and often stumbles. The character is as different as the walk.

If Approbativeness be especially large, with moderate Self-Esteem, there will be a canting to the right and to the left, with a sort of teetering, tiptoe step. The hat will be set upon one side and, perhaps, the thumbs stuck into the armholes of the vest, displaying the jewelry of the fingers, and the accompanying expression will seem to say, "Am I not pretty?" An excess of Approbativeness begets egotism and a love for notoriety, and, in the absence of Self-Esteem, the possessor becomes a clown, exhibits himself on all occasions, "puts on airs," "shows off," and attracts attention to himself by odd speeches and singular remarks. And if there be a want of deference and respect, growing out of moderate or small Veneration, then there will be extravagant language, including profanity, vulgarity and obscenity.

A person with a straightforward, honest but uneducated mind will walk in a straightforward manner, turning neither to the right nor the left; but if there be considerable executiveness, the gait will be heavy and more strong than delicate; but if educated and refined, the person will acquire a more refined step, characterized by regularity and time.

A secretive and cunning person will have a stealthy walk, like that of the fox, and though his body may weigh two hundred pounds, his step will be light rather than heavy, and somewhat like that of the Indian, whose feet encased in the buckskin moccasins fall noiselessly upon the ground. He can "play possum," work in the dark, mislead and deceive. It is only by superior intelligence that his thoughts and purposes can be discovered. He steps light, walks on his *toes,* and his motto is:

"*Mum,* then, and no more proceed."—Shakespeare.

The untrained, blunt, coarse bog-trotter walks heavily upon his heels in parlor, church or kitchen, his gait being more like that of a horse on a bridge than like that of the cultivated gentleman. The slow, heavy tramp of the iron-shod "hedger and ditcher" is in keeping with the "don't care" spirit of the lower ten thousand, be they white or black. When they dance, it may well be called a "jig," or a "break-down." The walk is a hobble, a shuffle, and a sort of "get along." The humble man has a humble walk; the dignified man, a dignified walk; the vain man, a vain walk; the hopeful man, a light, buoyant, hopeful walk; the despond-

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Have You These Symptoms of Nerve Exhaustion?



DO you get excited easily? Do you become fatigued after slight exertion? Are your hands and feet cold? Do you suffer from constipation or stomach trouble? Is your sleep disturbed by troubled dreams? Have you spells of irritability? Are you often gloomy and pessimistic? Do you suffer from heart palpitation, cold sweats ringing in the ears, dizzy spells?

These are only a few of the signs of weak, unhealthy nerves that are steadily robbing thousands of people of their youth and health.

What Causes Sick Nerves?

In women this is largely due to overactive emotions and to the constant turmoil in their domestic and marital relations. In men, these signs of nerve exhaustion are produced as a result of worries, intense concentration, excesses and vices. The mad pace at which we are traveling is wrecking the entire Nervous Organization.

Nerve Exhaustion is not a malady that comes on suddenly. In fact, it is a very gradual development that deceives scores of men and women who appear to be in the best of health. Yet all the time their nerves are in a constant state of upheaval, slowly undermining their entire organism.

How to Strengthen Them

No tonic or magic system of exercise can ever restore the health and vigor to weak, sick, unbalanced nerves. To regenerate lost nerve force, to build up strong, sound nerves requires an understanding of the action and abuses of nerves. It needs a knowledge of the natural laws of nerve fatigue, of mental and physical relaxation and nerve metabolism. And it is only through the application of these laws that stubborn cases of Nerve Exhaustion can be overcome.



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Based upon many years of intensive experience and study, the famous Nerve Specialist, Richard Blackstone, has written a remarkable book entitled "New Nerves for Old." In plain language he gives certain easy-to-follow rules that have enabled thousands of men and women to regain their lost nervous energy and to acquire glowing health and youthful vitality. It enables you to correctly diagnose your own case and shows you how to bring back your lost nervous vitality.

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ing, hopeless man, a dragging, hopeless step, as though he were going to prison rather than to his duty; the executive man, an executive walk, and the lazy, slothful man, a walk corresponding with his real character.

Where there is little executiveness, propelling power and small aspiring organs, there will be a slovenly, slouchy step, with one foot dragging lazily after the other. No energy, enterprise or ambition here, and the person appears like one between "dead and alive," a sort of "froze and thawed" substance, good for nothing.

(Continued from Page 7)

that end, conscious that there was will force within him before which obstacles must give way, and which would ultimately place him where it did. Napoleon I was an ambitious man, and strong in his passions, but he had little steadiness or decision of character. Here he was weak; and not only was this apparent to others, he was conscious of it himself; and consequently, though elevated by his successes, when circumstances of an untoward nature pressed heavily upon him, he abdicated his throne and died in exile.

In the absence of the element of steady, overcoming decision, nations totter and fall, society becomes inconstant, families are unnecessarily oppressed, and individuals become footballs to their fellows. Without it no man can be trusted. To it Benjamin Franklin owed his greatness. By it, backed by his generals and private soldiers, old Abraham Lincoln, of precious memory, gave freedom to the slaves of the South. It was this element that conquered at Waterloo and made the Duke of Wellington immortal. The king who has it not becomes a tool to those beneath him, as witness the Georges of England; the subject who has it not may be called a swatheling or a proteus, for he is mastered by circumstances, and never sails but with the current. Analyze the French nation and ask why it was that they so signally failed in the late war against Prussia, and the only true answer you can get is, that from the throne downwards the people were living in their basilar natures, were weak of purpose, and had no decision of character. Difficulties frightened them, disappointment brought discouragement, and the iron-willed Germans, with well-balanced minds, full of moral force and strong decision, shook them as a Newfoundland dog might be expected to shake a noisy little terrier.

