

Complete Instructions

*In*

# HYPNOTISM

SUGGESTION AND ALLIED  
PHENOMENA

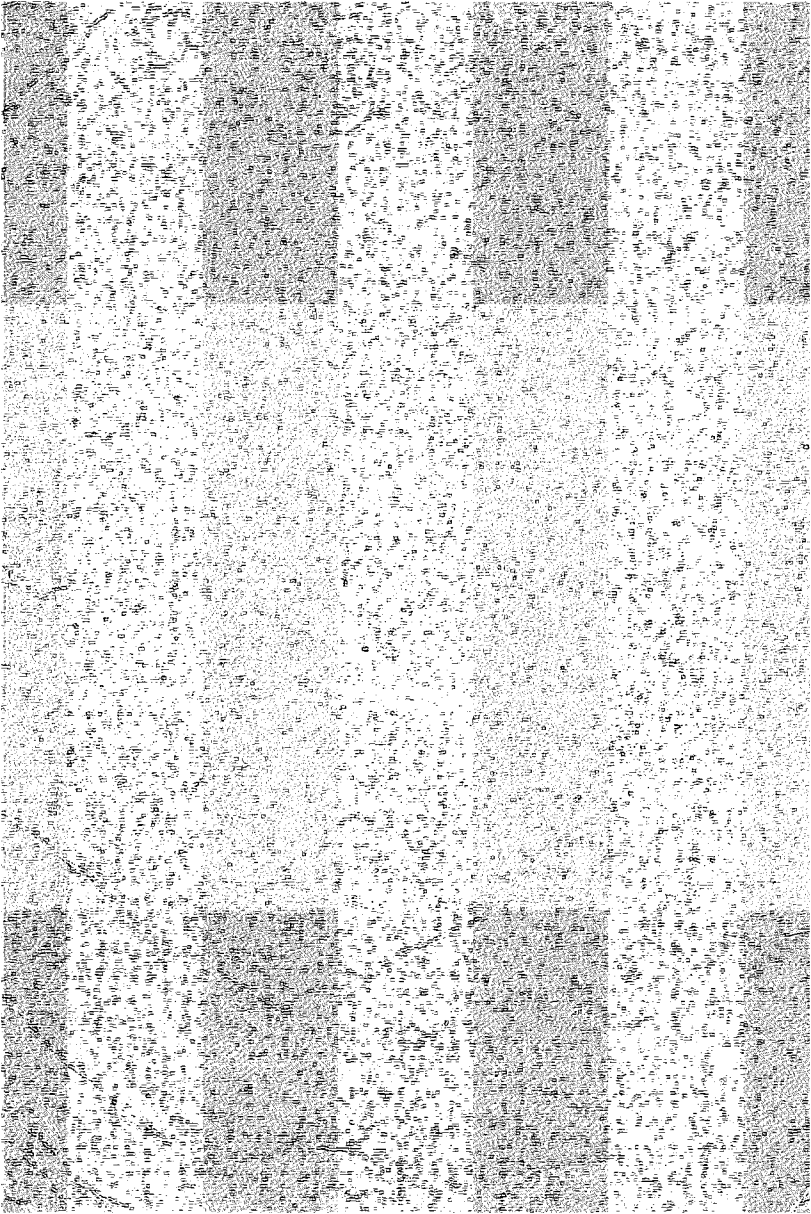
*Twenty Lessons*

*By*

**THE KNOWLES**

Elmer E. and A. Beatrice

*America's Foremost Hypnotists*



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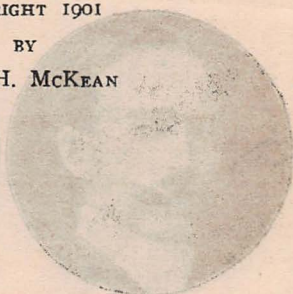
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PREFACE.

**T**HE great demand for practical lessons in Hypnotism by practical operators has prompted us to prepare this little work. We sincerely trust that it will not only fall into the hands of those who will assist in putting hypnotism on a higher basis, but serve to dispel the fear, prejudice and skepticism that exists regarding the wonderful science.

THE AUTHORS.

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## TWENTY LESSONS IN HYPNOTISM

## LESSON I.

## DEFINITION AND EXPLANATION OF HYPNOTISM.

**H**YPNOTISM is the result of mental action, the concentration of the minds of both operator and subject upon a single suggestion which carries the imagination into a reality according to the suggestion. One of the gross misconceptions of the hypnotic phenomena is the belief that it is a contest of will force in which the operator succeeds by superior strength, or that it is a strong mind controlling a weaker one.

The two great objections that have been urged against the use and practice of Hypnotism have been its connection with crime and its injurious effects. The former objection, i. e., that a person may be influenced to commit crime while in the hypnotic state, has been made only by those who are not familiar with the results obtainable by hypnotic suggestion. Every psychological experiment made by skilled operators has evidenced the fact that a subject cannot be influenced to do an act repugnant to his natural disposition; that conscience, that faculty inherent in man by which he discriminates between right and wrong, asserts itself and protects the subject in all stages of hypnosis. Perhaps the best reply that we can make to the latter objection, i. e., that frequent hypnotization tends to weaken the mind and will of a subject, is to call attention to the fact that hypnotism has been practiced for more than one hundred years and there is not a case recorded where it can be proven conclusively that hypnotism was the direct cause of injuring a subject either mentally or physically.



We find the hypnotic state to be a condition in which a man's susceptibility to suggestion simply becomes increased; he may be caused to lose control of voluntary muscles; to portray a character with the ease and naturalness of one who has had years of dramatic training; a condition in which the special senses become equally susceptible to suggestions, viz: he may be caused to imagine that he sees, hears, tastes, smells or feels that which is suggested to be before him.

