

THE ORDER OF THE ESSENES

2527 SUNSET DRIVE

TAMPA 6, FLORIDA

DEPARTMENT OF INSTRUCTION

THE TUNING IN PROCESS: -

With the last Instruction I had something to say about giving as a principle - just simply trying to bring home to you the simple fact that the way to make other people interested in you was not to seek that end - which represents getting, but to show an interest in other people - which represents giving.

There are a lot of selfish acts - which people seek to justify by saying - self preservation is the first law of nature.

Actually most of this self preservation business doesn't relate to the physical at all. It relates to the preservation of the feeling of importance, of worth-while-ness --- "Save face," say the Japanese.

When we know that all persons are possessed of the urge "to be somebody," that it is the most universal of the human drives, why in the name of common sense do we not more often satisfy that urge in the other fellow - adopt the giving principle, and wholeheartedly give expression of appreciation of the other fellow's plus qualities --- and all people have some of these too.

Let's be scientific about this. It only takes a few words - a few well chosen ones - and you have a suggestion - a definite mental concept - a brain cell imprint - a seed to sow. You recognize a good quality in another and are appreciative of it, and you do express.

Now what is the result? The brain mechanisms of the one appreciated must focus upon it. It alters or modifies all previous brain patterns with respect to things from which he made or makes up his opinion or judgment of you. Then what have we? Your own feeling of importance is fortified and sustained. That is receiving by reason of gift bearing.

How much more simple is this than being boastful and egotistic -- More effective too -- for the world is fast learning that the bombastic, overbearing, self praising and contentious of the species suffer with complexes or neurosis and the origin is in imprinted brain cells tucked away in the subconscious.

With the eighty-sixth instruction enclosed herewith we are mighty close upon a clearer understanding of the subconscious and its reality and its effects and possibilities.

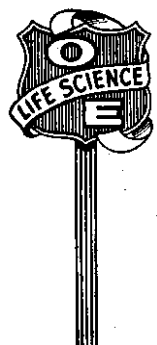
Have an appreciation of your own personal worth but keep on the lookout to discover the worth of those you know or meet. Give expression to your findings - and inevitably your worth will be discovered and recognized - but better yet - it is a tuning in process in the field of human electronics. The adoption of ideas - the sale - is only possible in an attuned receiver.

Sincerely,

THE ORDER OF THE ESSENES

B. H. Hammer
Director

Enc. 86



THE Essenes

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Instruction Headquarters - Tampa, Florida

INSTRUCTION 86

Assuring to the Acceptable and Accepted
HEALTH, HAPPINESS AND SUCCESS.

THE FACTS OF SCIENCE ARE THE RAW MATERIALS OF
PROGRESS.

TODAY THESE FACTS ARE OBTAINED BY RESEARCH -- BY
THE DELIBERATE, SYSTEMATIC EXPLORATION OF NATURE, ITS
MATERIALS AND ITS LAWS. RESEARCH ADDS TO OUR KNOWLEDGE OF
THE UNIVERSE AND ITS RESOURCES. YET ITS ULTIMATE GOAL LIES
NOT IN FACTS ALONE, BUT IN THE APPLICATION OF THESE FACTS
TO EVERYDAY LIVING. AND SO MAN'S MASTERY OVER NATURE AND
ITS RICHES IS INCREASED, AND WE LIVE IN A WORLD THAT
GROWS STEADILY BETTER.

--- FOREWORD - The Story of Research

ABOUT HYPNOTISM

If there is any one thing in the field of psychology, which is little understood and much misunderstood by the ordinary individual it is the subject of hypnotism. This we believe is due to the fact that it has been exploited by charlatans, and where performances were given as entertainment in theatres and shows, the operator to satisfy his ego and to add touches of showmanship has built up and magnified the idea that there is something of mystery about it.

Some novelists and fiction writers have drawn upon vivid imaginations, and have by introducing the subject created false impressions for dramatic effects.

Even in the field of metaphysics a misapprehension has been created. Not being understood it has been labeled "Black magic" - whatever that may mean. Those using the term "Black Magic" are usually those, like religionists in times past, who would discredit and even persecute those advancing sound scientific findings, which in any way tend to cause doubt about their accepted religious beliefs, and create a questioning as to their anthropomorphic God, responding to personal appeals, and granting personal favors to those of the chosen faith - especially in the field of healing.

