

A CORRESPONDENCE COURSE IN RADIAL CHARACTER READING



"First know your man, then
apply the proper system of
influencing him."

F. T. M.

A PRACTICAL
COURSE OF
LESSONS IN
READING HU-
MAN NATURE

THE HUMAN FORM A WALKING ADVERTISEMENT.

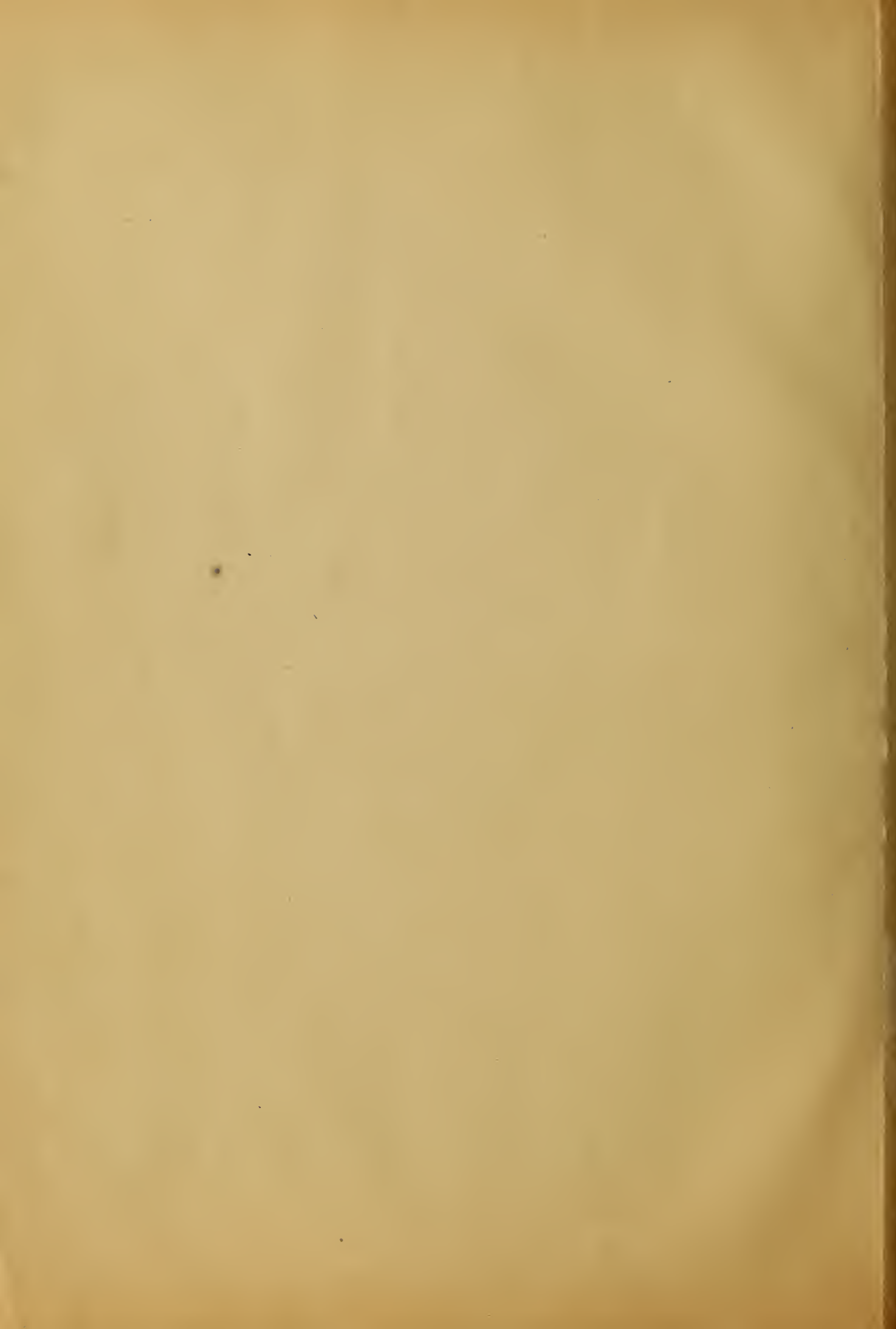
**Concentration and Mind Force,
Quick Methods of Reading Character,
Reading the Characteristics of People at a Distance,
How Different Individuals Should be Approached and Influenced,
A Secret Method of Unveiling the Characters and Lives of Others,
Reading Between the Lines of Handwriting,
and Powess of the Human Mind**

BY

F. T. McINTYRE, D. S. T.







A COMPLETE COURSE OF INSTRUCTION.

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RADIAL CHARACTER READING

PRACTICAL METHODS OF READING THE CHARACTERS

AND LIVES OF PEOPLE FROM A QUICK OBSERVATION



—BY—

PROF. F. T. MCINTYRE

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President of the Metropolitan Institute of Sciences, Inventor of the Celebrated Hypnotic Ball, The
Suggesti-phone, Etc. Originator of the "Complete Powerful Secret
System of Personal Influence."



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INTRODUCTION

In preparing these lessons in character reading, I have held to the idea that a technical study of Palmistry, Graphology, Physiognomy, Phrenology, etc., would tend to confuse, rather than enlighten, the student who desires a quick method of reading human nature.

This system has been prepared for those who wish to read the characters and lives of people they desire to influence: to know at a glance the weak and strong characteristics of "Your man": to be forestalled with a knowledge of the secret habits, temperaments and lives of those with whom you come in contact.

If you are able to read character or human nature scientifically, you will have a decided advantage in dealing with humanity. You will be able to tell if people are honest or dishonest; what they are best fitted for in life and if they would be adapted to an association with you, either in a business or social way.

It is thorough an understanding of these principles and the proper processes of influencing people that has enabled men like Morgan, Rockefeller, Gould and other millionaires to succeed, where others have failed.

"MAN, KNOW THYSELF," "is the motto for the race!" The mind of man can best be studied through the action of the physical manifestation of the body; its habits and actions. Man cannot hide his characteristics from the eyes of those who know the secret workings of the "inner man."

Only the broad, quick, practical methods of reading the workings of the "inner man" are given.

"Such are my thoughts; I might have spread them out into a greater length; but I think a little plot of ground thickly sown is better than a great field which, for the most part of it, lies fallow."

F. T. McINTYRE.

LESSON I.

Process of Conveying Intelligences.

What an intricate piece of mechanism is created man, in the essential functions of his organism. Coming into the world in weakness, he enters at once upon a process of development.

No step from the cradle to the grave is known to him until he is compelled to battle with resistant forces, but through every moment on the stormy sea of life, there must be within him a something that guides and directs his progress.

The corporeal existence is ever before us, and we strive to understand it, and possibly are very thoroughly educated in all its necessities; but the psychic part of us—the vast mysterious chamber of the mind—the great storehouse that contains the full armament of our power is hidden behind an almost impenetrable veil of mystery.