We have spoken in a general manner of physiognomic signs of human character; *now*, let us ask particularly, what is that sign in the human body indicating the capacity of strong mental decision within? And here we may remark, that to judge the inner man by the outer, is a very natural process. There is nothing arbitrary in it. It is wholly reasonable. Indeed, there is no other way in which we can get

(Continued on Page 15)

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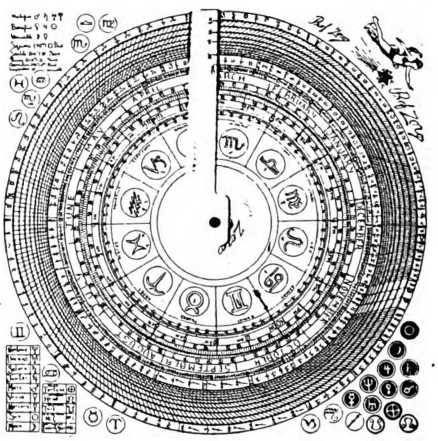
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Man The Open Book

By Eugenia Rabbas

ABSORBINGLY interesting books, a treasure house full of gripping, living tales is this series of books called man. And best of all, there is no danger of suffering ennui from monotony of style for each one is written by a different author with a style all of its own, for never were two people wholly alike in this teeming library of human nature.

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But we are just beginning to look and learn, for the science of Character Analysis or Reading Men at Sight, is still in its infancy. However, we have gone so far as to accept it as a science, empirical perhaps, but still a science that is slowly but surely passing beyond the empirical stage.



The delightful open countenance of Laura LaPlante. She gets her merriment, her blonde color, her perfect complexion, pearly polished teeth and nails from the priceless silicon.

How and where, then, shall we learn this new language which makes such fascinating reading possible? By observation and comparison. Let us begin with color.

Is it not reasonable to conclude that blondes and brunettes differ radically from one another when we know that climate, heat and light causes pigmentation, which in turn causes color.

The black man is the result of a tropical climate while the white race evolved from the colder, bleaker sections of the universe, which brought out entirely different character traits. To survive at all in a climate of that sort one had to be quick, vigorous, practical, resourceful, original and creative and these traits in turn are the parent of impatience, responsiveness, aggressiveness and a great love of change and variety.

A hot climate, on the contrary, where the necessities of life are not so difficult to acquire, character traits such as deliberateness, patience, persistency, intensity and capacity for concentration and abstract thought are evolved. A hot climate is also conducive to a more subjective life which accounts for the introspective, imaginative tendencies so evident in brunettes.

Then are all blondes supposed to be alike and all brunettes equally so? If color constituted the only difference in the appearance of people, yes, but that is only one of the many other differences. All these blonde books are of varying shapes and sizes, which has much to do with the story.

Differences in form, proportion and size show different character traits and then again while two people may differ in color they may have the same style of features which would make them alike in some respects.

Features can be classified as being convex, concave or plane. The convex forehead, which is sharp and receding indicates quickness, impatience, and practical matter-of-fact traits of character, all blonde traits. A blonde, therefor, having a convex forehead, is doubly quick and practical, while it gives these traits in some degree, to a brunette having that kind of a forehead thus offsetting his deliberate theoretical tendencies.

And vice versa, a concave forehead, which is one that bulges at the top giving it a caved in appearance, indicates deliberateness, abstract thought, imagination, all brunette traits. A brunette, therefore, with a concave forehead, is doubly deliberate, imaginative and theoretical, while a blonde would show those traits to a much lesser degree.

It might be illustrated like this: A brunette with a concave forehead is satisfied to accept a theory making no effort to prove it while a blonde with a concave forehead will be interested in a theory only if he is assured a practical application of it.

But foreheads not only differ in form but in proportion. A broad forehead shows exactly what the word indicates, while a narrow forehead naturally means the opposite.

Eyes, aptly called the windows of the soul, tell the most interesting stories of all. The round, credulous eye, the narrow, closed, secretive organ of sight are so obvious that it does not require the aid of a char-

(Continued on Page 22)

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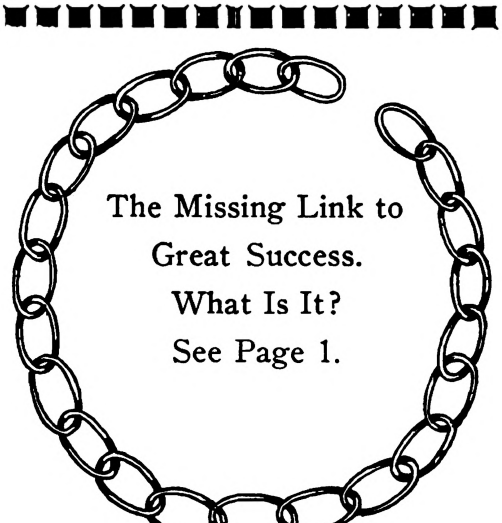
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Statement of the Ownership, Management, Circulation, Etc., Required by the Act of Congress of August 24, 1912,

of Character Reading, published quarterly at Chicago, Ill., for April, May, June, 1927.

State of Illinois, County of Cook, ss.— Before me, a notary public in and for the state and county aforesaid, personally appeared Edna Purdy Walsh, who, having been duly sworn according to law, deposes and says that she is the editor of Character Reading Magazine and that the following is, to the best of her knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, embodied in section 411, 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:

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2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding 1 per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company or other unincorporated concern, its name and address, as well as those of each individual member, must be given.)—Edna Purdy Walsh, 820 N. Michigan Ave., Chicago, Ill.

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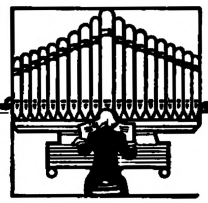
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EDNA PURDY WALSH,
Publisher.

Sworn to and subscribed before me this 1st day of April, 1927.

CECILE E. MAREK.
(My commission expires Aug. 3, 1927.)