That we may approach the subject without prejudice in a truly scientific manner, let us first dispose of a few of the more wide-spread misapprehensions.

In the first place, no one can be hypnotized against his will. Full cooperation is absolutely necessary between the operator and the subject. If there is any mistrust in the mind of the subject and there is not the desire to be hypnotized, then the subject will remain wide awake.

In the next place, it is not a sign of weak will or lack of intelligence that one can be hypnotized. The reverse is the fact. As a general rule the intelligent, well balanced individual makes a good subject for hypnosis. It is impossible to hypnotize anyone who is insane or who suffers with mental disorders.

Let us take up another set of current beliefs. No, - to undergo hypnosis does not cause the loss of will power, nor does it cause any harmful mental or physical effects, and you will always "wake up" of your own accord should the operator go away and forget you.

A prejudice against hypnotism which currently exists is the belief that the subject may be made to do something, which might come within the terms - indecent, harmful, dishonorable or contrary to his ethical or moral code or his fundamental personal character.

This is diametrically opposed to the facts. If the operator should request anything which would offend the sense of propriety of the subject or be contrary to his fundamental personal character the subject will immediately awake indignant, but perhaps unaware of the reason of such indignation.

Contrary to the situations in some fiction stories, one will not commit a crime in the hypnotic state - such conduct being contrary to the subject's moral code.

With this preliminary clearing of the underbrush of prejudice and misunderstanding, let us proceed to the study of the subject - its history - its uses and practical application, its limitations, its implications and possibilities, how it is done and what can be done.

In this survey of the subject, we ask you to keep in the foreground of your memory our definition of mind, and note that it is a support of the hypothesis we have set forth, and affords the means of a complete explanation - in fact, the only one satisfying and acceptable to reason.

"From the remotest periods of human history to the present time, certain peculiar and unusual conditions of mind, sometimes associated with abnormal conditions of body have been observed. The Egyptians and Assyrians had their Magi, the Greeks and the Romans their oracles, the Hebrews their seers and prophets, every great religion its inspired teachers, and every savage nation had under some name its seers or medicine men.

" Until a little more than a hundred years ago all persons affected in any of these unusual ways were supposed to be endowed with some sort of supernatural influence, either divine or satanic.

"About 1773, Mesmer, an educated German physician commenced the practice of curing diseases by means of magnets passed over the affected parts and over the body of the patient from head to foot. After seeing Gassner, a Swabian priest, curing his patients by command, and applying his hands to the affected parts, he discarded his magnets, concluding that the healing power or influence was not in them, but in himself, and he called that influence animal magnetism.

"Mesmer (Friedrich Anton) found that a certain proportion of his patients went into a sleep more or less profound under his manipulations, during which somnambulism or sleep-walking appeared," says Mason in The Subliminal Self.

Our research shows Mesmer was an Austrian who studied medicine in Vienna. That he held seances in Vienna and was ordered to leave by the police and showed up in Paris, France in 1778 - and there acquired an enormous practice and following. The Medical Fraternity of Paris called him a charlatan and a fake, and had the government appoint a commission to investigate the phenomena observed at his seances. - This commission consisted of members of the Academy of Sciences -- Franklin and Baille were members.

They drew up a lengthy report, in which the facts were admitted, but they found there was no such agent as animal magnetism and attributed the effects to Physiological causes.

For a long period thereafter, to believe in Mesmerism was bad form, and he who did was subject to social and professional ostracism.

In 1842 a reputable English surgeon, Braid of Manchester, conducted experiments along the line of Mesmer -- and he showed that the so-called Mesmeric sleep could be induced in other ways, especially that it could be accomplished by having the patient gaze steadily

at a fixed brilliant object without resort to passes or manipulations of any kind. It was he who introduced the word hypnotism, which is now generally accepted, and it was he who developed the idea and use of suggestions.

The medical profession looked upon those who believed as cranks - and any in the profession who accepted the teachings impaired their scientific and professional standing.

Thirty-five years later, in 1877, Professor Charcot, one of the best known and highly esteemed doctors of France and the world, satisfied himself by experiments, and announced to the world his belief in the phenomena of hypnotism. Interest in the subject had a revival, and the subject again became respectable. Hypnotism was a fact and had come to stay.