The mind is like a great electric battery; we cannot see its workings, but it moves the man.

If the mind is educated and enlightened, it moves him in the right direction. If the mind is narrow and bigoted, just so sure will the man retrograde.

Intelligence, obviously, is a powerful force, and is used consciously and unconsciously in the influencing of man. The greater the intelligence, the more powerful the influence one mind will have over another.

Innumerable processes are employed in the conveying of intelligences from one mind to another; one mind, owing to its

hypersensitiveness receives and records more incoming currents than the coarse and undeveloped mind.

Manifestations of this intelligence, and the power to use it, begin with the infant, when through its own feeble process it conveys to the mind of the mother the fact that it needs attention and nourishment. Then begins the development of many processes of influencing the mother and those about the child, and as he becomes schooled in systems of conveying his intelligences the more sensitive he becomes to the intelligences conveyed by others.

An intelligence can be conveyed from one mind to another by many processes; a thought, a look, a gesture, or a word, and oftentimes we unconsciously influence people by our secret mental attitude, which undoubtedly produces effects of which we have no cognizance, *i. e.*, Telepathy.

We should ever be on our guard against influencing those about us in the wrong direction through thought force, and the intelligences which are conveyed through the other processes, *i. e.*, looks and gestures.

If we have an object to accomplish with a particular person, and it is necessary to appear friendly, in order to gain the desired end, we must be extremely cautious lest we inadvertently convey some intelligence that will make it impossible to accomplish the task. Artificial friendliness used in an effort to accomplish the desired end, will often awaken a suspicion; therefore, when you are antagonistic toward a certain person, and it is policy to assume friendship in order to gain the desired end of a business transaction, first shut out all thoughts of an antagonistic nature and cultivate a true friendliness (which can be done), then there will be no danger through the harmful intelligences which are unconsciously transmitted to the mind of the object of your attention.

Artificial form, scientific flattery, tact and diplomacy, are constituent elements which make success possible in business and social affairs. Some persons develop "personal magnetism" through the continual employment of these principles. Many men and women possessing fine educations, can be found in obscure positions, when they might be filling prominent places in the business and social world. If they could only grasp and develop this powerful factor (which can be developed) they would force their way from a condition of diffidence and obscurity, into that sphere in life to which they rightly belong.

In order to utilize the great force "intelligence" so as to gain the greatest possible benefit, study carefully the scientific principles of transmitting these intelligences to those about us, as outlined in the instruction embracing the use of the Hypnotic Ball. There are a few things to be learned, however, concerning practical systems of conveying these intelligences, before you can proceed systematically to develop the latent forces within you, and use them upon others with telling effect.

First—To grasp a knowledge of the primary laws through which people are influenced.

Second—To "know thyself" and others; learn a practical system of reading the characters, habits and thoughts of people in general, so that you will be able to sum up the total characteristics of a person in a few minutes.

Third—Take yourself into the silence and dwell carefully upon your personal qualifications. If you are qualified for the position in business or society which you covet, and still are held back through lack of "Personal Magnetism," begin a careful study of the application of the formulas outlined in my courses of instruction, and you will get a new light, that will lead you to success before you fully realize it.

"We live in thoughts, not breaths;
He most lives, who thinks most."

LESSON 2.

Concentration

How shall you bring into practical effective action the force and wisdom gained through a systematic study of the processes outlined in my courses of instruction?

Through concentration. First make sure that you have concentrated your mind for a few weeks upon the teachings of this course. Make sure that you understand the paramount principles of influencing people, then concentrate all your energies into the application of the same.

What gives a small piece of dynamite that great force which enables it to demolish a huge solid rock? Focalized force; "Concentration." Focalized steam or electricity has the power to move huge masses of material matter, whereas diffused steam or electricity is likened unto the diffused energies of the "flighty" man; hence, lack of concentration of thought, means lack of force and power to sway the minds of others. How shall you develop concentration, force and a powerful personality? To insure victory, an army must first gather its ranks at one place. Therefore, in order to win the things you most desire, gather in your thoughts; focalize and concentrate them to the exclusion of everything else upon the object of that desire.

Concentration is not brought about by a spasmodic effort; a sudden projection of the mind toward something, or a strenuous and anxious demand for something. Mental force is obtained through silence. The thunder roars, and a flock of wild geese make considerable noise, but they do no damage; the lightning, without sound, does marvelous execution. The great Mississippi moves in a serene noiseless manner but has the power to move millions of tons of matter. Concentration is as noiseless as the force of light, but has the power of penetrating through unlimited space, going forth on its mission as silently as the sun penetrates the atmosphere.

Learn to concentrate your thoughts upon one thing to the exclusion of everything else. Not spasmodically, but calmly. Do not grasp the arms of the chair, shut your teeth down hard in an effort to project your thoughts in one direction. Go into the silence of yourself, relax the muscles of your body as well as the activity of your mind. There are many ways in which one can learn to concentrate the mind. One is to sit in a room where other persons are engaged in conversation, and avoid listening to any of the words spoken. Another is to gaze at a clock and so concentrate your mind upon some person at a distance as to shut out the sound of the ticking. If you are not able to do this upon first trial, continue to practice until you can do so. By persistent practice you will soon be able to collect your wandering thoughts and focus them upon any given subject or person.

Take some hour of the evening when you can be alone without interruption, and practise faithfully the following exercises. Be sure that no part of your clothing is tight, which would cause you to be uncomfortable. Any irritation would cause a distracting influence and lessen the powers of concentration. Take a thoroughly comfortable sitting position, relax all the muscles of your body, and fix the gaze at some point in the lap. Sit perfectly still for a few minutes and imagine you see a point of blue light, shutting out every thought but the blue light, and, although this will be difficult at first, you will soon be able to lengthen the periods of concentration. Keep going back to the point when disagreeable thoughts break in upon you, and by a systematic effort you will be surprised what you will accomplish in two weeks' time. Keep before you the thoughts "I will" and you will develop a mental force that will penetrate to the ends of the earth without being diffused. It is this focalized thought-force that enables the great minds of the day to accomplish a foreseen end. Concentration will give you the power to develop personal magnetism and force of character. Go silently on with the perusal of this study, and you will develop a power that will enable you to sway the minds of those about you. You will unconsciously develop a force of character and mind that will, when concentrated upon a particular object or purpose, cause the diffused thoughts of others to become as a handful of pins to the magnet. Concentrate!

* * *

LESSON 3.

Studying the Characteristics of Others.

In order to influence a person into doing as you desire, it is essential that you first understand some of his natural characteristics. First know "your man," then bring into action all your concentrated powers of influencing him. You will make better headway if you know his strong points, and his weak characteristics. You will know exactly where and when to apply your formulas of suggestion; your powers of persuasion; the command; the smile; the tact and diplomacy; scientific flattery and artificial form. If you have a house to sell, or perchance a favor to ask, a heart to win, or a position to gain, how much easier it will be to use personal magnetism and suggestion, if you are fortified with a knowledge of the person's characteristics.