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(Continued from Page 12)

to the mind save through the body. Phrenologists have seen this; but many of them blunder in their conclusions, because they confine their observations mainly to one part of man's organism, viz., the head, assuming, very erroneously, that the mind dwells there, and there alone. Now, we may as well sit down beside an Alpine mountain and expect to gather a perfect knowledge of the God of nature from its rocks, avalanches, and ice-covered peaks, as expect to read human character through the head alone. As the mind is diffused throughout the whole body, just as God lives in universal nature, so we must judge of the character of the mind, not by one particular part of the body only, but by all. As in nature, so in man, there is what may be called the law of correspondence. A flabby mind will have a flabby body, and, conversely, a flabby body will have a flabby mind. A well-constructed, firmly built, strong, enduring body may be expected to lodge a well-constructed, firmly built, strong, enduring mind. The inner acts upon the outer, and the outer upon the inner; and though we cannot tell how it is that mind acts upon body and body upon mind, nevertheless it is certain that just as one substance makes an impression upon another, so the mind acting through the body impresses the body, leaving marks, so to speak, by which an observant mind may not only recognize the fact of its acting, but come to conclusions regarding the character of its acts. Starting, then, with this principle, we ask, what is it in the body, known to us, which indicates decision of character within? And at this point we may notice more particularly than we have done, that decision of character is not simply determination, but that power by which determination is developed into action, carried out. In other words, decision is moral endurance. Now, there cannot be the slightest doubt that the capacity of endurance in a body depends upon the strength and compactness of its bones; not of one bone only, but of all. This need not be argued. So apparent is it to all, that we have merely to state the fact to have it admitted. Find us a man strong and vigorous of bone, and we shall show you a man capable of endurance. During the time that the English railways were being made, it was remarked by all the contractors that the Scotch navvies were so much superior to the English, that two of the former could do as much work in the same time as any three of the latter, and generally they received higher wages. Now, why was this? The reason is not far to seek. The English workman who, by food peculiar to himself, makes more flesh than bone, has nothing like the enduring power of his northern brother, who lives in a land of cakes, and is more particular about making bone than flesh. The Englishman believes in bulk, but Sandy believes in compactness. Now, according to the law of

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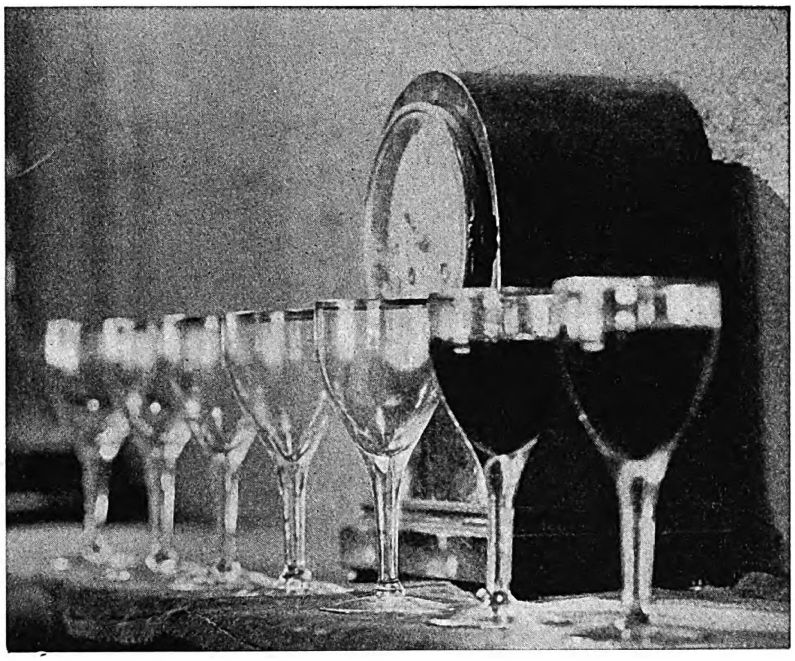
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correspondence to which we have referred, capacity of endurance in the body is a sign of capacity of endurance in the mind or soul; and as the body's capacity of endurance is dependent upon the strength, vigor, and compactness of its bones, so we are bound to come to the conclusion that well-formed, enduring bones in a man are signs to us that he has the capacity, not only of determination to act in a particular cause, but also that he carries within him the power of carrying out his determinations—that is to say, he possesses decision of character. A man of stable bone is generally a man of stable character. He who makes bone early, lays the foundation of an honest, manly life. He who neglects this, will, generally speaking, become vacillating, and perchance may, in a snailish or imperceptible manner, merge into a harelquin. This is no mere theory without foundation in fact. He has read history backward who is not convinced of it, and cannot be called an observant man. Wellington, of whom we have already spoken, was not so large as many men, but his bones were of a large and more firm and enduring character, in proportion to his general bulk, than were those of Napoleon I, and, in consequence of this, he was more stable and reliable in his character than the ambitious, versatile Frenchman. Strong-boned people, though they may sometimes move slowly, always move surely, decide quickly, but are tardy in revealing their decisions, and even when "perhaps" slips from their tongues, the mind is saying, "I will," or "I won't." General Andrew Jackson had, perhaps, one of the most angular faces in America, and no man was ever firmer or more decided than he was. His solid parts preponderated over the softer; hence that solid, reliable, decided, and honest character for which he was so widely known and noted. Of course, there are exceptions to every rule, but generally you will find that the bones of a thief are of a very unenduring character. He excels in softness of construction; hence, when tempted, he is easily led astray. We once had an opportunity of studying the character of a thief. In the heart of this man there were desires for reformation, but as often as he resolved to be honest, so often did he violate his resolutions and fall.

(Continued on Page 29)

Your Eyes

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

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(Continued from Page 8)

decan we note he has usually many friends, so he will undoubtedly be a social favorite, but mostly surrounding himself with those friends interested in fine arts, dramatics, and those more or less interested in philosophical pursuits.

I believe this is enough of the general characteristics of the person to give my students an idea of how blending is accomplished.

In regard to his pursuits he is talented along the artistic lines and in literature, reading, speaking or writing. He thus makes a success of bookkeeping, secretarial work, office work, teaching, musician, acting, singing, authorship, or artistry. In fact he is mostly successful in pursuits that have to do with the exercising of the mental qualities and faculties.

We find that his health is slightly variable. He suffers from extreme hot weather and encounters headaches in warm climates. Afflictions of the head, face, and neck are common with him and he needs plenty of open-air exercise and frequent dips in the water at beaches, resorts, etc., to counteract monotony which preys upon his innate nature and causes him to become gloomy or melancholic. He is often in danger of wounds or bodily injury through accidents and must constantly be on his guard against this.

