

THE ORDER OF THE ESSENES

2527 SUNSET DRIVE

TAMPA 6, FLORIDA

DEPARTMENT OF INSTRUCTION

DISCIPLE OF TRUTH -  
ACTION IS FAITH EXPRESSED.

A HELPFUL SUGGESTION: -

There are a number of elements in our mental chemical formula of success to be revealed to you, but you have learned the first step is a plan and a purpose. So we suggest that you begin each day preparing a little plan for that day before you start out.

If you have fixed upon yourself the habit of getting up in a hurry, eating breakfast and leaving in a hurry, we suggest that you break that habit and get up just a little earlier and think through the day, so far as possible, on how you can be just a little more efficient, a little more systematic, a little more time saving, a little more energy saving, and a little more purposeful.

There is no lazy way to truth. It means self-discipline; it means that you must put aside a certain amount of time to be by yourself and with your own thoughts and for the study of this course.

Tomorrow try this - a smile, an encouraging word, a helpful suggestion, a thoughtful expression of appreciation, a sincere compliment, an unselfish act -- things you are rich in - give! The harvest will be immediate. Raise your head just a little higher, throw your chest out, take firmer steps when you walk. Why should you not? You are going to learn and appreciate that you are one with the infinite and are a creator, and hence have infinite possibilities.

Instruction Number 12 accompanies this letter. It is another step to self realization, to purposeful living, to the attainment of your ideals.

It must be so! You were not mocked by an all wise creative principle by being given the faculty of vision, and then denied the ability to materialize that vision.

There is therefore every incentive to apply yourself earnestly - to become a disciple of truth, and a seeker of wisdom.

It is the way! The green light is on. Follow the road of understanding.  
- You will arrive.

Your Companions on the Way,

THE ORDER OF THE ESSENES

Enc. 12



# THE Essenes

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## Instruction 12     Assuring to the acceptable and accepted HEALTH, HAPPINESS AND SUCCESS.

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*Every great leader, from the dawn of civilization to date was a dreamer — so intense in their dreams that they could see, feel, and grasp and utilize things in their mental and spiritual form, before they had been transmuted into physical form.*

*The practical dreamers are the pattern makers and mold casters of civilization.*

## . . . . THOUGHT GEMS . . . .

In studying "you", there should be certain deep truths of human experience and life revealed to you.



Fortune loves not those who hesitate. She never turns toward those who refuse to dare.

Daring, rightly understood, is the source of so much success that the timid covet it, and attribute it to luck alone.



The jealous man poisons his own banquet, and then eats it.



The greatest trouble with the world is that a great majority of people are trying to make something for themselves, instead of making something of themselves.



The way to wealth can be put in three words: — believe — give — receive.



The life of the human body depends upon the circulation of the blood.

The economic life of any nation depends upon the steady circulation of goods and services.



Optimism is to the individual what the sun is to vegetation — consider this thoughtfully.

## It's Simple - - It Works

"As a man thinketh in his heart, so is he."

"In his heart" is a vital part of the truth in that statement of truth, — not that the heart is a thinking instrument — but it means one must feel deeply — must think feelingly.

The mechanical process so to speak is this — The thought comes within the range of focus of the cells of the body — and when the cells of the body have the picture implanted on them, given by the thought, the life processes out-picture that thing and attract to themselves the potentials for realization.

It is for that reason the vision, plan or purpose must have clear-cut, definite outline and detail. The vision must be so alive, vital and dynamic you can just shut your eyes and so to speak, see it in the mind's eye actually existing. You can just live it in the imagination. Its reality will take form — doubt not — because nature, the life principle, the creator is not in the business of mockery. It did not give man the faculty of visioning and deny to him the ability to bring about those things he visioned.

From what has gone before, do not get the impression that visioning alone is the whole of the formula. Neither are you to rest with the impression that day dreaming, idle wishing for this blessing, or good fortune and then for another, like observing fleeting clouds in the sky, is vision.

The kind of vision we are talking about is not just something general like wishing to be rich, and racing of with a picture of spending, giving, or getting pleasures or fine raiment, and then walking from the reverie and saying, "Well, those things are not for me."