Some persons can be flattered and, in order to win and hold them, scientific flattery must be resorted to. You must know if he is one of this class, for if you began flattering him and he should be a person who could not be flattered successfully your processes would fall short and you would lose. You must first study the lessons on "Character Reading" so that you can in a few minutes tell the leading characteristics of a person.

After you get so that you are able to observe a person's leading characteristics from an ordinary observation, which you can easily learn to do from these lessons, you will be prepared to go into processes of influencing him.

NATURE'S MARKS.

The polished villain often fools the shrewdest of men and women. A silver tongue with silver tact, is a quality that wins, but, nature has stamped her marks in various places on the human form, making it an easy matter for one who knows the secrets, to distinguish the rogue from the gentleman.

The nervous system plays an important part in the recording of these marks upon the form, head, face, and in the hand-writing of an individual. Thoughts manifest themselves through the nerves, causing changes in the actions and form of an individual that are apparent to one who understands our system of reading these signs. These signs show the character of the man; they are a reflection of the soul within and cannot be disguised or kept from the eyes of our students.

This complete system enables you to first "know your man well," then to employ the proper method of influencing him.

* * *

LESSON 4.

How to Read Characters from General Observation.

We cannot live in this world without of necessity being thrown more or less in the society of others. To reap the proper advantages from those with whom we come in contact we must understand them. To do this we must study Character.

Realizing the difference in dispositions and general make-up, the idea of studying Character seems on first thought to be a formidable task, but on mature reflection we can but reach the conclusion, since we have all been created in the image and likeness of One, that there must certainly be many general characteristics, which we have, that can be easily learned by observation and applied in the general walks of life. To live harmoniously, even in our own homes, we must understand the members of our family; and to be successful in business, we must be able to make a correct estimate of "our man." You have learned the characteristics of your family by observing everything they do and say, then observation must be the gateway to the character of others.

Many people go through the world with their eyes closed, practically speaking; such people cannot, in this "up-to-date" age, hope to succeed in anything. Remember, the lessons that follow will be of no value without you train yourself to observe everything and every one with whom you are thrown. After a little practice you will begin to do unconsciously what was at first a great effort, and will soon be repaid for your pains.

Let nothing escape your observation, for the way a man handles his hands or his feet may be of importance to you later on. We have many types or grades of men, running from the elementary or lowest type of intelligence up to the philosopher or highest grades, but each one of them have certain qualities in common. As our first lesson, I will say, remember *suspicion* is always coupled with ignorance; that *reason* is a companion for intellect. The ignorant man must be handled in such a way as not to arouse his suspicions; in other words, you must first gain his confidence; this of course is well with all men, but more particularly applies to those who are incapable of reasoning or without sufficient knowledge to be able to investigate for themselves.

THE ELEMENTARY TYPE.

We will now pick up different types of men as we meet them in every day life. We will begin with the elementary grade. His occupation is usually that of the laborer; his hands are square, and fingers short and thick. If this man looks you square in the face when talking to you, has an open look and an oval shaped face, temples not too full, you have a kind-hearted and honest man to deal with. He is usually sensitive, generally feels that the upper classes are against him, and that he is being robbed of his rights. You cannot educate this man in a day, he is usually dense and obstinate, therefore, you must adapt yourself to him, gain his confidence and respect, and you can then do business with him successfully.

* * *

THE OPEN, FRANK AND HONEST TYPE.

The man who saunters along in a leisurely way, his hat usually set a little too far back on his head, eyes that are open and frank and look you steadily in the face, hands carried open, sometimes partly in pockets, you will find honest—not suspicious would not do anything underhanded or look for any one else to, is free with his money and quick with his sympathy. He is of fair intelligence, but does not read much beyond the newspapers, consequently is not very deep. He is chatty and will not do to trust with a secret for he could not keep one for himself, at the same time he would never fully forgive you for "violating a confidence." In dealing with such a man you could always win your point through his sympathies.

* * *

THE CAUTIOUS TYPE.

The man with frank open face, steady eye, who steps quickly and firmly, who has hands that are inclined to be long and carries them partially closed, has a square jaw, forehead reasonably high and broad, is both honest and just, possesses determination and caution, is reasonable and considerate. If you want to succeed here you must have a proposition that is worthy of consideration, one that is reasonable, and be able to present it intelligibly. This man is usually patient and will listen to you attentively, weighing carefully all you say, but will think the matter over before he gives a "yes" or "no." It will not do to attempt to rush him, for in that case his caution will develop into suspicion and you will then have a hard task to handle him. Take time in dealing with this type; always keep before him a plan by which he thinks he will be able to gain something through you.

DISHONEST CHARACTERISTICS.

The man who walks with an uncertain step, sometimes long, again short, sometimes heavy, again light, whose arms and hands are carried as if he was trying to keep off some unforeseen danger, whose eyes are ever on the alert no matter how deeply he is interested in a conversation; looks at everything except you, and whose greatest desire seems to get away, out of sight: In this case you have an inherent dishonesty, a lack of courage and a man who is without principles, in fact in this character you would find all the traits of the petty thief, sometimes, however, they do not steal from sheer cowardice. To deal with this man you have but to assent, whatever your wishes, in a positive manner and watch him till you have obtained what you want; remember you cannot trust him no matter what his promises may be—you must stay with him in any transaction to the end of the deal, get his decision at once.

* * *

THE RAPID THINKER.

The nervous, impatient man is easily recognized by his restlessness, his quick replies, the pacing up and down while talking to you, interrupting you in the middle of a sentence, or continually tapping his foot, or when his legs are crossed shaking his foot, etc. Any one who observes will readily recognize him. When speaking to him, speak just loud enough to be heard by him (a low soft voice never fails to soothe the nerves) and be as brief as possible—do not go any further into details than is absolutely necessary, for this man analyzes as you go and details annoy him and you cannot keep his attention. He grasps a subject in its entirety and gets what he wants of details afterwards. If this man happens to be busy take as little of his time as possible. If he wants to keep you, he will do so. If he does not, you only spoil your chances with him by trying to keep him. When calling on this type, first assure him that you have only a few minutes to stay, that you are in a hurry.

* * *

THE CONCEITED STUBBORN TYPE.

We have another type that is not uncommon, whom everyone knows better than he knows himself, that is the pompous, conceited individual who is entirely satisfied with his own perfection and couldn't (if he wanted to) see why anyone else would make a change in him. This man can only be approached by flattery, if it is dealt out in a disguised form; if he is in the lower walks of life, the thicker it is spread on the more it will be appreciated. Any point can be gained with this man if you find out how to distribute your honeyed words of praise. This person is changeable. Finish your business with him on the spot.