## LESSON II.

### HOW TO INSTRUCT A SUBJECT.

In the preparation of these instructions, we will impart such information as we have obtained during ten years of public work, and would advise each purchaser to study them sufficiently to become familiar with the different forms of suggestion. Before attempting to hypnotize a person, explain the conditions necessary, viz: the subject's mind must be concentrated upon the suggestion placed by the operator, the exclusion of all other ideas being necessary for the operator's success; he must fix the gaze as the operator suggests, at all times allowing himself to be in as passive a state as possible. Many people expect to be instantly thrown into an unconscious condition, in which they are compelled to obey any and all suggestions of the operator. Such a thing is impossible.

We find it to an advantage to first induce a condition in which people lose control of certain muscles. Explain that the mind controls the voluntary muscles of the body; that the concentration of thought upon a suggestion will carry the imagination into a reality according to the suggestion; that the person who has been hypnotized has done as much to induce the condition as has the operator. Next explain that hypnotism within itself is absolutely harmless, that if the subject is afraid to go into the hypnotic state the operator cannot succeed, for in such cases there is a resistance on the part of the subject; that there must be concentration of thought upon and in favor with the various suggestions; that



in case you succeed in inducing the hypnotic state, it would be quite impossible to compel him to do a thing repugnant to his natural disposition.

Some people contend that they cannot be hypnotized because they possess exceptionally strong will power. Explain that the class of people most susceptible to hypnotic control are those who possess strong will powers, properly developed imaginations and ability to concentrate the attention upon a single suggestion to the exclusion of all other ideas. We find it impossible to hypnotize an idiot, a weak-minded person, insane people, people already under an unnatural influence and children too young to understand the conditions necessary. We must remember that the operator never works outside the domain of natural laws in the induction of the hypnotic state, that he is not a person gifted with certain supernatural power which enables him to control the minds of others. Never tell a subject that you believe he will be hard to hypnotize, or that you are afraid you cannot gain control of him. Such remarks only cause the subject to doubt your ability to hypnotize, and it is essentially necessary that the subject should have confidence in the operator.

### LESSON III.

#### HOW TO FASTEN THE EYES.

Request the subject to sit in an easy, comfortable position, allowing the feet to rest firmly on the floor and the hands to fall limp by the sides or loosely upon the lap; to converge the gaze, turning the eyes upward, and think of the eyes being fastened. Step behind your subject and lean forward so you can look down into his eyes, then after you have kept the gaze converged for about a half minute, tell him to close the eyelids but to keep the eyeballs turned upward, and to think of the eyes being fastened. Say to him: "Your eyes are becoming fastened, you are losing control of the muscles of the eyes, you will find that by keeping the eyeballs in the position described and thinking intently of the idea given, you

will lose control of the muscles of the eyes, they will become fastened and it will be impossible for you to open them."

You must expect the subject's eyes to become fastened and the tone of your voice must imply that although he does try to open them it will be impossible for him to do so. Tell him not to try to open the eyes until he hears you request him to try. We find this to be the best test to determine the willingness of the subject, for if he is obedient and complies with the request to keep the gaze converged, the eyes will become fastened whether the hypnotic state is induced or not. After you have repeated the above suggestion, and are satisfied that the subject has complied with the conditions you have described, say to him: "Now I am going to tell you to try and open your eyes but you will find that they are fastened and you cannot open them. Now try slowly to open the eyes but you cannot." If you have not succeeded in fastening the eyes it is because the subject is not trying to keep the gaze converged, and it would be well to explain that unless he is obedient and tries to be hypnotized, you cannot succeed. If you succeed in fastening the subject's eyes, and upon requesting him to try to open them, you find he cannot do so, say to him: "Allow your eyes to resume their original position, look toward the floor and you will find that you can open the eyes and they will feel all right." At the same time snap your fingers or slap your hands together sufficiently hard to attract his attention and in a loud, commanding tone tell him to awaken.

#### LESSON IV.

##### HOW TO DEHYPNOTIZE OR AWAKEN A SUBJECT.

It seems that writers of sensational articles have so misconstrued this phase of the science that many people have been caused to believe that an amateur hypnotist can hypnotize a person but be unable to dehypnotize or awaken him. Our students often say: "I am afraid that if I put a subject to sleep, I will be unable to awaken him."



Hypnotized people are not reduced to mere automatons; they do not become machines or tools in the hands of an operator, nor are they robbed of their individuality. Most hypnotic stages are not unlike the conditions which exist during normal sleep in which the higher functions of the brain are reduced in activity while the lower are still active. It is only natural for the person who submits himself to an operator to have an idea as to how long the condition will exist. The public performer in order to establish certain facts relative to the science often puts a person to sleep for a prolonged period varying from twenty-four hours to seven days. In that event the subject receives a suggestion that he will sleep a certain number of hours and awaken at a stated time. In his platform experiments he seldom suggests to a subject the time his awakening will take place but the subject understands or at least forms the idea from other experiments that the demonstration for which he is being used will not last to exceed fifteen minutes, and in case of an accident or any unforeseen reason the subject should not receive the operator's attention the condition will last according to the subject's expectation.

Before attempting to induce the hypnotic state, always tell a subject that you will restore him to the normal condition by saying: "All right, wide awake," and tell him that when he hears those words he will awaken. Then when you say: "All right, wide awake," to your subject, concentrate your mind upon the idea that he will awaken. Remember that the hypnotic state is a condition wherein the susceptibility to suggestion is increased, that the subjective mind is at all times amenable to control, accepting as a reality any suggestion made by the operator, providing the suggestion is not repugnant to the natural disposition of the subject; so if, after complying with the above conditions, you do not succeed in awakening your subject, you may know that he is shamming.

There are some who think it a smart thing to assume the position and condition of a hypnotized person, pretending that they are hypnotized when they are really in the natural

state. This will happen frequently when the subject is aware of the fact that he is being operated upon by an amateur. We simply tell such people to sham until they get tired, and the moment they realize that you are not worrying about them they will quit shamming. The failure of the amateur to awaken the subject is due to the failure to control himself sufficiently to concentrate his mind upon the idea that the subject will awaken; he allows himself to become excited. The moment you concentrate your mind on the thought that the subject will awaken, he will do so.