Professor Bernheim and Professor Liebault commenced and carried on extensive experiments in the wards of the hospital at Nancy. They demonstrated that a large percentage of all persons, sick or well, could be put into the hypnotic condition - and that suggestion was the great factor and influence -- not any animal magnetism or personal force of the operator - and that hypnotic sleep was not greatly different from natural sleep.

There are different stages of this induced sleep. Charcot (Jean Martin) gave three stages; (1) catalepsy, (2) lethargy, (3) somnambulism.

Bernheim gives five states: (1) sleepiness, (2) light sleep, (3) deep sleep, (4) very deep sleep, (5) somnambulism.

The subject of hypnotism then goes into a long period of quiescence, due perhaps largely to the attitude of the medical profession, which like the rest of us were absorbed in the material things. Their attention being directed mainly to drugs and their effects with respect to symptoms.

In very recent years however there has been a marked revival of interest. Psycho-therapy has been given the green light by the organized medical fraternity - and many of the great medical schools and medical centers and hospitals have taken up the study and are conducting experiments with outstanding results.

Before going into what hypnotism is revealing and accomplishing and contributing to our understanding of mind and its powers and possibilities, and contributing to the health, happiness and success of mankind, we shall take up the method of induction -- just how this state of induced sleep or catalepsy is brought about.

In the 1944 revised edition of the Encyclopedia Britannica we find this description:

"The usual modern procedure is to place the subject in an arm-chair or on a couch where there shall be absolute muscular relaxation and passivity of mind. The environment should be conducive to sleep. The physician, standing at the side, holds up the index and middle fingers of one hand, a little above and away from the patient's eyes. The gaze is fixed on these and verbal suggestions

are made to the effect that the eyelids are getting heavy, drowsiness is being felt, the eyes are closing, and sleep approaches.

"Light sensory stimulation by stroking the forehead gently or making downward passes over the face may also be carried out. In many subjects the eyelids gradually flicker more and more and then close as some stage of sleep supervenes. Self-induction of hypnosis may be possible by fixation of gaze in some people who have previously been hypnotized by another. Repeated hypnotic sitting commonly renders the advent of sleep easier. In specially susceptible patients complete hypnosis may supervene at once on the command to sleep, either made orally or in writing. Terminating hypnosis is easily brought about by suggesting the idea of wakefulness, but if left to themselves patients, after a variable time, would spontaneously resume the normal state.

"Different stages of hypnosis have been described by different authorities, many of them being very artificial, but it will suffice, if we speak of three only. In very light hypnosis there is complete passivity and relaxation with an inability to open the eyes or resist some simple commands concerning the voluntary muscles. The individual is quite conscious of all that goes on. In a further stage, further phenomena can be produced, but still there is recollection of the hypnotic period. The most susceptible subjects may pass into a deep sleep known as artificial somnambulism. Here they respond to all or most suggestions made by the operator, and on awakening are oblivious to all they have heard, said, or done while in that state.

"Hypnosis in some stages can be induced in a large percentage of normal people provided that they willingly submit to the process. Soldiers from active service during the World War were almost universally found easy subjects. For definite psychological reasons the insane are usually impervious to its influence."

We shall now give you Bernheim's method and comments upon conditions as the state progresses.

"Bernheim or a pupil of his would sit, or perhaps stand, near his patient, and in a quiet but firm voice talk of sleep.

"Sleep is what you need. Sleep is helpful and will do you good. Already, while I am talking to you, you are beginning to feel drowsy. Your eyes are tired; your lids are drooping; you are growing more and more sleepy; your lids droop more and more."

"Then, if the eyelids seem heavy, he presses them down over the eyes, all the time affirming sleep. If sleep comes, he has succeeded; if not, he resorts to gestures, passes, the steady gaze, or whatever he thinks likely to aid his suggestion.

"When the patient is asleep he suggests that when she awakes her pains and nervousness will be gone, and that she will have quiet and refreshing sleep at night.

"What is the condition of the patient while under the influence of this induced sleep? Pulse and respiration are little, if at all, changed; they may be slightly accelerated at first, and later, if very

deep sleep occurs, they may be slightly retarded. Temperature is seldom changed at all, though, if abnormally high before the sleep is induced, it frequently falls during the sleep.

"If the hand be raised, or the arm be drawn up high above the head, generally it will remain elevated until it is touched and replaced, or the patient is told that he can let it fall, when he slowly lowers it.