Unless he manages well his finances fluctuate, but the latter part of his life is more successful in monetary affairs than the first half.

Then referring to Lesson 4 in this issue we find his best friends will be found under the signs of Gemini, Leo, Libra and Aquarius. For best success in business he should associate with those born in the air signs. His being a fire sign he will harmonize best in business with Gemini, Libra or Aquarius. Often a partnership with Sagittarius is progressive, for Sagittarius produces the practical qualities while Aries the idealistic, so a somewhat favorable combination. His marriage partner should be one born under the sign of Libra which is the exact opposite of his nature, and so blends well with him.

In future lesson we will continue with the nativity of this person born April 10, 1900.

Business Associates

ARIES—Gemini, Libra, Aquarius, Sagittarius.

TAURUS—Cancer, Virgo, Scorpio, Pisces.

GERMINI—Aries, Leo, Libra, Sagittarius.

CANCER—Taurus, Virgo, Scorpio, Capricorn.

LEO—Aries, Gemini, Libra, Aquarius.

VIRGO — Taurus, Cancer, Scorpio, Pisces.

LIBRA—Aries, Gemini, Leo, Sagittarius.

(Continued on Page 19)

Personality -INSTANTLY



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Drake's Speech Won Him Success

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The Man who is prepared to get up and say the RIGHT Thing at the RIGHT time and precisely the RIGHT way is considered a SUCCESS in life.

"I can remember the time when the fellows in the club used to sing and throw paper wads at him when he got up to speak. They called him 'Duck-foot Drake' because his feet and hands always seemed to be in his way.

"He was so awkward that he nearly always tripped over the rug on the platform, and his ideas were not only flat and uninteresting, but he repeated himself continually."

"That must have been a long time ago," replied Burke, the man addressed. "Just look at him now—did you ever see anyone so thoroughly master of the situation? He knows his facts from A to Z, and you couldn't get him rattled in a boiler factory."

"You may not believe me," replied Carey, "but it is hardly more than a year since he made his first real speech, and believe me, he **LANDED that night**, and has been on his feet ever since.

"It was the time when the Barker gang was supporting Nixon for Mayor. A lot of other speeches had been made, when someone in the crowd who was getting tired and wanted to break up the meeting called for Drake, expecting that he would furnish some good amusement. But to the surprise of everybody, **Drake's speech was the hit of the evening**, and the facts he brought out concerning Nixon's mismanagement in a former office probably caused his defeat at the fall election. Since then, Drake has doubled his salary and he can get about anything he wants."

"Where do you suppose he got such **a start in public speaking?**" asked Burke.

"I have a pretty good idea," replied Carey, "but here he comes now—we'll get him to tell his own story. Hello, Drake, can you give us a tip on how you **learned to talk like that?**"

"I'm averse to tipping on general principles," replied Drake, but as you are a couple of good fellows, I don't mind telling you that **THIS**" (taking a magazine from his pocket) "is what gave me my start and is furnishing most of the facts I use in my speeches."

"**THE PUBLIC SPEAKERS MAGAZINE**," read Burke, "that looks pretty good—I think I'll have to get on the mailing list myself. Right here on the first page I see Mayor Kendrick's speech at the opening of the Sesqui-Centennial—I heard that and missed getting a copy. And here are a dozen other speeches by really important men of affairs."

"Men like you can't afford to miss reading **THE PUBLIC SPEAKERS MAGAZINE** every month," replied Drake. It fairly bubbles over with inspiration on every page, and the speeches are not old stuff, but right up to the minute. Here is the table of contents for one issue:

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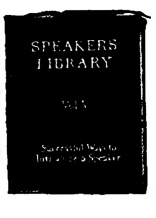
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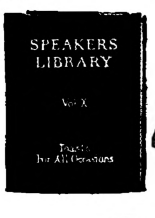












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(Continued from Page 17)

SCORPIO—Taurus, Cancer, Virgo, Pisces.

SAGITTARIUS—Aries, Gemini, Libra, Aquarius.

CAPRICORN—Taurus, Cancer, Virgo, Scorpio.

AQUARIUS—Aries, Gemini, Leo, Sagittarius.

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GEMINI—Aries, Leo, Libra, Sagittarius, Aquarius.

CANCER—Taurus, Virgo, Scorpio, Capricorn, Pisces.

LEO—Aries, Gemini, Libra, Sagittarius, Aquarius.

VIRGO—Taurus, Cancer, Scorpio, Capricorn, Pisces.

LIBRA—Aries, Gemini, Leo, Sagittarius, Aquarius.

SCORPIO—Taurus, Cancer, Virgo, Capricorn, Pisces.

SAGITTARIUS—Aries, Gemini, Leo, Libra, Aquarius.

CAPRICORN—Taurus, Cancer, Virgo, Scorpio, Pisces.

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PISCES—Taurus, Cancer, Virgo, Scorpio, Capricorn.

Best Marriage Partners

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GEMINI—Sagittarius.

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How To Eat Magazine

1437---25 E. Washington St. Chicago

(Continued from Page 9)

his fingers close on all they can. Thus avarice is expressed. While speaking to a lady to whom one is attached, one opens the hand, and when possessed of her, or assured of the possession, the lover clasps her, grasps her hand and draws her to him. Thus giving and taking are expressible by the fingers. So in transports of joy, the hands are clasped in thankfulness, or the person's fingers are agitated, joined together, so as to keep the continual flow of the nervous, vital, fluid to the brain; to keep the current up.

That this current exists, that something of such a nature is requisite in many cases to keep the brain "up to the mark," and excited under certain circumstances, when its perceptions are wanted to be acute, is very evident. We constantly see people flourishing a handkerchief or twirling a watch chain, or fiddling with a paper-knife or wine-glass, when speaking. Now this proves that the fingers are used to keep up the current of thought and speech.

You remember the celebrated counsel who was completely non-plussed when his adversary cut off his coat the favorite button with which he always played while addressing the jury. Nearly all barristers have some trick of this kind, and the removal of the object they are accustomed to play with will stop the flood of their eloquence.