## LESSON V.

### THE FALLING TEST.

Request the subject to stand erect with the feet side by side and the hands limp by the side, to open the eyes wide and look squarely in yours and think of falling slowly forward, and to yield to the slightest impulse to fall. Tell him you will not permit him to fall to the floor, for if the subject has not been told this he would naturally resist. When influencing a person to fall either backward or forward always expect him to fall, for if you doubt your success, your actions will cause the subject to lose confidence in your ability to obtain the result and that is one of the most important factors of success, the implicit confidence of the subject. Gaze intently into the eyes of your subject and make passes with the hands from the base of the subject's brain forward and downward. The passes should be made very slowly. Say to your subject: "You will experience a desire to fall forward, you are falling—falling." Sometimes a subject will allow his gaze to wander from yours and his facial expression will denote that he is not thinking earnestly of falling. In such a case your suggestions should be made in a commanding tone. Tell your subject that if he has no control of himself he cannot expect to be controlled. If you do not succeed in drawing the subject forward, tell him to elevate the gaze to an angle of about forty-five degrees and think intently of falling backward. Press your thumb



between his eyes and say to him: "Now you will experience a desire to fall backward, you will feel something slowly drawing you backward and I want you to give yourself entirely up and fall when you experience the desire." Step behind the subject and look intently at the base of his brain (the medulla oblongata) and slowly and forcibly suggest as follows: "You are falling slowly backward—you want to fall backward—do not resist—I will catch you—falling—falling—falling." If you succeed in inducing him to fall, catch him with your left hand and with your right snap your fingers loudly and say: "All right, wide awake."

## LESSON VI.

### HOW TO FASTEN THE HANDS.

Have the subject be seated in an easy natural position so that both feet will rest firmly upon the floor. Instruct him to give you his entire and undivided attention, to listen attentively to each suggestion that is made and permit himself to be in a passive state. Tell him to clasp his hands and to think intently that they are becoming fastened. Say to him: "Grip your hands tight—tighter—tighter—until they become stiff and rigid. Now you are losing control of the muscles of your arms and hands." You should at all times gaze steadily into the eyes of the subject at no time allowing his gaze to wander from yours. Repeat slowly in a clear firm tone: "Your hands are becoming fastened, you are losing control of the muscles of your arms and hands, grip them tighter—think again that your hands are fastened and do not try to pull them apart until I tell you to do so—but you will find when you try to do so, that you have lost control of the muscles and you cannot pull your hands apart." While you are making these suggestions press between the subject's eyes with the thumb of the right hand allowing the fingers to rest upon his head. With the left hand grip his clasped hands tightly in yours to see if he is following your suggestion and is really trying to be hypnotized. If his hands are limp and

his muscles soft you may depend upon it that he is expecting you to fasten his hands without an effort on his part. In such cases you cannot succeed.

On the other hand if you see by the expression of his face that he is giving you his earnest attention and is following your every suggestion you may be sure that he will make an excellent subject. Repeat again: "When I tell you to try and pull your hands apart I want you to try, but you will find that you have lost control of the muscles of the arms and hands, the muscles refuse to act and you cannot pull your hands apart. Now try slowly to pull them apart; keep looking squarely in my eyes; you can't; you can't."

When he attempts to get the hands separated and is unsuccessful, clap your hands together making a sharp noise or snap your fingers and say: "Awake—wide awake. Now you can unfasten your hands," at the same time think that your subject will awaken.

After each test be sure that the influence is entirely removed. You may operate upon subjects who have been hypnotized many times, and as frequent hypnotization increases susceptibility, the awakening of such subjects will often require an unusual effort on the part of the operator.

The student must not forget that the hypnotic condition has been induced by suggestion and it is necessary to employ the same means to restore the subject to the normal state.

## LESSON VII.

### POINTING THE FINGERS.

With the subject seated, his feet firmly upon the floor, request him to open his eyes wide and look squarely in yours, to close the hands allowing the index fingers to remain open and to draw the hands back so that they are eight or ten inches apart but pointed directly toward each other. At all times look squarely in the eyes of your subject, at no time allowing your gaze to leave his or his to leave yours. Tell him to hold his hands perfectly still and to think that



when he tries to place his fingers together or make them meet, that he is going to miss them; to think that he cannot put them together.

It is well to request the subject to allow his hands to pass a few times before the hypnotic condition has been induced. Then with his eyes fixed, looking squarely in yours and the hands drawn back eight or ten inches apart and pointed directly toward each other, slowly and positively suggest as follows: "Think that your fingers will not meet; that when you try to place them together you are going to miss them. Allow that one idea to occupy your mind. Do not wonder what sensation you will experience but think intently that you are going to be unable to make your fingers meet. You are losing control of the muscles of your arms and hands, and you will find that when you try to place the tips of your fingers together you will miss them. Try slowly to place the tips of your fingers together. You cannot make them meet. Now look at your hands and do not take your eyes from them. Try to place the fingers together—you cannot make them meet."

A suggestion cannot be repeated too often as it gains strength with each repetition. If in any of the foregoing experiments you do not succeed the first attempt, do not allow your failure to discourage you. Do not expect to control more than forty percent of the people you operate upon. You will find that you will succeed in gaining control of many people with whom you fail completely the first or second attempt, you must operate upon a great many different people and not allow the failure to hypnotize some particular individual to discourage you. The person who is easily discouraged never accomplishes anything. Make up your mind that you will succeed, that there will be no such word as "fail" in your vocabulary.