One might be so mentally bankrupt that they could not think of something to be desired, in concrete form and outline, but it is doubtful unless they are insane, and let us assure you that if you have pursued our teaching from the beginning, even to this point, understandingly or half understandingly — you are not insane or mentally bankrupt, and some day it is going to flash across your mental horizon that you are a creator — and once having started with a vision, a plan, a purpose, and then brought it into being, you are going to go on creating, advancing your visions, and creating in the material, — and what is more, to those without understanding, it is going to be "a miracle".

Let us take just one simple, first step case and show you how it works.

A young lady was a telephone operator. She was with a dairy concern and received a small salary, she always had a "feeler out" for another switch-board that paid more money. She thought her employers mean and stingy because they did not pay more. Her whole thought was getting more for herself — rather selfish when analyzed.

Here was her approach to us — "If we were so sure we could make people healthy, happy and pros-

perous, show her how to get more — and getting more would make her happy.”

Telling her “that the world was built around the law of compensation, and that everything she wanted was an effect, and that to bring it to pass had to have a cause preceding it, and that cause and effect were in her case, a matter of giving first,” did not seem to register.

“That is over my head”, was her impression of that.

Bible quotations innumerable to the effect that as you give, so shall you receive met this reaction.

“Yes, that is good Sunday school conversation, but what have I got to give, I have not enough for myself.”

“All right, young lady, you are very matter of fact. You doubt — but in spite of your doubts we will bring you to a realization of just what those things mean — self realization — if you will faithfully do what we tell you to do. Agreed?”

“Well, just what is it you do on this telephone?”

“I take orders over the telephone; I connect outsiders with those they ask for in the plant or office; I answer questions; I quote prices; I take complaints; I make out the orders to the delivery men.”

“Now just what is it your company handles?”

“Milk, butter, buttermilk, eggs, ice cream, cream, etc.”

"Is it a large concern?"

"The biggest in the business. They could afford to pay me more. They operate twenty-five trucks and delivery wagons, do a wholesale and retail business."

"And it is run by human beings?"

"Of course, it is."

"Now, if that was your business, young lady, and some one called to do business, you would talk pretty nice to them, wouldn't you?"

Yes."

"If you are talking to a dear friend of yours over the phone, your voice shows your interest, it is friendly, it has a vital tone and pitch. You can talk sweetly and gently, can you not?"

Yes."

"Do you realize that people who call on that phone are often friends of your boss? Are you aware that some person from that plant meets and does business, with practically everyone who calls over that phone?"

Yes."

"Well, now suppose that first one and then another should tell your boss that his phone operator was awfully pleasant, had "a million dollar voice," and was a big asset to the business, do you think that would be a help if you came to the necessity of "asking for a raise".

"It sure would."

"Suppose that all the customers who called got to telling the route men, or others from your institution that they liked the voice of their operator. They liked to do business with her, and asked, "who is she?" "What's her name?" Don't you think that they would probably tell you? Would you like to have people saying nice things about you?"

"Furthermore, is it not likely they would get talking among themselves about it, and that they would more than likely let the higher ups know about it? Granted."

"Young lady — This is your vision plan and purpose for this week."

Here is what you do:"

"Paste on your switch-board — so you can see — so you can't help but see it, a slip with these words on it, "Making Friends". Now put into your voice and manner all you have this week, and come back next week for further instructions."

The next week a smiling young operator showed up, "Well, what's next?" she asked.

"Young lady, you are wearing a smile you didn't have with you last week. Why the smile?"

"Maybe this thing is going to work. The boss saw that sticker on the board "Making Friends" and asked what that was. I told him there was an outfit that said they could make me the best phone operator on earth, and I was trying it out. That I was to picture myself as the good-will ambassador of this con-



pany, and that was up there to put me on my P's and Q's and try to make a friend of every caller — even the complainers. He liked the idea, but didn't offer me a raise."

"Splendid, young lady! He will."

"You say your firm handles butter; Is it good butter?"

"The best there is — sweet butter and creamery butter. It ought to be — they charge top price."

"Does everyone who orders, order butter?"

"Lord, no! I go whole days without a butter order. The most orders are for milk, cream, or ice cream. I don't believe most of them know we sell butter".