LESSON 5.

Study Human Nature.

From the types given above the student who observes closely will soon be able to gather many more which space keeps me from enumerating. To succeed, you must adapt yourself to others. You cannot make the world what you want it, but by careful training, you can make yourself what you will, and by falling in line with the ideas of those around you, it will be an easy matter to win your way.

Many men and women hide their true character under the disguise of artificial form, and it would not be possible for a stranger to read them, so carefully do they hide their qualities from the world. But at home, where most people cast aside the polished form, the true characteristics manifest themselves. It is a decided advantage to one who has a secret knowledge of reading the characters of others, for if we carefully observe some of the tell-tale actions, we get an inside track, which knowledge cannot be estimated in dollars and cents, as it points out the weak and strong points of those we meet, and often keeps us from making errors in our dealings with humanity.

If you know some of the secret characteristics of a person, you can handle him to a great advantage, and when you understand the laws of suggestion, and the processes of influencing people you will win a greater percentage of the battles in life.

The following pointers from a popular paper, by an eminent writer, will be found useful. You should be careful how you sharpen a lead pencil, as it openly tells your character to anyone who may be familiar with this theory. You should also observe with care anyone who is in the act of sharpening a pencil and note the manner in which it is done. Sometimes you can hand a person a pencil and ask him to kindly sharpen it.

✓ "The man who holds the point toward him and close up against his shirt front is slow and likes to have secrets. He is the kind of man who, when his best girl finds out there are "others" and asks him who they are and what he means by calling on them, will assume an air of exceeding dignity and put her off with some evasive answer which says quite plainly, "Yes, I called; but it's none of your business who she is or why I did it." A woman with a jealous disposition should look out for the man who sharpens his pencil in this manner and shun him.

The man who holds the pencil out and whittles away, careless of results, is an impulsive fellow, jolly, good-natured and generous.

He who leaves a blunt point is dull and plodding, and will never amount to much. He is really a good-hearted fellow, and hasn't an enemy in the world. He finds his chief pleasure in the common-place things of life.

On the other hand, he who sharpens his pencil an inch or more from the point, is high strung and imaginative and subject to exuberant flights of fancy. He will always be seeking to mount upward and accomplish things in the higher regions of business and arts, and his wife's greatest trouble will be to hold him down to earth and prevent his flying on a tangent.

Different Types of Humanity.

The man who sharpens his pencil all round smoothly and evenly as though it were planed off in an automatic sharpener is systematic and slow to anger. But he is so very undeviating from a fixed principle that he would drive a woman with a sensitive temperament to distraction in less than six months.

He who leaves the sharpened wood as jagged as saw teeth round the top has a nasty temper and will want to quarrel on the slightest provocation. There are certain women who can manage that sort of man beautifully, though, and if he gets a wife with a calm, persuasive eye he will in a few minutes be as meek as a lamb.

The man who doesn't stop to polish the point of lead once the wood is cut away, has a streak of coarseness in his nature. He who shaves off the lead till the point is like a needle is refined, delicate and sensitive."

After you have seen a person sharpen a pencil you learn something about him, and he is not aware of it. It will be a guide to you in handling him, no matter what your associations may be. It is not advisable that you tell him what you have learned of his hidden character, whether it be good or bad, unless you wish to comment favorably upon the manner in which he sharpens a pencil.

The following hints from a leading paper on the characters of women, will be useful to both sexes.

"In choosing a wife, let her be a woman whose lips do not droop at the corners. This is the advice of a wise man of Persia. If a woman's lips droop, her husband's life will be a perpetual mourning time. Nor yet should they curve too much upward, for that denotes frivolity.

Beware of the under lip that rolls outward, for that woman has no great conscience. Select for a wife she whose lips are straight, not thin, for then she is a shrew, but with just the fullness necessary to perfect symmetry.

A mouth with the upper lip curved, lower lip straight, full and well defined, and a depression underneath, shows a high artistic sense, a love of ease and beauty, a fine moral nature, and a certain coldness of temperament. If the chin is firm and rounded, that bespeaks determination and physical strength.

The mouth of sagacity is large and always well closed. The line of the lip is firmly defined, and a certain tightness about the jaws, when in repose, is noticeable.

If a mouth is long and thin, with the lines between the lips clear cut and firm, the woman is selfish, morbid and dominating. It is the mouth that desires to rule everything, and its owner will ride to an end, no matter over how many bodies.

The short upper lip with a depression under the nose and the inclination upward at the corners is the merry mouth.

If the corners dimple deeply as they turn upward, the lips are quick in repartee. Love of ridicule will be strong, but not in a malicious vein.

Unusually red lips denote cruelty and rapacity. Cleopatra had such lips.



Fig. 1.

"Organic Quality is the Primal Index to the Character."

"All organs correspond with the functions, so that from having either we can always predicate the other.

"Certain forms accompany and indicate certain qualities.

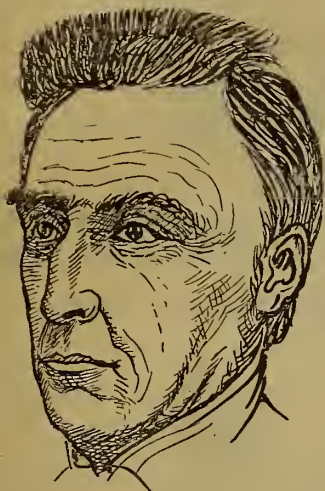
For this reason shape is the great base of all scientific classification. Given configurations and attributes always go together. Whenever we find either, we then and there find the other also married to it. How is this? True, of all things."

In figure one (see cut) we have a low type of intelligence. The forehead recedes and the lines around the eyes, nose and mouth have a drooping appearance. This type is found mostly among the laboring class.

The formation of the head shows a lack of brain growth. A coarse grained organism will manifest itself in many ways. The hair, the skin, the bones and general appearance is coarse. In determining the character of a person, the first thing to notice is the texture of the skin. If the skin is soft, clean and of a delicate, velvety texture, it signifies that the person is sensitive, emotional and susceptible. The finer the texture of the skin, the finer the feelings. The same in man.

A fine, soft, velvety, sensitive texture of skin indicates a brain and mentality of the same quality. Likewise, a coarse grained skin, denotes the reverse.

The Muscular Motive Temperament.



No. 2.

In cut No. 2, we have the muscular motive temperament. Usually large framed, large bones, muscular and athletic, more lean than fat, having high cheek bones, strongly marked countenance, great muscular power, a tough or strong constitution. These people have great powers of endurance; would make good soldiers, officers and fighters, especially if the nose is slightly Roman.

These men have many talents and can adapt themselves to most any profession.

Homely features usually denote power of mind and character as well as power of muscle. Handsome men are seldom talented. A pretty man is usually more proud of his body than his intellect. You can gain your "point" through commenting on the fine appearance of a handsome man, but this would be dangerous with a homely man.