The instructions thus far have been for the induction of what we term the first stage of hypnosis, the condition in which people lose control of the voluntary muscles of the body. If you wish to give exhibitions, many of the

## TWENTY LESSONS IN HYPNOTISM

usual platform experiments can be introduced with the subject in the first stage of hypnosis, by placing the suggestions as per the foregoing instructions, always awakening the subject according to the instructions in Lesson IV, **How to Dehypnotize.** etc. For further information on "how to give exhibitions," see Lesson XX.

### LESSON VIII.

#### HOW TO PRODUCE SLEEP.

Request your subject to seat himself in a comfortable position, the feet side by side, resting firmly upon the floor, the hands limp by the sides. Explain to him that if you succeed in inducing sleep it may require his undivided attention and assistance for from three to thirty minutes; that he must utterly disregard the surroundings, and at all times listen attentively to every suggestion that is made. Say to him: "I want you to open your eyes wide and look squarely in mine." After you have gazed steadily into his eyes until you have noticed the dilation of the pupil, request him to close his eyes and try to go into a natural sleep. Then slowly and in a low tone suggest as follows: "Count slowly to yourself over and over in the following manner, one—two—three— one—two—three— one—two—three—, at the same time allow the muscles of the body to become relaxed." Allow him to count for about three minutes, then suggest: "Now repeat to yourself mentally—I am going to sleep, I am getting sleepy, I want to go to sleep." While the subject is repeating this to himself you should press lightly with the thumb of the right hand between the eyes at the root of the nose and at the same time suggest as follows: "You are getting sleepy, your eyelids are getting heavy, you want to go to sleep, you cannot stay awake, sleep—sleep—sleep—fast asleep." When you are through experimenting, awaken your subject as per instructions in Lesson IV,



## LESSON IX.

## HOW TO PRODUCE HALLUCINATIONS.

With people you succeed in putting to sleep you can produce the various hallucinations simply by suggesting for them to think of the object you want them to imagine they see, always giving as vivid a description as possible. It is interesting to note the different individualities of hypnotic subjects and their behaviour under hypnosis. For instance when the operator has suggested to the subject that he will see a canary bird, describing perhaps, the color of the feathers of the wing or head, the subject upon opening his eyes may imagine he sees but a part of a bird, usually that part described by the operator. Other subjects may imagine that they see the entire bird or even several birds of the same color and size. The difference in the hallucinations produced may not be entirely due to the incomplete description given by the operator but to the difference in the development of the imagination of individuals.

Different hallucinations may be produced, in which any one or even two or more of the special senses may be employed. Following are the instructions for the introduction of an experiment in which the senses of sight and touch are brought into prominence. When you have your subject in a deep sleep tell him that the chair on which he is seated will become very uncomfortable, that it will be impossible for him to find a comfortable position in the chair. Suggest: "Think of an uneasy chair in which it is impossible to find a comfortable position. Picture in your mind an old chair with a crooked back. You are going into a very deep sleep—sound asleep." Then say in a loud firm tone: "Open your eyes wide, look right in mine." If he does not open the eyes immediately press upon the root of the nose or open the eyelids with your thumbs. Then say: "Your chair is very uncomfortable—you cannot find an easy position in the chair—look at the back of the chair and see how uncomfortable it appears to be." After he

tries in vain to find a position that is comfortable, you will then recognize the fact that you have your subject in the condition in which the subjective mind is amenable to control, and you can lead from this to other tests. You can have him imagine that a swarm of angry bees is about him or that he sees a lake and you can give him a fishing pole and have him imagine he is catching fish if you so desire. It may be necessary for you to repeat your suggestions several times but most subjects will accept the suggestion as a reality the first time it is placed. Place your suggestions in a clear, forcible manner and picture to your subject as clearly as possible what you wish him to see, touch, taste, hear or smell. It is not an unusual occurrence to induce sleep with an individual and then be unable to produce an hallucination in his mind. In our platform experiments (when operating upon a number of subjects at the same time) we often succeed in putting certain individuals to sleep, and, while others in the class will respond to every suggestion, they seem to utterly disregard every suggestion given them. While authorities have offered different explanations as to the cause of this it is evident that the failure to produce hallucinations in the minds of certain individuals is due largely to the fact that the subject has a preconceived idea that what he may be made to do in the hypnotic state will cause him to be criticised or ridiculed by the onlookers, and as the auto-suggestion is stronger than any that can be placed by the operator, hence the failure.

## LESSON X.

### THE CATALEPTIC CONDITION AND HOW TO INDUCE IT.

The cataleptic condition has been regarded by many writers and the interested public as a dangerous one, but to the person who has made a study of the different forms of suggestion, catalepsy is one of the most interesting phases of hypnotism, nor is the danger as great as many would suppose. The experiments made upon cataleptic subjects



by public performers are such that the operator is often severely criticised by the audience. Especially is this true when they see the frail body of a woman or child (with the back of the neck upon one chair, the feet upon another) made to support from ten to twelve times its own weight. To those who are already firm believers in the reality of hypnotism such experiments seem superfluous, but it must be remembered that there are always a few skeptics present at a public entertainment, and the legitimate operator in his endeavor to dispel the existing prejudice and skepticism performs feats that could not possibly be performed without the aid of hypnotism.

In our public work it has been our aim to present hypnotism in such a way that our demonstrations would not only tend to interest and amuse but instruct as well, always eliminating those features that are usually objectionable to people of nervous temperaments. But in some localities (where the people have been humbugged by fake hypnotists) we find it necessary to establish certain facts relative to the science regardless of censure. The cataleptic condition is one in which the muscles of the body become stiff and rigid, and in the performance of such experiments as described above the body will support enormous weights, as it has the combined strength of bone and muscle. A few accidents have been reported in connection with the introduction of cataleptic tests in which the subjects were injured, but in every instance it has been due solely to the carelessness of the attendants who failed to select strong furniture.