These gestures then belong to people who wish to keep themselves in the train of thought; and, conversely, many thoughtful silent people will drum on the table or chair while thinking deeply. The nerve force is passing. The brain is acting.

When the brain is not acting or when the mind is greatly under control, which is the same thing, the fingers do not fidget nor do the hands or arms gesticulate. Nervous, highly strung, excitable, people play the "tattoo" or fidget their feet. People who have their minds and thoughts under control do not permit such displays.

So we shall find gesture less energetic as we ascend in the civilized scale. Take examples:

The artisan, or laborer, is apt to gesticulate much more than those above him in the social scale. See your agitator contorting himself or waving his arms about to emphasize his arguments or statements. The gentleman is more subdued, less demonstrative; while those of the diplomatic profession, or nature, or of the finesse-ing turn of mind—the men of tact and diplomacy—will scarcely gesticulate at all.

In these respects we may judge of our fellow-men as to their mental calibre or sensitiveness; but there are other gestures to be looked at. Hand-shaking, for instance.

Nothing is more unpleasant than the flabby shake, the perchance clammy fingers instead of the warm grasp of the friendly hand. Charles Dickens portrayed Uriah Heap with clammy, cold, fish-like hands,

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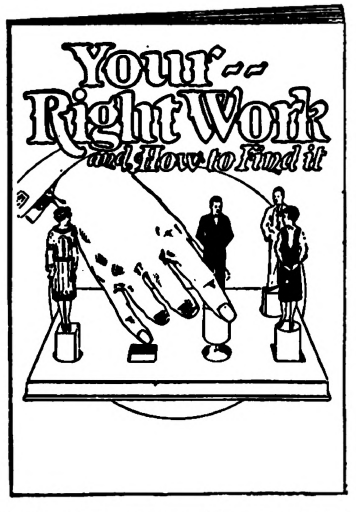
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and no doubt his observation fully warranted him in thus depicting him. The novelist frequently emphasized his descriptions by some little touch true to nature, and physiognomically correct. Your very dignified persons will not shake hands. The *rusé* individual will let your hand go quickly; the man who has something to conceal will not give you his whole hand.

This last trait I have often noticed amongst lawyers, solicitors. It is a curious fact that people who seem to be always on their guard, like lawyers and some other business people—editors and publishers, for example—do not give you a hearty hand-shake, as a rule. They are not hearty; sometimes—I know cases—the business man will hide two fingers in his palm, and give you only two. Beware of him!

The kindly-hearted shake hands warmly, the cold and precise coldly. By their grips you may know them, and judge accordingly. One cannot be really friendly with a person who takes your hand with almost straight fingers, and drops it again. He has no real regard for you if he "shakes hands with you like *that*," as Mr. Gilbert puts it.

The Chinese shakes hands with himself when he welcomes you to his house. He thus indicates the sacredness of your person, which he will not touch or take any liberty with. It is his mode of showing respect to his visitor. Europeans, especially the English, and Americans, or others of Anglo-Saxon descent, keep up the tradition of hand-shaking, though in so many cases it means so little. But when we meet our real friends, and hand clasps hand tightly, the thumbs fitting closely, then we know that that person is *en rapport* with us.

The insinuating servile creature will "wash his hands" and writhe. He wants you to assist him, and despises you. He "squirms."

So much for the hand-shaking evidence. It is not much, but it is worth notice. Now, to enlarge upon M. Got's ideas, let us proceed to examine a few more types and inform you, my readers, of some apparent actions which you may never have noticed, or to which you have attached no importance if you did notice them.

We have seen that M. Got attributed some importance to the manner in which the hand was extended. In our next chapter when we consider some of these phases we shall learn how much may depend upon the manner in which the hand is used. As we proceed, we believe your own experience and common observation will bear out the truth of the assertions as to the great importance of gesture in the true appreciation of character.

PICTURES --- PICTURES

See the pictures of the chemical types in How to Eat Magazine

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(Continued from Page 13)

acter analyst to decipher their language. The close set, little visioned people also are shouting themselves from the house tops, for who does not recognize the little, suspicious souls peeking out of such eyes?

Large noses, flaunting their banners of courage in the face of danger, too, are too well known to need an interpreter, but this alone should make their possessors ever ready to hold out the hand of encouragement to their more timid brothers, those of the small noses who suffer themselves to be so easily disturbed by little things.

And why is the high-bridged nose individual always so impatient and aggressive? He has a good oxygen in-take and much oxygen creates much energy which in turn is the source of impatience and energy.

We are so in the habit of judging others by ourselves that we often have to learn by bitter experience that this should not be done. What a world of disappointment, resentment and inharmony is created by misunderstandings!

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Ask me the one question which means more to you than anything else. Remember, however, that I am not a fortune teller. There is psychic power in the quiet woods in my study. Let me answer your question, study your handwriting, and tell you what your name means in your path of success. Enclose $1.00 for the letter and cost of answer. Give exact birthdate and name at birth.

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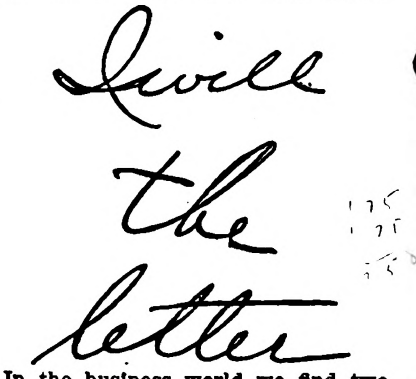
THE KABALA OF NUMBERS. By Sepharial. Part 1.—A Handbook dealing with the Traditional Interpretation of Numbers and their Predictive Value. Contents.—The Power of Numbers, Geometrical Relations of Thought, Numerology, Various Methods of Kabalism, Number, Form, Colour, Sound, Names, Numbers and Incidents, Chance Events, Reduction to Law, Number and Automatism, Thought Reading by Numbers, The Significance of Numbers, Of Things Lost, The Kabalism of Cycles, Success and Failure, The Law of Values, God Geometrises. 204 pp., 12mo, cloth net, $1.75. "'The Kabala of Numbers' is an astonishing book that takes you back, in spirit, even further than Homer or the 'Arabian Nights.'"—Manchester Guardian.