Vital Temperament.



No. 3.

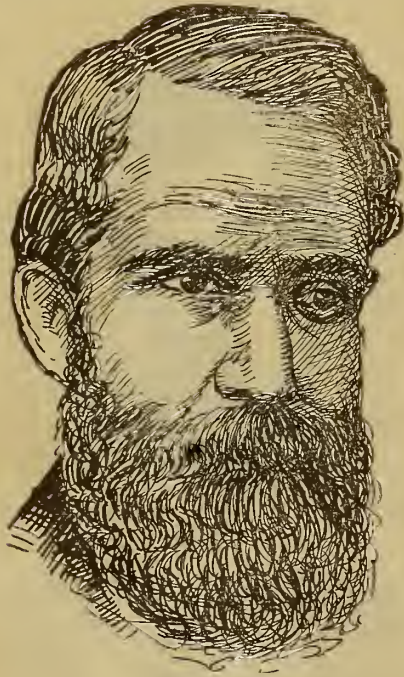
The vital temperament (see cut 3) indicates a lack of mental and physical activity. Exceptionally stout people rarely make a mark in the world. They should cultivate a desire to do more brain and body work. These persons are usually fond of literary pursuits; fond of the good things in life and usually take good care that their stomachs are well taken care of. They can best be influenced through things physical. They are generally good-natured and fond of jokes. If you wish to make a favorable impression be jolly and always ready with a good joke. It is a well known fact that these people are often influenced into giving a decision, right after a hearty laugh, for which they are afterwards sorry.

In fact, if you get any person laughing heartily and then suddenly ask him to do a certain thing; a favor, and press him hard for an answer, you are more liable to get a favorable answer.

QUICK NOTES ON FEATURES.

Important Pointers on Features

The Purely Motive Temperament.



Cut No. 4.

In cut No. 4 we have the purely motive temperament. Head rather long, with high straight forehead and overshadowing eyebrows. This type is usually crafty, tactful, diplomatic and shrewd. These men and women are gigantic schemers, plan away ahead and have great foresight. They possess a great amount of personal magnetism, force of character, and determination to succeed. In dealing with this class you should always be brief. Try to display talent in any direction. They admire talents and have no patience with dull minds. If you can lead these people to believe that they can make money through you, they will, of necessity do many things that will benefit you. Always be careful of your personal appearance and see that you are neat and tidy when in the presence of the motive temperament.

Fig. 1.—Nose of Emperor William. Fig. 38. His chin. Note the roman appearance of the nose, giving physical force as well as acute penetration.

No. 10—The pugnacious nose, giving combativeness, weak mental forces.

No. 5—The selfish nose.

No. 7—Combativeness and physical force combined.

No. 2—The normal, well-balanced nose.

No. 17—Eyebrows, showing powers of concentration.

No. 18—Violent temper when antagonized.

No. 19—Shrewdness.

No. 20—Deep penetration, conservative.

No. 24—Eyes of Adam Worth, noted criminal, used by the Bertillon system and Pinkerton detectives as a typical criminal. (No. 43 is his chin.)

No. 23—Eyes of Maud Adams, marvelous imagination and execution.

No. 25—Eyes of Robert A. Pinkerton, the noted detective, showing shrewdness, great powers of penetration, calculation, forethought, precision and adaptability. ((44 and 45 his chin.) Note the square cut, giving perseverance, mental and physical force.

No. 22—The eyes of a coquetish, idealistic, easily influenced individual.

No. 11—The ear of a spendthrift.

No. 13—The economizer.

No. 14—The financier. Note, in judging character from the features, you must carefully compare and weigh other prevailing conditions, in order to form correct deductions. If Adam Worth had Pinkerton's chin he would have been another Pinkerton.

There are many intermediate grades in features, as is shown by the difference between the open, frank eyes of (22) and the narrow-minded eyes of (27).

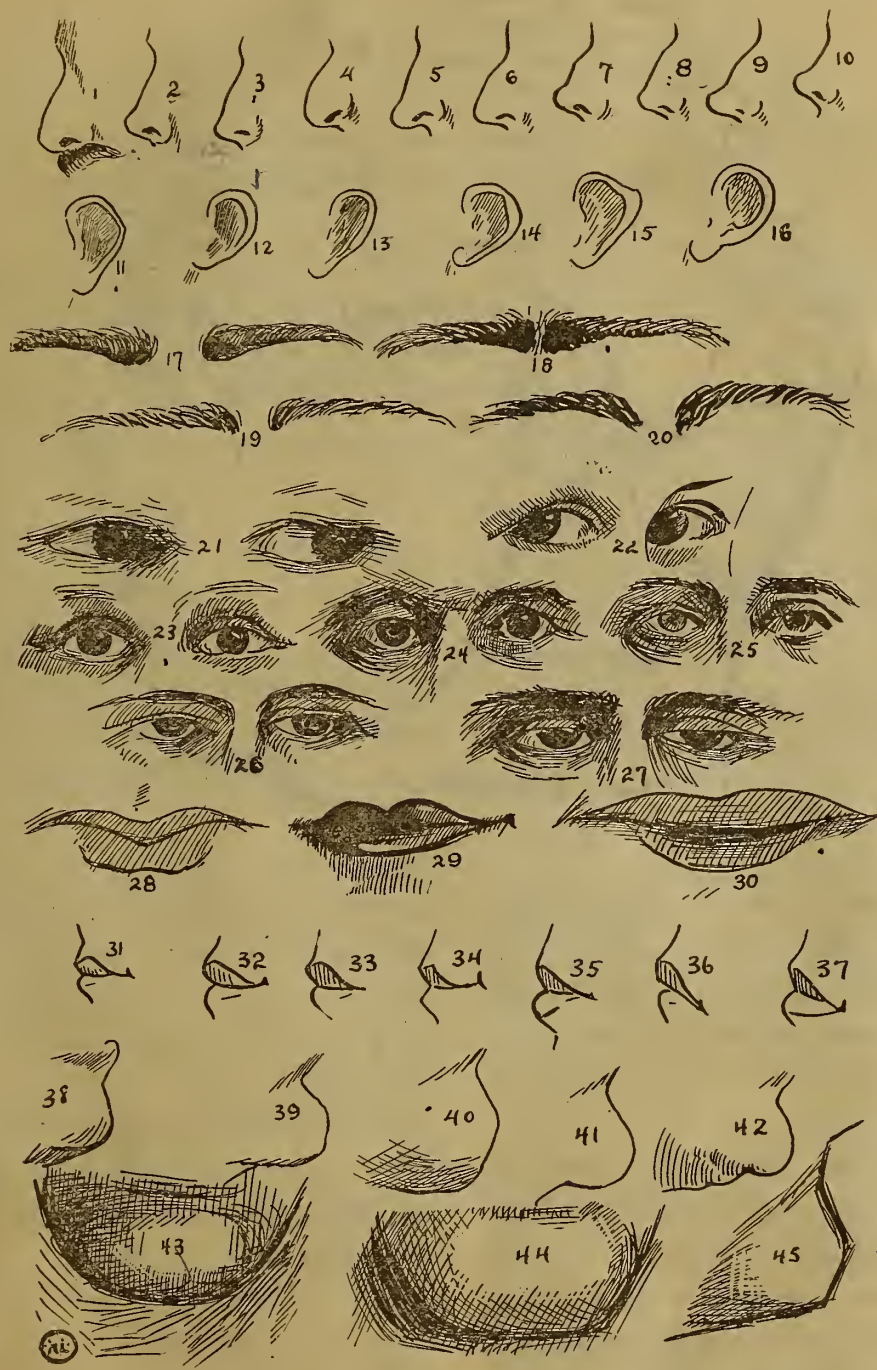
No. 31—The lips showing well-balanced mental and physical forces.