To induce the cataleptic condition you should first put a subject to sleep, then suggest as follows: "When you hear the word rigid your muscles will become stiff and rigid and you will find that you cannot move a muscle of the body." Repeat this suggestion about three times and then when you speak the word rigid speak it in a loud, commanding tone. In cases where the subject is hard to put in the cataleptic state it is well to tell him to think of the muscles becoming

rigid, to grip the hands as tight as possible. You should also think of the subject becoming rigid. When you wish to restore a subject to the normal condition employ the same method taught in Lesson IV. In tests where you put heavy weights on the body stand the subject erect before you and tell him to close his eyes and think of becoming strong and rigid. Then when you place your suggestion with one hand on each side of the head make passes downward to the waist repeating the suggestion "rigid" several times until you see that the muscles are rigid.

## LESSON XI.

### POST HYPNOTIC SUGGESTIONS.

Post hypnotic suggestion means to place a suggestion to which the subject will respond at a stated time in the future. The operator must select extraordinary sensitives to obtain good results with post hypnotic suggestion, and it is frequently necessary to repeat an experiment several times before it can be called a successful one. It has been remarked by several eminent authorities that the subject carries out the suggestion previously given him without any knowledge of the fact that he is being influenced by hypnotic suggestion. This is probably true in the greater majority of cases but an occasional experiment is made in which it is clearly demonstrated that the subject is aware that some influence is being exerted over him. For instance, at a private seance in Dallas, Texas, during an engagement there, the hostess being well acquainted with the different forms of suggestion asked to see an experiment with post hypnotic suggestion, and expressed a desire to have her daughter used for the experiment. The daughter after being hypnotized was told that at 3:30 on the following day she would experience a desire to play an aria from Verdi's 'L Trovatore. We had heard her play this selection and knew she was familiar with it. After being restored to the normal condition she bade the party of friends good bye in the usual way and showed no



signs of being influenced until 3:30 on the following day when she remarked that she felt that a strange influence was being exerted over her and that a certain tune was running through her head. She said "I must play that piece at once," and going to the piano she played it with remarkable ease and expression.

Aside from the curing of habits, about the only benefit to be derived from post hypnotic suggestion is in cases where individuals repeatedly fail to remember to fulfil certain duties at certain hours. This may be corrected by the placing of post hypnotic suggestion.

In order that post hypnotic suggestion may be effective a deep sleep should be induced and the subject allowed to sleep from two to five minutes both before and after the suggestion is placed. Operators must remember that the placing of a suggestion, the fulfillment of which is contrary to the natural disposition of the subject, will usually result in the spontaneous awakening of the subject.

## LESSON XII.

### INFLUENCE AT A DISTANCE.

This phase of the science is practiced but little, owing to the fact that the percentage of people susceptible to the degree necessary for successful experiments is very small. With good sensitives, however, remarkable results can be obtained. All experiments should be tried as follows. The operator should instruct the subject to give him his attention at a certain time, or think of a certain thing at a given time. Then when you know the condition of the subject's mind, concentrate your mind upon what you wish the subject to do. The cause of so many failures in influencing people at a distance is not only due to the lack of confidence on the part of the operator but to the fact that none of the special senses are employed in receiving the suggestion. Unlimited confidence on the part of the operator is essential for success.

## LESSON XIII.

## TELEPATHY.

Telepathy, according to the best authorities on occultism, is the most subtle of all forms of suggestion, and but few operators are capable of giving satisfactory demonstrations in telepathy or thought transference. Many amateurs with their complex theories make telepathy as clear as mud, leaving an audience in doubt as to its genuineness. We find it most difficult to demonstrate telepathy, and usually obtain the best results from subjects who have been operated upon many times. Following is an extract from the St. Cloud, Minn., Daily Press-Journal concerning a demonstration made in that city in August, 1900:

## A RELIABLE TEST.

**ELMER E. KNOWLES, THE HYPNOTIST, GIVES AN EXHIBITION OF HIS POWER OVER HIS SUBJECT.**

"A reliable test in telepathy, and one that will admit of no quibbling, was that made by Elmer E. Knowles, the hypnotist, this morning. A committee consisting of Dr. W. L. Beebe, M. D. Taylor, N. Lambert and J. R. Jerrard, took Mr. Knowles in charge. The watches of the committee were set so that they agreed, and a visit was made to the sleeping subject in Atwood's show window. Messrs. Beebe and Taylor took Mr. Knowles to the St. Cloud Grocery Company's ware rooms, and away from everyone, he was instructed to have his subject, who had been asleep since 9.30 last evening, make certain movements of the body, the nature of the movement and the hour, minute and second being suggested by the committee. The first suggestion made by the committee was to have the subject rise to a sitting position at exactly 11 o'clock and 14 minutes. Four other movements were also suggested, and when the committee met and compared notes, it was found that at exactly 11.14 the subject, without the use of his hands or feet, slowly raised to a sitting posture, every muscle being rigid, then fell back with a heavy thud upon the couch. The five movements were carried out exactly as Messrs. Beebe and Taylor had ordered. The



exhibition attracted a great crowd which dispersed, convinced of the great power possessed by The Knowles."

The success of demonstrations like the above is due to absolute confidence on the part of the operator, and complete concentration on the movement you want the subject to make.

## LESSON XIV.

### HOW TO CURE HEADACHE.

Have a patient assume a reclining position and close the eyes. Place your fingers lightly upon the eyelids and wait several minutes without making a movement or saying a word. This has a tendency to make the subject passive. You should now employ the method used in Lesson VIII (How to produce sleep). When you think the mind is in the proper condition to receive your suggestion, step to the head of the couch and place your hands upon the subject's head so that the tips of the fingers meet at the center of the forehead, just above the root of the nose or between the eyes. Begin stroking the forehead with a light, firm touch, drawing the hands quickly away from the forehead well over the temples. After repeating this movement several times suggest: "You will now experience a change and you are going into a very deep sleep." Keep on making the passes with your hands after you are aware that the subject is unconscious of your touch. Then say: "When you awaken your headache will be gone and you will feel all right." Repeat this last suggestion several times, then awaken your subject in the usual way and you will find that in cases where the headache has been brought on by nervous or mental causes it has disappeared and the patient feels as well as ever. In the same manner you can effectually cure toothache, earache, etc., etc. You cannot repeat your suggestions too often in curing diseases and you must be earnest, sincere and determined to succeed.