"Your instructions for this week are: First, to keep that smile. Keep a smile in your voice. Next, paste up on the board this sign — "Helpfully suggest butter." Now, when any housewife calls up to order milk or cream or something else, just put yourself in the frame of mind of being helpful, perhaps she needs some butter, and if it comes with the milk or cream you might save her a trip to the grocery, or phoning for it. So, say, after taking her order, "Mrs. Smith, (or Jones or whatever her name is), have you ever had any of our butter, you know, we have the very best. I am sure if you let me send you some with the milk, you'll appreciate it." Or something tactful. Don't be thinking about selling her something. That's the poorest salesmanship on earth. You think about

helping her. It probably will be helpful to some of them, and they might drop the remark that you have such a pleasant voice, and are so helpful with suggestions, and that won't hurt you any."

"That is your vision for this week. Return next week."

The next week a very radiant young operator appeared. "This is a good game; I like it. I believe this thing is going to work," were her opening remarks.

"What makes you think it's going to work," we asked.

"Well, the plant foreman happened to be at the desk one day when I took an order and then opened up, "Mrs. Cortright, have you ever tried any of our butter. You know we have the best. Perhaps you have never tried sweet butter — no salt in it — perhaps if I send a pound with your cream, you'll be delighted." "Well, I wrote butter in the order.

The plant foreman said, "I like dot, you is the first operator we haf dot do dot."

"I am sure he told the boss because this morning the boss came into my stall and said, "I note that this week you got twenty-seven orders for butter." I did not even know how many I had gotten. I am sure he saw my sticker "Helpfully suggest butter." You know, I was wrong about those folks in that place. They are just awfully human and very pleasant to work with. Give me another sticker — this is getting exciting."

"What kind of cream does your firm sell?"

"Coffee cream, whipping cream, any per cent cream you name."

"Do you like whipped cream on strawberries or other desserts?"

"Do I? Nothing better."

"Don't you think you can put your heart into suggesting to those who call, whipping cream — and how to use it?"

"Just watch me."

"Your sign for this week is 'Whipping cream for the pleasure of our friends'."

The next week a stately, radiant, vibrant phone operator called with the greeting, "You win, I got a ten dollar raise and I never asked for it — and did I bring them in the fold on whipping cream. I sold fifty-four pints and that is some whipping cream to pick off the wire. It went in half pints mostly."

That young lady got two raises within the year — set new standards of refinement for herself and reached them. We will not here follow her career but it is a story of self-realization and of accomplishment — visions within reach, quickly reached and new horizons ahead — for now she knows more of the science of mental chemistry.

How simple and direct! It always works. Here is another first step case.

A certain young lady came to us, stated that she was employed as an office clerk, temporarily, at a salary of \$10.00 a week, that her father was a carpenter and had but temporary employment, and was not engaged over three days a weeks. She stated that she was a graduate in beauty culture, and that she had an ambition to own a shop of her own, but she did not have a dollar with which to start it.

It was at some length explained that if she sincerely had that desire, she could have a beauty shop of her own. She was directed that the first thing to do was to find a location where she wanted to have her shop and, having selected the location, she was to make arrangements to rent it just as though she had plenty of money with which to pay the rent. That was the first step.

Next, that she was to see the people dealing in supplies and equipment for such places, and was to explain to them that it was her intention to open up a beauty shop, and that they would have to furnish supplies and equipment, and that she would pay for it on terms as she opened the shop and made the money.

It was carefully explained to her that at no time should she ever let a doubt enter her mind but that she was going to open the shop, and that she was to act just as though failure in the undertaking were impossible; that at no time was she to practice any deception. She was to assert positively that she could open this shop, make a success of it, pay the rent, and

pay for the equipment, just as she agreed. It was explained to her that landlords naturally want a good tenant for any vacant location; that her faith in the project would be contagious, and the right kind of landlord would wait and be helpful in the matter of rent.

It was suggested that her father could help install the equipment, make such signs as were needed, make benches, stools, cabinets, or whatever was necessary along that line in the equipment of the shop. It was explained to her that the secret of the whole thing was to first have a definite picture in mind of herself installed in a shop and doing well, that when she made the arrangements for the place it would localize the picture, that she must confidently expect to carry through and never have a doubt nor a worry about it; that she was to persistently carry through every detail.