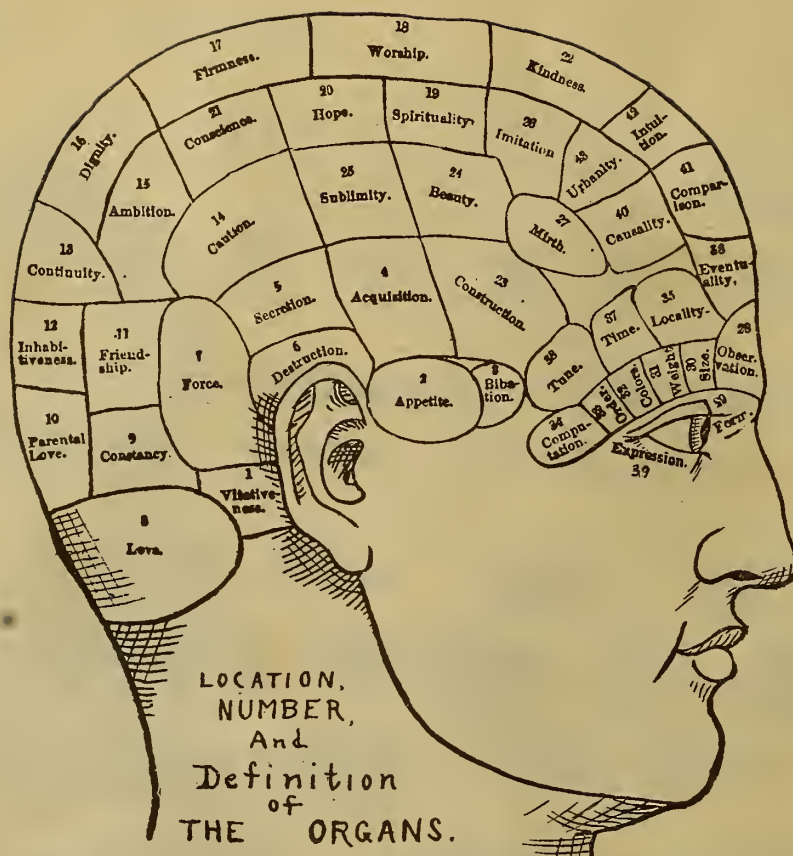
No. 32 and 33—Showing a mental motive temperament, the mental being more active than the physical.

No. 35—Showing passionate nature, strong vitality, perseverance, great mental and physical forces.

No. 36—Weak mental and physical forces.

No. 37—Strong vital force, passionate, weak mental force, liable to do things impulsively and to excess.





From a careful study of this chart and the definitions, you will be able to tell at a glance what a person is best fitted for in life; it will unfold the secret temperaments, abilities and mental qualities of those with whom you come in contact. They are the definitions of the most eminent authority on character reading the world has ever known.

If the organ ("bump") is well developed it indicates that this particular characteristic predominates in the individual. If it is deficient or undeveloped, it indicates that the individual is lacking in that quality, governed by that particular organ.

"All the faculties are subdivided into nine groups: the Animal, Domestic, Moral, Self-perfecting, Senses, Perceptives, Literary Reflectives and Aspiring."

* * *

Class 1—The feelings, located in that part of the head covered by hair.

* * *

Class 1—The animal propensities, which supply bodily wants by the instincts.

Class 2—Vivativeness—The Doctor; longevity; love and tenacity of life; resisting disease, clinging to existence; toughness; constitution.

Class 3—Bibation, the Feeder, "alimentiveness," hunger, relish, greed.

Class 4—Acquisition—The Economist; thrift; industry; frugality; the acquiring, saving and laying of instinct; desire to own, possess, trade, and amass property; the claiming, mine-and-thine feeling.

Class 5—Secrecy—The Concealer, self-restraint; reverse; policy; tact; cunning; management; evasion; double-dealing; art; trickery; finesse.

Class 6—Destruction—The Exterminator; executiveness; severity; sternness; harshness; love of tearing down; destroying; causing pain, teasing, etc., hardihood; endurance of pain; revenge.

Class 7—Force—The Defender; "combativeness;" courage; snap; efficiency; boldness; defiance; determination; love of opposition, encounter, etc.

2. *The Social Group, which creates the family ties, and domestic affections.*

Class 8—Love—The Creator; “amativeness;” sexuality, gender, desire to love, be loved, and fondled; sexual admiration; courtesy; and blending; passion.

Class 9—Constancy—Fidelity; conjugality; mating; one love; marriage.

Class 10—Parental Love—The nurse, philoprogenitiveness, attachment to own offspring, love of children, young pets, etc., that which cuddles, and babies.

Class 11—Friendship—The Confider, fondness, sociability, love of society, desire to congregate, associate, visit, make and entertain friends, etc.

Class 12—Inhabitiveness—The Patriot, love of home, domicile, country, the place where one lives, or has lived, patriotism, etc.

Class 13—Continuity—The Finisher, consecutiveness, connectedness, poring over one thing till it is done, prolixity, unity, finishing as we go.

3. *The Aspiring Sentiments, which dignify elevate, and ennoble man.*

Class 14—Caution—The Sentinel, fear, making sure, carefulness, prudence, solicitude, anxiety, watchfulness, apprehension, security, protection, provision against want and danger, foreseeing and avoiding prospective evils, discretion, care, vigilance.

Class 15—Ambition—The Aristocrat, approbateness, pride of character, love of publicity, praise, display, fame, a good name, esteem, fashion, social position, and popularity, sense of honor.

Class 16—Dignity—The Ruler, “self-esteem,” self-respect, reliance, appreciation, satisfaction, and complacency, independence, nobleness, love of liberty and power, the self-elevating, commanding instinct, manliness, authority, domination.