## LESSON XV.

## HOW TO CURE HABITS.

FIRST.—The Liquor Habit. It is not policy to attempt to break a person of drinking liquor who has not the desire to abstain from the use of it, and in extreme cases hypnotic suggestion may fail completely. After a deep sleep has been induced the suggestion should be made as follows: "The next time you drink liquor it will make you very sick, and you will form a strong dislike for it." Repeat this suggestion four or five times and also repeat the experiment until the cure is effected. A very good plan is to offer a hypnotized person a glass of water, telling him that it is a glass of liquor and that it will make him very sick. In cases where you succeed in causing the subject to imagine that he is sick from drinking pure water (which he imagines is liquor), it is positive evidence that he is susceptible to that degree necessary to cure him of the liquor habit.

SECOND.—The Cigarette Habit. The present generation is one with more cigarette smokers than any in the history of the world. The authenticity of the above statement can be verified by the statistics showing the number of cigarettes which have been manufactured and sold to consumers during the past year. The deadly results of this pernicious habit can best be determined by a visit to the insane asylums throughout the land, where the physicians admit that from one-fourth to three-fourths of the inmates are there from excessive cigarette smoking. Perhaps the most effective way to arouse a desire in the mind of a young man to abstain from cigarette smoking is to make him familiar with the above facts. Then employ the following method. Induce a light sleep, request the subject to open his eyes, furnish him a lighted cigarette and at the same time suggest: "Now when you commence to smoke you will become very sick at the stomach and will have to vomit. Each time you smoke you will undergo the same ordeal." Repeat the suggestion as often as is necessary.

THIRD.—Chewing and Smoking Tobacco. Many people become addicted to this habit in early years who do not realize its injurious effects, or how difficult it will be to quit using it until they grow old enough to reason, nor do they, until that time, know how uncleanly the habit is. Then the individual awakens to the realization of his folly and wishes to be released from the desire to use tobacco. It is with such people that hypnotic suggestion plays an important role. But in the curing of such habits we must consider the susceptibility of the subject and the strength of his will power. He must not rely entirely upon hypnotism but must render all the assistance in his power. His strong determination to quit using tobacco coupled with the strenuous effort of the operator will in a large percentage of cases be rewarded with success.

After you have induced sleep with your subject make such suggestions as: "You will find that the appetite for tobacco will leave you and you will not crave it as you have heretofore. The next time you smoke or chew it will make you very sick." You may find it necessary to repeat the suggestions several times.

Other habits such as morphine, cocaine, opium, etc., etc., may be successfully treated by employing similar methods.

## LESSON XVI.

### HOW TO CURE DISEASES.

Many writers upon the science have misrepresented the possibilities of hypnotism holding it up as a panacea and claiming that all diseases can be cured by the aid of hypnotism. This, we believe, is a misrepresentation. However all diseases can be greatly benefitted by hypnotic suggestion but to say that a permanent cure can be effected in diseases of the vital organs is an exaggeration. Many diseases arising from nervous troubles, such as paralytic strokes, insomnia, nervous prostration, etc., etc., can be cured in cases where the patient is susceptible to hypnotic control. Physicians



have long recognized the importance of suggestion in connection with the practice of medicine in the treatment of all nervous ailments.

The first step with the successful hypnotist, is to make up his mind that what he says to a patient will have the desired effect, that he can and will cure diseases. Suggestions made to the patient when he is in the hypnotic state will be accepted by the subjective mind as a reality and become intensified as they are repeated. Always make encouraging suggestions, but do not tell a patient that he is not sick when he knows that he is. Such suggestions cause your patients to lose confidence in you. Tell a sick person that you know he is not well, but that you know you can do him good; that you have cured others who were in a worse condition and that you are quite certain that you can cure him. Tell him that he must expect his condition to be bettered; that faith in the healer and his ability is one of the essential factors of success.

Do not expect to cure those who fear hypnotism for to frighten a person may result in a change for the worse. First inspire confidence by telling him that if you cannot do him good, you will certainly not do him any harm, that you may be able to restore him to health but must have his confidence. When the patient feels that you are telling him the truth and believes that you have an interest in his welfare, all feelings of distrust and suspicion will be overcome; he will become interested in your work, and anxious for you to experiment with him. If he sees that you have confidence in your own ability, it will naturally make him rely more upon what you say to him.

While making suggestions to a patient, look squarely at all times in his eyes, and speak with force and in a positive tone, repeating your suggestions often. By this we do not mean to speak loudly at all times, but with energy and conviction. A person may read of how to place a suggestion, and may even see patients restored to health by the use of suggestion, and then be unable to



place one in the proper manner. The operator must first be confident of his own success, and this will become impressed upon the patient's mind by every word, gesture or movement, and he finally believes that you know your business thoroughly, and this of itself inspires confidence.