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Can He Promote a Business?



In the business world we find two distinctly different types, each a success in his way. One is the promoter who bubbles over with ideas, always commanding others to "do it this way," but never doing it; then his opposite, the man who puts the details together and concentrates on the many little things that go to make the big success that the promoter has conceived and started.

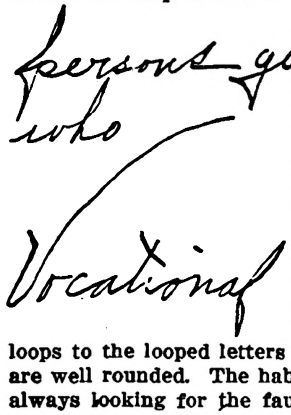
This writer, the promoter type, writes as you would expect to hear him speak—loudly. The letters of the words are big. Much space is taken. Sometimes little is said. The appearance of rushing water is seen in the writing, which in reality is the writer's rushing mind. His ideas come quick and fast. He hurries in his writing for fear he will forget. Many dashes are seen; large loops; underscoring; t bars heavy and long; here and there loops will be missing; many i dots are absent; wide margins. Various sizes of letters and t bars, indicating versatility. Pressure, showing nerve energy is seen, too. Forceful writing of one who believes in himself.

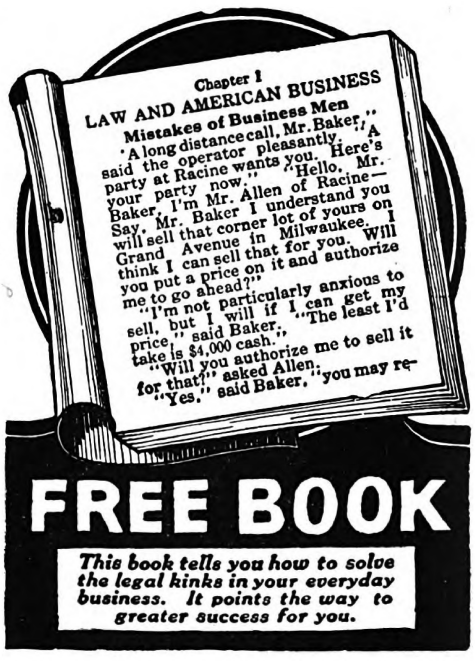
Note.—Do not make final judgment until other signs in writing are studied.

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Is He Critical?

A critical nature can get the owner into trouble quickly if destructively used. Many who criticize with the intention to help are often misunderstood. These people are found to write t-bars with a sharp point to the right and instead of making sharp pointed loops to the looped letters these loops are well rounded. The habitual critic, always looking for the fault in whatever he looks at, is constantly making lower "f's", "g's" and "y's" with a wasplike point. Such formation of letters shows an inclination to sting with the tongue. Sarcasm is connected with the critical trait in such writer.





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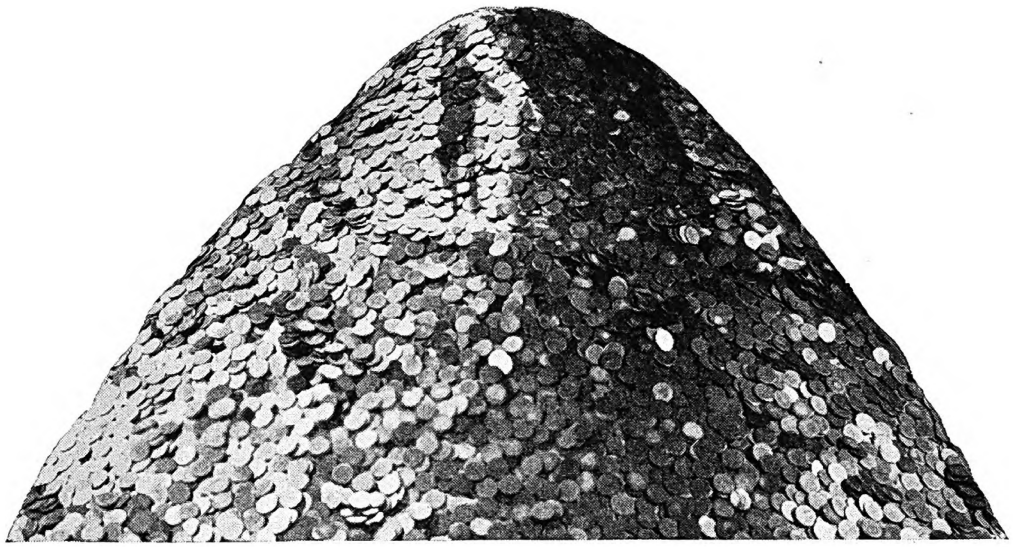
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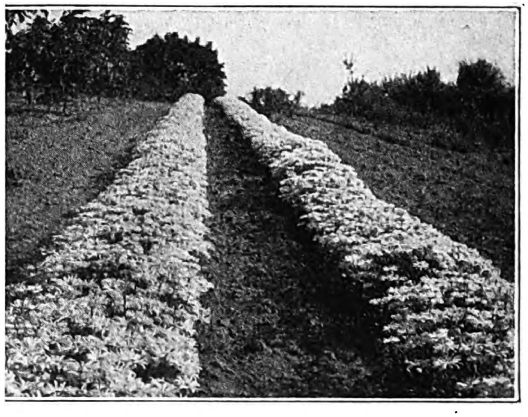
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THIS IS THE REASON why the Personality Study Club was organized. It is composed of executives and professional people who meet to study FOLKS. We study them from their faces, their chemistry, their temperament, their walk, manners, handwriting.

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.

YOU, TOO, can have a Personality Study Club in your own town. Organize it yourself, and make your own self a power as well as giving your town its most important light. You can have no greater guide than this course by Stanton for such vital work. The encyclopedia is designed for group study work, with questions and answers, illustrations, etc., and begins with the basic temperament after which it goes into the smallest details of physiognomy.

SUBLIME!

The above word is the only one which begins to describe the magnitude, the tremendous purpose of this course—the absolute sincerity of its great author and her above-named co-workers.