This young lady was not heard from again for nearly ten months, and this is her story at the end of that time as she told it to us. "There was something about the instructions given me that just filled me with confidence, and I went out and found a place where I was sure I could do a nice business. I explained my situation to the owner of the property, and he took quite an interest in me and encouraged me, and was perfectly willing to let me move in, confident I would make a success and pay the rent.

This place not only had a location for my shop on a main road, but a house in which we could live in the rear, and the rent of both was \$50.00 a month.

The supply people were very kind, and thought the location a very good one, and that I would succeed. They encouraged me, and gave me such materials as I needed to start.

Daddy took quite an interest in it and made me some very attractive benches and seats and a little desk, and helped me paint and fix up the shop, and I opened up. I have my books with me, and I want to show you what I have done." The first week she took in about \$18.00, the next week about \$26.00, the next week jumped to \$40.00, and it varied between \$40.00 and \$90.00 a week.

It seems that her father all this time had no work, that she was the support of the family, paid the rent, had paid for her shop and equipment, and was doing well. She expected her father very shortly to get a permanent position which had been promised him, and that she was then going to undertake to buy a home.

This is but a short and simple narrative, and is not, perhaps, tremendously important in the scheme of things; but certainly, it was vitally important in the life of this young lady.

Having pursued the story to this point, you can analyze the instructions given her, and you can fit together the formula used by her. The strange part of it is, that when no element is ever left out and the formula is followed in every detail, it always works.

## Section 2 Instruction 12

It has been suggested to you how important are the pores of the skin.

Most everyone realizes the importance of cleanliness. When you realize the great amount of water that passes through the system and comes out through the pores in the nature of perspiration, and when you realize that this carries more or less of the waste of the human system, you can more vividly appreciate the necessity for baths.

The request with these instructions is, like most of the others, quite simple.

At least once a month we suggest a hot tub bath, just as hot as you can stand it, in which has been dumped at least two and one-half pounds of epsom salts. Epsom salts for bath purposes can be purchased at the drug store very reasonably. It is our suggestion that in this hot bath, as hot as you can stand it, that you stay at least ten or fifteen minutes.

The object of all this is to open the pores and keep clear one of nature's avenues of Elimination — Physical life is a matter of water, food and elimination.

After the bath you will probably find that the water has a slight tinge of yellow or brown and possibly a slight odor.

After taking one of these epsom salts baths, if the weather is cool or cold, do not go outdoors too quickly. If you do intend to go out, it would be well

to rub the body with rubbing alcohol, which will tend to close the pores. After such a bath you will experience a feeling of lightness.

This is but one step in preparing the physical body, which is of prime importance in the consideration of health and health is a necessary step to happiness and mental health.

Just before taking this epsom salts bath, if you will drink two glasses of water, as hot as you can stand, it will aid materially in getting the desired results..

After taking the bath, if you can take a rough Turkish towel and rub the body until there is a pink glow all over, you will find that a splendid circulation of blood has been set up and that it has been brought to the skin surface.

The proper circulation of the blood is one of the most important bodily function. Exercise is largely beneficial by reason of the fact that it speeds up the circulation of the blood. Whatever healing power nature has given to the human set-up is largely distributed through the blood stream, which might be termed the "life stream"

The value of osteopathy is largely due to the fact that by the rubbing, massage and manipulations, the circulation of the blood is aided.

The value of Turkish baths or hot baths or Swedish massage, lies in the fact that it opens the pores



of the skin and aids in waste elimination and blood circulation.

There is another thing in connection with this hot epsom salts bath. It aids in relaxation and the soothing of tense nerves.

The ideal conditions under which this bath should be taken is in the evening, before retiring, and then retire, letting the flow of perspiration from the heat absorbed by the body, continue while you are reclining and relaxing.

### . . . . THOUGHT GEMS . . . .

Character is like a tree, and reputation like its shadow. The shadow is what we think of it; the tree is the real thing. —Lincoln.



No one doubts the operation of natural laws in the growth of life around us. We see these laws at work, and accept them. We look at the miracle of seed in the ground, at growth and harvest, and say "laws of nature", and work with them. We look at the stars, observe sunset and sunrise, and mark the coming of an eclipse without fear; for we know that dependable laws of nature also govern these things. But when we come to our mental world, in spite of evidence to the contrary, we stop short, frightened, and doubt the existence of laws; and we attempt to pattern our life on the doubt, instead of the fact.