Class 17—Firmness—Stability, decision, perseverance, pertinacity, fixedness of purpose, aversion to change, indomitability, will-power, obstinacy.

4. *The Moral Sentiments, which render memorial and religious.*

Class 18—Devotion—The Worshipper, veneration, piety, churchism, adoration of God, reverence for religion and things sacred, love of prayer, religious observances, etc., obedience, respect, conservatism.

Class 19—Spirituality—The Prophet, intuition, prescience, prophetic guidance, the “light within,” forewarning of what is to be, second sight.

Class 20—Hope—The Expectant, anticipation of future success and happiness, that which looks on the bright side, builds fairy castles, magnifies prospects and speculates, buoyancy, light-heartedness.

Class 21—Conscience—The Jurist, integrity, moral rectitude and principle, love of right and truth, regard for duty, moral purity, promises and obligations, penitence, contrition, approval of right, condemnation of wrong, obedience of laws, rules, etc.

Class 22—Kindness—The Good Samaritan, “benevolence,” sympathy, goodness, humanity, philanthropy, generosity, the neighborly, accommodating, humane, self-sacrificing, missionary spirit.

5. *The Perfecting Group, which refines man, and creates the arts.*

Class 23—Construction—The Mechanic, ingenuity, sleight-of-hand in using tools, invention, love of machinery, manual skill, dexterity, mechanism.

Class 24—Beauty—The Poet, “ideality,” taste, refinement, imagination, love of perfection, purity, poetry, flowers, beauty, elegance, propriety, gentility, the fine arts, etc., personal neatness, finish, style.

Class 25—Sublimity—perception and love of grandeur, infinity, vastness, illimitability, omnipotence, eternity, boundlessness and endlessness.

Class 26—Imitation—The Mimic, Conformity, ability and desire to copy, take pattern, imitate, do, make, and become like, mock, act out, etc.

Class 27—Mirth—The Laughter, wit, facetiousness, ridicule, sarcasm, love of fun, disposition to joke, and laugh at what is improper, ill-times, or unbecoming, perception of the absurd and ridiculous, etc.

CLASS 2.—THE INTELLECTUAL FACULTIES, LOCATED IN THE FOREHEAD.

Class 6—The senses, or hearing, seeing, feeling, tasting and smelling.

Class 7—The Perceptives, which relate man to the material properties of things.

Class 28—Observation—The Looker, cognizance of individual objects, desire to see and examine, minuteness, scrutiny, looking, gazing.

Class 29—Form—The Speller, configuration, cognizance and memory of forms, shapes, faces, countenances, and looks, perception of likeness.

Class 30—Size—measurement by eye, cognizance and memory of magnitude, quantity, bulk, distance, proportion, weight by size, height, etc.

Class 31—Weight—The Sailor, balancing capacity, marksmanship, intuitive, perception and application of the laws of gravity, motion, etc., ability to keep one's balance in walking aloft, riding, climbing, sailing, etc.

Class 32—Color—The Painter, perception, love, and recollection of colors.

Class 33—Order—The Arranger, method, system, having places for things, and things in their places, observing business and other rules, laws, canons, etc.

Class 24—Computation—The Mental Arithmetician, numerical calculation, ability to reckon figures in the head, memory of numbers, etc.

Class 35—Location—The Traveller, cognizance and recollection of places, roads, scenery, position, desire to see places, and ability to find them; the geographical faculty, keeping the points of compass, etc.

8. *The Literary, or knowing faculties which learn and remember.*

Class 36—Eventuality—The Historian, memory of facts, recollection of circumstances, news, occurrences, events, and what one has seen, done, heard, said, and known; love of history, knowledge, smartness, practicality, etc.

Class 37—Time—The Innate Time-keeper, periodicity, punctuality, ability to guess what time it is, keep time in music, tell when, how long since, dates, etc.

Class 38—Tune—The Natural Musician, tone, ability to learn tunes by ear and repeat them by note, the musical inspiration, knack and genius, memory of sounds.

Class 39—Expression—The Talker, "language," communicating by natural language, looks, gestures, actions, written or spoken words, intonations, signs, etc.

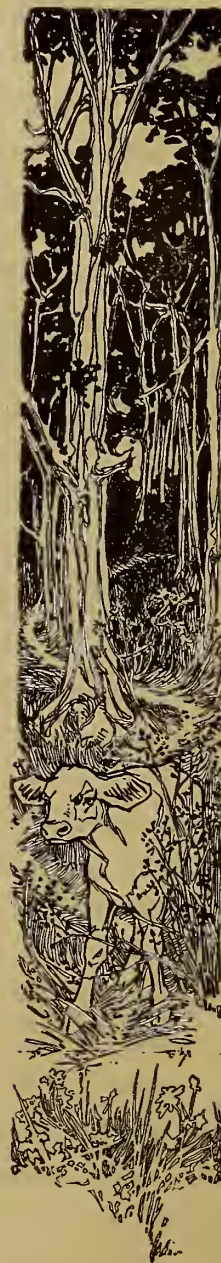
9. *The Reflective Faculties, which reason, think, plan, and understand.*

Class 40—Causality—The Thinker and Planner, reason, sense and causation, deduction, originality, thought, forethought, depth and comprehensiveness of mind, adapting ways and means to ends, invention, creating resources, reasoning from causes to effect, profundity, judgment.

Class 41—Comparison—The Critic, analysis, induction, classification, ability and desire to compare, draw inferences, illustrate, use figures, etc.

Class 42—Intuition—The Physiognomist, perception of truth, discernment of character and motives, intuitive reading of men by minor signs.

Class 43—Urbanity—"Agreeableness," blandness, persuasiveness, pleasantness, complaisance, suavity, palaver; that which compliments, politeness, etc.



The Language of The Pen.

The Science of Reading Character From Handwriting.

These lessons have been written with pen and ink, in order to give you examples to work upon. This instruction must not be confounded with ordinary Graphology, the science of reading character from handwriting.

A number of different persons have written these lines, from the original manuscript, filling in words and lines here and there, so as to give you a variety of letter formations to study over.

There are a few essential points which should be taken into consideration, before the student forms a conclusion, regarding the character of a person. First- never base a conclusion, as a whole, on the formation of a few letters or words. The conclusion should be drawn after several lines of writing have been examined. A weak characteristic is often overbalanced by several good characteristics. Beautiful writing, does not always denote a beautiful character.

Lesson One

We will first take up the treatment of single letters, spaces and obvious signs.

If the "i" is carefully dotted in all words, it shows good memory and precision. If it is dotted (high) in places and not at all in some words, (it) indicates poor memory and lack of precision.

(Sec. 20.)

If the "t" is firmly crossed, it indicates firmness. If the "t" is not crossed firmly, it indicates a weakness; impatience and a lack of vitality. If the "t" is crossed low down upon the letter it indicates faithfulness, application and good vitality.