The Personality Study Club will send you this course if you will pay the postage charges, plus the cost to us—$7.00. The book is so heavy and large that the postage to California is usually over fifty cents. If you are as far west as California it will be necessary to send fifty cents, but twenty-five cents will cover points nearer Chicago. We cannot send books C. O. D.

Secretary, Personality Study Club,
3520 Sheridan Road, Chicago

I enclose $7.00, with.....for postage, for Mary Olmstead Stanton's course—Encyclopedia of Face and Form Reading.

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



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Three Hands From A Single Family

Yet They Cannot Eat Alike.

The Foods which one hand reaches for with joy make the other ill.

Each member of the family is a chemical law unto himself. Because his chemistry is different, his talents, his character, and his digestion is different, his ailments are different also.

In one hand the Potassium element is abundant, and that man needs his own kinds of foods if he expects to be a really healthy and successful man. In another hand there is too much Carbon, and not enough Calcium. She is very stout, because she is HUNGRY—not overfed. She lacks the food elements which balance weight. Another hand has a great abundance of calcium, and lacks sodium. He needs an abundance of certain other elements to keep him free from grouches, old age, and indigestion.

WHAT TYPE ARE *YOU* and WHAT DO *YOU* NEED?

You Are Entitled To Find Out Free!

"How to Eat" Magazine (Formerly Breakfast, Lunch and Dinner)

has arranged to give you an analysis of your chemical temperament, with a course in the chemistry of food, and a diet for your individual type. Our new subscribers are entitled to this, for health insurance, with a year's subscription to "How to Eat," the new monthly magazine edited by S. C. Greenwald, M. D.

LEARN THESE CHEMICAL SECRETS ABOUT YOURSELF

You Can Eat Your Psychology and Success.

Send for your course today, with a year's subscription to How to Eat, now ready.

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

OXYGEN FOODS—Oxygen makes for activity, health, success.

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

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

POTASSIUM FOODS—Potassium heals, balances, gives activity, good looks and versatility.

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

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

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

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

MANGANESE FOODS—The hysterical, neurotic patient is not a fraud. She is starved for manganese, the element which coordinates our thoughts.

PHOSPHOROUS FOODS—Phosphorous nourishes brain and nerves. When we are doing mental work we exhaust our phosphorous supply, and fatigue, nervous breakdowns follow.

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

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

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

CHLORIN FOODS — Chlorin is the cleanser of the body, expelling waste material.

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

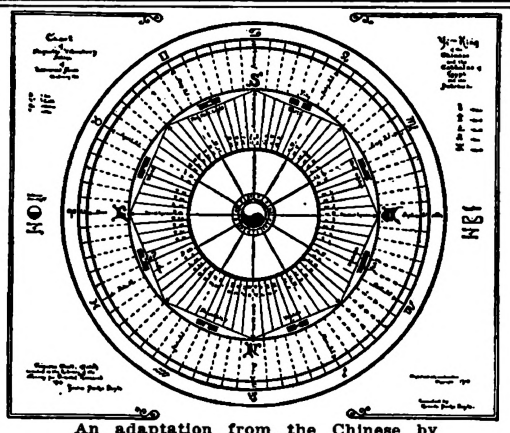
JUST WHICH CHEMICALS YOU lack can be told from front and side view postal card photos. (Send sample of hair.)

HOW TO EAT MAGAZINE,
1437—25 E. Washington St., Chicago.

I want to know which chemicals I have in too great abundance, and which I lack. I also wish a diet for my particular chemical temperament. I am enclosing photographs, sample of hair, and the following facts about myself, with $3.00, which covers a yearly subscription to How to Eat magazine, published monthly.

Name..... Address..... Weight..... Height.....

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An adaptation from the Chinese by Elvrita and Veolita Parke-Boyle.

Where has your NAME placed you in the "Numerical Zodiac"—the Chinese CIRCLE OF HEAVEN?

Your name, as well as every letter of your name, has its wave-length and its INFLUENCE is determined by its position in the Zodiac calculated from your Birthdate. Every letter of your name governs a certain physical organ, produces a certain color, element and keynote and as Nature's Law is BALANCE, it is possible to adjust your life by adjusting your Name.

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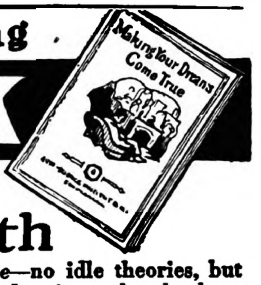
(Continued from Page 16)

He seemed to have lost all power over himself, if ever he had any, so that theft had become his master. The smallness of his bones in proportion to the general size of his body, was as plainly marked as it possibly could be; and well do we remember feeling that, if that young man had been taught in his earlier years to look after solidity of body and brain form, instead of robbing society, he might, by a staid, solid mind, resolute, honest purpose, and searching, intellectual power, have made society his debtor, instead of being a weak, unstable, wavering wave of the great human sea, tossed about by every wind that blew around him. Wherever, then, you find men of weak, undeveloped, uncompacted bones, do not be astonished if they are inconsistent in affection, fickle in business transactions, changeable in their purposes, without moral stamina, and freakish and unwise in their judgments. The foundation they have laid, or which has been laid for them, does not possess endurance and capacity for holding out. What, then, must the structure be? What is it that gives stability and physical purpose and endurance to the mountain, but the hard, solid rock within; and from what, in man, may we infer decision of character, and power to hold out in honesty, straightforwardness, and manliness of life, if not from a preponderance of hard, solid, earthy, osseous matter in his organization.