"In many cases the limbs of the patient may be flexed or the body placed in any position, and that position will be retained for a longer or shorter period, sometimes for hours, without change. Sometimes the condition is one of rigidity so firm that the head may be placed upon one chair and the heels upon another, and the body will remain stiff like a bridge from one chair to the other, even when a heavy weight is placed upon the middle of the patient's body or another person is seated upon it. This is the full cataleptic condition.

"Sometimes the whole body will be in a condition of anaesthesia, so that needles may be thrust deep into the flesh without evoking any sign of pain or any sensation whatever. Sometimes, when this condition of anaesthesia does not appear with the sleep, it may be induced by passes, or by suggesting that a certain limb or the whole body is without feeling. In this condition the most serious surgical operations have been performed without the slightest suffering on the part of the patient.

"From the deep sleep the patient often passes of his own accord into a condition in which he walks, talks, reads, writes, and obeys the slightest wish or suggestion of the hypnotizer -- and yet he is asleep. This is called the alert stage, or the condition of somnambulism, and is the most peculiar, interesting, and wonderful of all."

The induction of hypnosis sounds quite simple and is in fact quite simple, but if the operator is of a nervous type, has mental conflicts of his own, and expects results immediately - it is a feat beyond him. One to be a successful hypnotist must have a pleasing personality, poise, have perfect confidence and unlimited patience and tact - and must be able to inspire confidence in the subject to be hypnotized, and do nothing and say nothing which starts extraneous trains of thought in the subject. It takes anywhere from five to twenty-five minutes of constant suggestion of sleep.

In holding the fingers or preferably a bright object suspended before the eyes of the subject, it should be held above the level of vision - meaning that the eyes of the subject will have to be rolled upward to see it. It should not be moved perceptibly; otherwise the thought of the subject might be attracted to movement.

There is a physical fact worthy of note at this point.

If a person is seated comfortably in a chair and he is told to roll his eyes upward as far as possible and to keep them there, and then to shut his eyes, or his eyelids are closed for him, and he is still told to keep the eyes rolled up, and then he is told firmly and convincingly that he cannot open his eyes (keep repeating it) he cannot as long as the eyeball is in the position of looking upward.

That is not hypnotism. - There is just no muscle to open the eye when the lids are closed and the eyeball rolled upward. That is

a physiological fact - a mechanical trick so to speak.

To open them - tell the subject you have your finger near his nose - to look at it - and he can open his eyes - and he can, because the muscle which rolls the eyeball upward is not on a strain and that releases the muscle used in opening the eyelids.

That those who study with us may have the benefit of the explanation of the state of hypnosis held by all reputable schools of thought we append this:

"Modern authorities would explain it in terms of mental dissociation. In ordinary sleep it is presumed that the different nerve cells in the higher part of the brain are dissociated from each other, and it may be that in hypnosis there is the same relative dissociation, but that through the presence of the operator and the special link which exists between him and the subject, (spoken of as enrapport) one part of the nervous system is kept active and awake.

"Because the rest of the brain is quiescent, no contrary ideas are aroused to prevent the acceptance of suggestions, which are therefore acted upon immediately."

* *

Our comment on hypnosis - which we ask you to read and re-read, and keep in mind as you progress:

"It furnishes proof, and by it we can demonstrate, (1) That men have unconscious motivation for much they do. (2) That we may not consciously recollect, but we have perfect memory by reason of a permanent record within. (3) That man has records, - brain cell imprints - of which he is not conscious. This is a part of his subconscious. (4) That they can be brought to focus by the brain mechanisms and become part of his conscious perception. (5) It boils down to human suggestability, to the power of the word, a definite concept - a brain cell pattern, which is the basis of mind - and the results are forthcoming by human electric mechanisms, which man is now ready to understand, by reason of crude (comparative to human mechanisms) counterparts known in the material field of electronics.

In the next instruction we are going to outline how suggestions are given and the effect and results of suggestion, and tell you what has been done and is being done by the use of suggestions in the hypnotic state and are then going to compare suggestion in the sleeping state and suggestion in the waking state.

"There can be no solution of life's deeper problems, no increased happiness for the individual, through the development of greater scientific knowledge alone. Unless the sciences are integrated and subordinated to the homely facts of every day living, they will destroy rather than liberate the minds which created them." ---- Link

"Jesus was not a social reformer. He was a reformer of men. The religious doctrines of Jesus, as can be seen by the most casual student, were concentrated on the individual and not on a new social order."