## LESSON XVII.

### HOW TO INFLUENCE CHILDREN.

The moral value of hypnotism in the early training of children is unlimited. If parents had a thorough knowledge of suggestion they would not experience so much difficulty in correcting children. It is before the little one has developed a strong will that ideas of right and wrong may be inculcated in the mind which are seldom if ever entirely forgotten. The error often made by parents is to allow the child to get beyond the impressionable period and then when they try to correct it they find the child has developed to a large degree a will of its own, with which it is indeed hard to cope. The parent who attempts to control a child by frightening and deceiving makes an error, for when the child discovers the true state of affairs its confidence in the parent is not only shaken, but it naturally conceives the idea of lying, which is usually one of the first objectionable habits formed by children. So the great fault of the children of today lies not so much with the children, but their early training and surroundings. It is important to consider that every idea that develops in the mind of a child is the result of a suggestion, which may be in the form of an act, word, gesture or any communication to one of the special senses. Parents will find the following method of great value in correcting children. In cases where hypnotic control can be obtained suggestions will of course be accepted much more readily than if placed during the natural condition. All suggestions should be in body, truthful and conscientious, and placed with the belief that they will not only be obeyed but have a lasting power. With children too young to under-

stand the conditions necessary for the induction of the hypnotic state suggestions may be made to them during natural sleep, as the subjective mind never sleeps and is always amenable to control. These suggestions must be made in a manner earnest and sincere, yet not in a tone that would awaken the child. Parents will find it necessary to repeat suggestions often when they are made to children in natural sleep. Make such suggestions as: "You will not tell lies—you want to be a truthful child—you will be obedient, etc., etc." The suggestion should of course be worded to correct any habit the child may have formed.

### LESSON XVIII.

#### PERSONAL MAGNETISM AND ITS DEVELOPMENT.

The philosophy of personal influence is receiving much discussion in literary periodicals, especially those which devote much space in their columns to scientific investigation. It is an undeniable fact that one can develop personal magnetism the same as any muscle of the body by constant usage of the same, one of the most essential elements of success being absolute confidence in one's self. We see many persons about us in every day life, successful in whatever they undertake. We meet people constantly who seem to exert an influence over those with whom they come in contact. These people seem to possess some subtle, unseen power that attracts, and upon investigation it will be discovered that they invariably have a strong will power. We have then two elements that must be considered: First, absolute control over and confidence in ones self; second, a strong will power.

An athlete, to develop the physical body, takes exercise that will employ the muscles he is desirous of developing. To develop the will power one must take exercise that will employ the will power. Each time an individual governs himself by controlling his temper, he is strengthening his will power. There seems to be a strength of charac-



ter emanating from a person who possesses a strong will power that by nature dominates over people with whom they come in contact.

To develop the will power, one should repeat the following resolutions to himself once or twice a day for from three to six weeks, or longer, if necessary:

I CAN AND WILL CONTROL OTHERS.

I CAN CONTROL MY TEMPER.

I WILL CONTROL MY TEMPER.

I WILL SUCCEED IN ALL MY UNDERTAKINGS.

PEOPLE CANNOT RESIST MY WILL.

I HAVE ABSOLUTE CONTROL OF MYSELF.

I AM A SUCCESS.

We often hear reference made to the will power as if it were a separate member which could be utilized or neglected. But the will of modern psychology is nothing more nor less than the whole mind reviewed as active, choosing, deliberating, etc. Another erroneous idea that is not uncommon is the belief that stubbornness is evidence of a strong will. We have heard people refer to those who are stubborn, determined, high tempered and set in their views as being possessed of exceptionally strong will power, but such characteristics are attributes of weakness instead of strength.

## LESSON XIX.

### HYPNOTISM AS AN ANAESTHETIC.

Ever since the origin of the science Mesmerism, which received its name from its discoverer, Mesmer, but was later called hypnotism (from the Greek  $\eta\upsilon\pi\eta\sigma$ , meaning sleep) it has been used to a greater or less degree in connection with psycho-therapeutics and all healing in which the physical body is influenced by the mind. Practitioners in the present era, however, are inclined to discard the former names (Mesmerism and Hypnotism) and give to the science the name of suggestion, believing that to be the most appropriate name.



It is only just to criticise that element of the medical fraternity who are disposed to advance the argument that the practice of hypnotism should be confined to those who have a medical education, and thus prohibit its use for entertaining purposes. In replying to this argument the public performer asks: "How much would the public at large know about Hypnotism had it not been for the exhibitions given?" In every city where exhibitions have been given by capable operators a new interest has been awakened and people have been prompted to consult the best authorities on mental sciences, thus broadening their views on the science.

In order to demonstrate the value of Hypnotism as an anæsthetic, we have often (in cities where we have exhibited) induced a state of anæsthesia with citizens and permitted local surgeons to operate upon them. We have found this to be the best method to dispel ideas of fraud, fear and prejudice. Below we reproduce a signed statement of a patient and surgeon, and comments by local papers of an operation in Newton, Iowa, in March, 1900:

STATEMENT OF GEO. SELLS DAVIS.

To whom it may concern: This is to certify that on March 2nd, 1900, a tumor was removed from my left jaw by Dr. M. R. Hammer, of Newton, Iowa, while I was in a complete state of anæsthesia, having been hypnotized by Mr. Elmer E. Knowles, of The Knowles Hypnotists Company. During the operation I was entirely oblivious of my surroundings. I experienced no pain, and upon being awakened would not believe the growth had been removed until I felt the stitches.

Dated at Newton, Iowa, this 16th day of March, 1900.

Signed, GEO. SELLS DAVIS.

STATEMENT OF M. R. HAMMER, M. D.

To whom it may concern: This is to certify that on the 2nd day of March, 1900, I removed a tumor from the left jaw of Geo. Sells Davis while he was in a complete state of anæsthesia, having been hypnotized by Prof. Elmer E. Knowles, of the Knowles Hypnotists Co. Mr. Davis remained motionless while the operation was being performed,

and upon being dehypnotized stated that he had experienced no pain whatever, and had been wholly oblivious of his surroundings.

Dated at Newton, Iowa, this 16th day of March, 1900.

Signed, M. R. HAMMER, M. D.