It must not be inferred from what we have said that big men are necessarily honest, and small men necessarily thieves. Men of large bulk are often very small boned, and small men are often the reverse. But what we assert is this—that, generally speaking, so general, indeed, as almost to amount to a law, it will be found that men, whatever be their general bulk, who have in their systems a preponderance of good, solid, osseous matter, are men who are large in the capacity of moral endurance, men to be trusted; men who, if other qualifications are present, are fitted for high, responsible situations; while, on the other hand, men who are wanting in osseous matter, in whose systems soft, flabby substance preponderates, are men without moral stamina, quite unstable, and altogether deficient in decision of character. That which would tempt the latter, and cause a fire in their lower nature, has little or no effect upon the former. It does not always thunder when it lightens; nor does it always rain when dark portentous clouds fill the sky. It is the soft elements in nature that deceive; and so is it among men. The hard, bony hand of the well matured mechanic rarely pilfers. Like others of a softer make, he may be tempted, but before him is a high aim in life, to pursue which he feels under obligation, and for the accomplishment of which he is conscious of possessing sufficient will-power; and bringing that power to bear upon the temptation, he decides against it at once, his whole moral nature thundering "No." And in every victory he gains fresh strength. It is the soft, small boned street-loafer out of which cut-pursers, foot-pads, pickpockets, house-breakers, shoplifters, and all the rest of the light-fingered gentry are made. Healthy work they have never enjoyed—and idleness is the mother of vice. The man who does not work, especially when young, cannot be expected to be very strong-boned, and in consequence cannot be expected to be very particular in his morals. He may have a certain amount of polish in him, but like the soft-faced, sleek, polite Dr. Pitchard, of Glasgow, he would deprive a very near relation of life, if money could be made out of such sacrifice of a friend.

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FOODS WITH THE SUN'S RAYS LEFT IN THEM ARE ELECTRICAL FOODS



STAY OUT OF THE KITCHEN
EAT ELECTRICAL FOODS COOKED ONLY BY THE SUN

There are thousands and thousands of cook books for sale. We do not need to learn to COOK.

We need to learn NOT TO COOK.

You have no idea of the thoroughly delightful foods there are in the world until you read the marvelous book, "Unfired Foods," by Dr. George J. Drews.

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IF YOU CAN SEE HIS OR HER HANDWRITING

The handwriting, as well as the face, walk, head, and birthday, is an accurate way of knowing a person's inner self. No matter what the lips say, no matter what the exterior is, the handwriting shows the inner value of a person. When we marry, or associate in business with people, we want to know the INNER value.

See the wonderful offer on the back cover of a free course of 39 lessons in handwriting, with a year's subscription to True Love.

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MANY SAY, "IT'S A GIFT!"

A Few Easy Rules is the Answer

You Can Have the "Gift"

The ability to "look right through" your friends is nothing more than the knowledge of how to apply a few simple rules that once were considered secrets.

You Can Surprise Your Friends

By entertaining them or you can safeguard your own interests by knowing others.

There is a way to get behind the "mask" of everyone and tell what the subconscious character and vibration is. There is a way to uncover the hidden self that lies within or behind the outer man.

The Two Most Practical Systems

have been combined in a book called "Know How," by Edna Purdy Walsh, editor of Character Reading Magazine. These two systems go hand in hand. They are twins and should never be parted. One verifies the other. And you have them both put into the same volume for the price of one. Here is the first:

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You can be an Analyst—as good as the best. Put the above statement to the test—and receive your surprise. Whether your name is William Smith or Mary Jones, the method that explains your name works the same. The letters that spell Phyllis Wainright, tell her character, ability and purpose in life. Prudence Poe or plain John Doe each is interpreted by this method of character reading popularly called "Numerology."

What Did You Come to This Life For?

Numerology will explain this. It will tell you the reason for your birth, the birthpath that you are taking, and your path of destiny. It tells you what you can be if you choose to go ahead. Then—

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After you have decided by Numerology just what are the habits and qualities of your friend, glance over his handwriting to see if he is negative or positive — whether he is harmonious or inharmonious. Certain keys in the writing, explained in the combined course, will indictate to you if the person you are analyzing is doing his best and is living up to his birthpath or if he is inert and indifferent.

150 Chapters of Handwriting (200 Illustrations) 12 Chapters of Numerology

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It requires no sacrifice
It *feeds* the youth chemicals



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

Vocational Library
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Chicago

A Day With a Nervous Person

There Are Reasons for the Five Meals a Day.
Nervous People Should Eat Little and Often

Breakfast
Pep Cocktail a half hour before
1 dish of steel cut oatmeal, sweetened with honey; cream.
2 slices bacon.
1 cup coffee or Fig Cereal Coffee.

10:30 A. M.
Fruit or Pep Cocktail raw, or 5 raw prunes stuffed with almonds.

12:30 P. M.
Nerve building broth.
Vegetarian dish.
Fruit and honey salad, with ground nuts, oil and lemon.

3:30 P. M.
Cocktail or milk and whole wheat bread, or whole wheat crackers with marrow.

6:00 P. M.
Baked potato with skins.
Butter.
Salad.
Vegetables.
Fig cereal coffee.

10:00 P. M.
Celery juice or grapefruit juice if restless.

Iodine sea lettuce each day.

NOTICE

See the special offer on the back cover, giving the free course, The Outline of the Chemical Types.

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Cover Design on True Love

To Know How To Love Is To Know How To Live

DO NOT CONFUSE LOVE WITH SEX ALONE

LOVE IS THE GREAT DYNAMO WHICH MAKES LIFE WORTH LIVING. Love greets us as we enter this world. Love waits for us as we pass on to other expressions of life. Love IS life.

Love raises the blood pressure when it is low. Love puts new zest in our work, our food, and our play.

TO LOVE IN A HIT-OR-MISS FASHION IS AS CRIMINAL A THING AS TO RELEASE ELECTRICITY WITH THE INTENT TO KILL. The greater the power for good, when controlled, that same force becomes a greater power for harm when uncontrolled. WE SHOULD KNOW LOVE AS WE KNOW ELECTRICITY.

Love Is The Divine Principle In Life All Other Things Are Its Servants

Prepare Yourself For True Love and True Love Will Come To You

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TRUE LOVE offers for a short time, thirty-nine lessons in handwriting, "Know Your Sweetheart by His Handwriting," absolutely free. THIRTY-NINE LESSONS FREE to those who really want to study the subject of love as related to character analysis. These lessons were written by Edna Purdy Walsh and they comprise the first twenty-nine lessons of her incomparable course in graphology.

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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.

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FREE—With above books—The course, "Outline of the Chemical Types," by Edna Purdy Walsh.

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