(Sec. 21.)

This writing indicates that the writer is a rapid thinker; he sees things at a glance; he reaches conclusions rapidly, and if the cross of the "t" has a hook at the final of the cross, it would indicate tenacity and a nature inclined to be existing.

(Sec. 22.)

There is a great deal to be learned from the manner in which the "t" is crossed. If it has a downward heavy stroke to the right, it indicates a cruel nature. If the writing is coarse, the writer is vindictive and reckless.

If the "A" has a heavy upward cross with a slight hook at the end, it denotes a strong will. You will find such a person a good soldier: he will be hard to dominate: could be coaxed, but not driven. Such men make great leaders

"Don't forget to be there" (Sec. 23)

The above sample indicates the fighter, the soldier. Notice the tenacious hook at the end of the stroke "A".

"I love flowers and music." (Sec. 24)

Tell me the reason why.

Not until to-night.

In the above sample we have several characteristics outlined. She has high aspirations - is open and frank - impatient at times, but persistent. You will notice the "o"s and "a"s, are openly formed and closed at the top, this indicates secretiveness. This is also shown by the closeness of the writing. The high formation of the "N" the "L" denotes high aspirations. There is also some tenderness in her nature as is shown by a tendency towards gracefulness of the writing.

Lesson Two. (Sec. 25)

Much can be learned of the character through the formation of the "o's" and "a's". If the "o" or "a" is left open at the top it indicates a lack of secretiveness: a talkative nature. In some handwriting it denotes conversational ability. In some writing you will notice a word here and there, with the "o" or "a" left slightly open. You must not judge by one or two words alone, examine the entire writing. Where there is a tendency to leave the "o" or "a" slightly open at times, especially, if the writing is rapid, it denotes quick wit and good conversational ability. Great orators usually write rapidly and leave the round formation of the letter open at the top. (Sec. 26.)

Where there is a looping of the "e" and "o" it usually denotes dishonesty.

If the writing has an unevenness, the formation low the writer is crafty, tactful and if the

"a's and o's are all looped, do not trust the person."
(Sec. 27.)

If the writing is open and frank and uneven, with the round formations not looped, it shows that the person has considerable tact."

(Sec. 28.)

For must always use judgement
in talking to people
Whenever you try to tell a story
be sure to tell it right

In the above sample, we have the talkative nature, with strong determination. Is extremely talkative but lacks continuity of thought. In the word "always" notice the letters separated. There is a tendency all through the writing, as in the word "people" to separate the letters. This person will begin talking on one subject and wind up on an entirely different one. Where there is a tendency to connect the writing, it shows continuity of thought. (Sec. 29.)

Lesson Three (Sec 30.)


In the ⁶Writing we sometimes notice a tendency to curl the letters. This indicates that the writer is of an idyllic temperament: easily flattered. If the writing shows a weakness, as would be indicated in the "t" it would show a weak will and poor vitality. And if the "y's" and "g's" had large loops, it would indicate an abnormal imagination.

Most artists have good imagination. In all cases, you must examine the entire writing, before deciding as to whether a certain formation is good or not.

If for instance, the "y" had a large loop in an artistic handwriting—

"(When I was young,)" it ^(Sec. 31.) would be a good sign, but in a

(Sec 32.)
"Specimen like this you could"

put it down for a bad quality, as it would show that the writer was despondent and allowed his imagination to run away with him. If such a formation is found in — "The writing of a diplomat" — it shows he has a  good imagination.

"If the writing slopes downward at the end" it indicates mental worriment. (Sec 33)

"If the whole writing slopes upward" it indicates high aspirations, especially if "the large letters are high"

"I am up in the Air" Yes. (Sec 34.)

If other indications show a strength of character, these lofty ideas are usually carried out by the writer.

— (Sec 35)

"I wish you would call tonight."

The downward final strokes of the "g's" and "y's" show decision of purpose.

The above specimen shows that the writer has the ability to carry out his high aspirations. (Sec 36.)

"If all the finals have an upward stroke, it indicates humor" — Impulsiveness.

The long flowing finals, also indicate a love of ease and the good things in life. Coupled with weak indications ("t", "ä", "z") it would show the writer to be susceptible to influences. This person would steal, simply to have a good time. (Sec 37.)

"Short cut finals, show economy - caution - suspicion."
(Sec. 38)

"The angularity of the writing shows acute penetration: this person generally look out for his own interest first."
(Sec. 39)

If the writing has tenacious hooks, and the finals club-like, it shows a desire to argue. "A" "H" "G."
(Sec. 40)

"I take great pleasure in doing the little things"

The above writer is systematic and orderly in all things. Good on detail.
(Sec. 41.)

"Perhaps you will not be able to give more than an hour or two each day."

The above specimen shows - high ideals - tenderness - ^{some} acute penetration - application - moderate caution - moderate will power - continuity of thought. Has some caution but not altogether secretive. Is also economical. Strong sense of morality. Honest and trustworthy.

(Sec 43.) "I herewith enclose a photograph of myself which I trust you will consider good."

Determination - strong will power - tact and secretiveness is shown in the above specimen. Good memory and vitality. Pride and self esteem is also shown.

"Tact is shown by letters varying in size"

Pride is shown by the dash under the last word. Vanity is indicated whenever there is a dash under a "signature"
(Sec 43.)

Crossing the "E" thus, - artistic temperament.

This is the nervous temperament.

All health - morbid nervous temperament.

This is a good sample.

"In writing letters always go over your writing and fix the weak and bad characteristics, in this way you can overcome all your shortcomings." You can develop the good characteristics which you lack.

I promise you truly that I will be
true and honest with you. Depend upon me.

Do not trust this one. The writing shows positive dishonesty; unreliable, changeable, impatient, morbid mental condition—untruthful and deceitful.

I give you my word that I
will be there. Yours truly.

A good, true friend—lofty ideas, open and frank, truthful and trustworthy, has strong will and determination, decision of purpose, good-natured, and will make constant loyal companion in marriage.

If you will come and see me at your
earliest convenience, I will prove
to your satisfaction the truth of
what I say. Let me hear from

Crafty, diplomatic, careful, rapid thinker; strong determination, good memory, has psychic powers, force of character, and the ability to succeed in most any undertaking.

I feel that I can
do the work to
Your complete satisfaction

Very reckless, has good continuity of thought, a good set of brains, but is wasting many opportunities; inclined to dissipate. Would not make good companion or business man.

When I read your kind words
I feel that your interest in me
is genuine and that you will
be honest with me

Easily flattered, lacks mental force, has poor memory, very idealistic, weak will power. An easy prey for an evil person possessing immoral ideas.

Conclusion

If at any time you desire further instruction in reading character, or if there is any formation in writing you do not understand, we will gladly assist you.

Special Service To Students

We will give a complete reading of character from any letter you wish to send for one dollar.

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