From Newton, Ia., Herald, March 9, 1900. Those who wished to see something of the serious and practical as well as the humorous phases of hypnotism, went to the opera house a little earlier than usual on Friday evening, and were treated to an exhibition calculated to convince the most skeptical as to the realities of hypnotism. George Sells Davis, our jeweler, consented to submit to an operation for the removal of a tumor on his left jaw. Dr. M. R. Hammer did the surgical part of the operation, assisted by J. E. McKinney, who supplied the instruments and antiseptics. Mr. Davis was placed on a cot in full view of the audience, in the full glare of the electric light, and was soon placed under the hypnotic influence necessary to make him oblivious to his surroundings and insensible to pain. Then Dr. Hammer opened the skin and removed the tumor, sewing up the incision. In less than ten minutes from the time Prof. Knowles took Mr. Davis in hand the tumor had been removed and the patient was awakened. His first question was "Is it all over?" When told that it was, he was inclined to be skeptical, and felt of his jaw to see. He stated that he knew nothing of the operation and felt no pain. During the operation not a muscle quivered. Mr. Davis was quite grateful, and, in the opinion of the audience, the operation was quite wonderful. Prof. Knowles and Mrs. Knowles can return here next year and be assured of a big house and fewer skeptics. It is perfectly evident to all fair minded men that the Professor and his wife have been earnest in their endeavor to avoid deception and give a legitimate exposition of the new science.

From the Newton, Iowa, Record, March 10, 1900: One of the most convincing proofs of the hypnotic power of The Knowles', who closed an entire week's engagement Saturday night at the opera house, was that presented on Friday evening, when an operation was performed on Geo. S. Davis, the jeweler, by Dr. Hammer, while Mr. Davis was hypnotized by Mr. Knowles. A growth on Mr. Davis' left cheek just in front of the ear was cut open and removed, and four stitches were required in sewing up the cut. Mr. Davis says he knew nothing of what was going on, and felt no pain.

From the Newton, Iowa, Journal, March 9, 1900: One



of the special performances of The Knowles Hypnotists, at the opera house last week, was the removal of a superfluous growth on the cheek of George Sells Davis, on Friday night, Mr. Davis being hypnotized during the operation. One of the town physicians did the work, which was entirely successful.

In cases where painful operations are to be performed and an absolute state of anæsthesia is necessary, a deep sleep must first be induced, and to the patient give such suggestions as: "Now you will not experience even the slightest pain—You are going to be oblivious to your surroundings—You will neither see, hear nor feel—You will be robbed entirely of the sense of feeling." In the performance of minor operations, especially upon patients who are not very susceptible to hypnotic control, a light sleep may be induced, and by placing the above suggestions the pain will be greatly alleviated. We have had minor operations successfully performed upon patients by placing the suggestions while they were in the normal state.

## LESSON XX.

### ON THE STAGE OR HOW TO GIVE A PERFORMANCE.

Demonstrations given either publicly or privately should be preceded by a brief explanation of the science and two important facts must necessarily be made plain to your audience as well as to those upon whom you expect to operate. First, that hypnotism is a science, not a gift; that one who succeeds in gaining control of a subject does so because he has made himself sufficiently familiar with the different forms of suggestion to know how and when to place the suggestion in order to make it most effective; and that the subject has assisted by complying with the necessary conditions. Second, that people most susceptible to hypnotic control are those who possess strong minds, ability to concentrate, and well developed imaginations. (See Lesson I.)

Extend the invitation to those present who would care to volunteer as subjects, explaining that hypnotism within



itself is absolutely harmless and that people who volunteer will not be injured or mistreated in any way. It is policy (especially at a public exhibition) to invite people over the age of sixteen years, for an audience always has more confidence in young men than in boys. After you have secured your class say to them: "I appreciate very much the liberal manner in which you have volunteered, and know that good results can be obtained from those of you who will comply with the necessary conditions—you must not expect to be instantly thrown into an unconscious condition—do not wonder what sensation you will experience—permit yourselves to be in as passive a state as possible. Often people wonder what experiment will be made with them in case they are susceptible. Lay aside all preconceived ideas and simply try to follow my suggestions." Lessons III, V, VI and VII should now be consulted for the opening experiments of an exhibition. First try the subjects individually, then collectively. After you have tried a number of tests with your class in the waking state, excuse those who are not good sensitives, and request the remaining subjects to be seated in a semi-circle facing the audience, and induce sleep as per instructions in Lesson VIII. After you have induced sleep with the entire class, say to them: "I want you to think of an uneasy chair—Picture in your mind an uneasy seat." Allow the class to think of this suggestion from two to five minutes, then command them to open their eyes and look squarely in yours. Quickly glance from one subject to another until you have looked at the entire class, and at the same time suggest: "You are seated in an uncomfortable seat—that chair you are sitting on is getting very uncomfortable—try another position." Awaken them individually when they are in ludicrous positions. You are certain to have one or more subjects in whom the people take an especial interest, and an operator can quickly decide who his favorite subjects are. Such subjects should not only be allowed to occupy that part of the stage nearest the audience, but to close the feature, being the last ones awakened.

Below we give a number of interesting tests that may be introduced by following instructions in Lessons VIII and IX.

Cause the subjects to imagine:

That they are chewing sticky gum.

That they are training a trick dog.

That they are catching butterflies.

That they are flirting with pretty girls.

That the audience is making faces at them and they must retaliate.

That they are selling lemonade (allowing the subjects to pass among the audience).

That they are conducting a medicine show (using one subject as the doctor and the others as his agents.)

That they are riding a bicycle race (using the chairs for bicycles).

That the floor is covered with mice and rats.

That they have rubber noses.

That they are fighting bumblebees.

That they are members of a brass band (supplying the subjects with coffee pots, funnels, tin sprinklers, wash tubs, feather dusters, brooms, etc., for instruments).

That their hands and face are covered with coal dust.

That they are taking a balloon ride. In this scene suggest: "There is a balloon directly over your heads—see, it is going to alight—there, get into that basket and take a ride—now you are passing over a mountain with snow and ice on top of it—you are getting very cold—turn up your coat collars and slap your hands to keep warm—now you are passing over a large city—now you are directly over a lake, the balloon is descending and you will alight one mile from shore and will have to swim—be quick, remove your clothing."

Awaken them individually after they have removed the coat, vest, or as many garments as you think proper before an audience.



