

*Practical Psychology is Demonstrable Fact
and Repeatable Phenomena*

OUTLINE OF
COURSE OF INSTRUCTIONS
IN
PRACTICAL PSYCHOLOGY

AS GIVEN BY

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LESSON No. I

Health Culture—Formulas for the Cure of Constipation.

This Course of Instruction Has One Purpose

That is to teach the law of human life from both a physical and mental point of view. As we look about us, we realize that mankind has builded up a wonderful civilization. He has evolved the sciences and arts, and in his efforts to externalize has lost sight of the great possibilities of operating law, and making change in his own personality. Practical physiology is a science, based on demonstrable facts, and the operation of human laws. It teaches the individual to understand himself, the process of development, personality, and also lays open to him a plain understanding of the laws of his physical and mental being. For we have come to realize today that with man's accumulated intellect, the potentialities of his mind and brain, if he can learn to operate the laws of life pertaining to himself, as successfully as he has operated the laws of life external to himself, that he will be able to make at least a corresponding change to that change, which has taken place in his environment. Hence, this course of instruction.

In order to make a success of living, one must have a good physical instrument, in which to live, and through which to express. And the building of a good physical body, for the sake of perfect health, has five essentials: Four physical, the fifth mental. In our health culture lesson we shall now consider the four physical essentials for perfect health. The first is the proper use of air, or the development of the lungs; the average individual does not breathe enough. It is scientifically true that the breath is the life, and as we breathe so do we live. The following obtains, as we breathe sufficiently. First, the entire lung capacity is used; second, the entire blood stream is oxygenized, in which process the life giving elements of the atmosphere are carried to all portions of the body and the waste tissues are burned up, thereby cleaning up the system as well as nourishing the body.

Too much cannot be said upon the subject of proper breathing, for the average individual begins to die in his lungs

because of improper breathing. The unused and undeveloped portions of the lungs become the breeding ground for disease germs. Not only is the white plague due to unused lung cells, but the whole system is starved and made susceptible to all forms of disease. Each adult should have two cubic inches of developed lung capacity for every pound of weight, also every adult should have at least four and one-half inches of chest expansion. The proper breath causes a swell over and including the region of floating ribs. The body swells out on inhalation and contracts on exhalation. A point to be made in behalf of breathing sufficiently is in the position of the chest. A drooping posture lowers the stomach from one to three inches, crowds the vital organs out of their proper position, compresses the lower areas of the lungs. The reaction upon the character of the individual who stands and walks correctly cannot be overestimated. Are you afraid of the night air? It seems to be the only kind of air which God has ordained that we should breathe at night time, and so I urge you to be a fresh air enthusiast, knowing that it is true, as we are reminded in holy writ, that the body is the temple of the holy spirit. Also, we are admonished to keep the body pure and holy and, scientifically speaking, we know that a clean body is a healthy one, so in the words of the Hindoo: "Lift up your chest and breathe."

The second essential to good health is the proper use of water—water on the inside as well as on the outside. The body requires two quarts of water daily in order to carry off the poisons and to provide for the secretions. The individual who has not enough water will have a dull eye, muddy skin, foul breath, inactive brain and may suffer from one or more of the following so-called filth ailments: Constipation, indigestion, catarrh, rheumatism, colds and fevers. When the poisons in the system are not carried off through the eliminating organs they are drawn back into the blood stream and used over again in the saliva in the mouth, gastric juice in the stomach, intestinal juices, and in fact, comprise the secretions in all the glands. It might be said of some people if they were no cleaner on the outside than they are on the inside they would be ostracized from society. Due to modern convenience of the bath in the home today very little need be said concerning the use of water through the bath. But as we are considering the care of the skin, I would suggest two warm soap baths

weekly to be sufficient for cleanliness. But the tepid bath, cold plunge or cold shower daily is refreshing. Another way of keeping the pores of the skin open is the friction rub, which I value. The flesh brush or the loofa sponge (commonly known as the Chinese Vegetable Sponge), also the salt towel rub; any one of these is very desirable in rubbing the body briskly from the shoulders to the soles of the feet. It will relieve the skin of worn-out cuticle, open the pores, cause a good circulation, feed and nourish the skin, and cause a ruddy glow all over the body. A little explanation about the salt rub: It can be prepared by taking two quarts of water, add to it a cup of salt, thoroughly dissolve it and then wring the heavy Turkish towel out of this salt water very lightly and hang it up where it can drip dry so it can retain much salt. One towel will contain enough salt for two rubs, or for use twice. It is well to take the friction rub before taking the cold bath. After the morning bath it is well to have some exercise; get out of doors and walk, or run for a few minutes, then you will be ready for the day's activities. Do not forget that a clean body is a healthy body, so let us learn to adopt such habits of living as shall keep us well and healthy, rather than so frequently lay up on the shelf for repairs or in common language, be sick.

The third physical essential we shall deal with is the proper use of food or how to nourish the body, and at the same time prevent an unclean condition from a gradual accumulation of debris. The average individual eats too much; in fact, the average person over-eats, under-breathes, under-drinks and under-exercises. It takes real character to eat enough and not too much, but of course, it takes real character to make a success of living. Our foods have been so refined and our manner of eating so abnormal that we have not nourished, but rather congested the body. Too many people eat in a hurry and as a result the food is not masticated, therefore the chemical change, which is the work of the saliva as it mixes with the food, does not take place. Neither is the food ground sufficiently by the teeth to make it ready for the stomach. We have been called a race of hurriers and worriers. Let us learn now to slow down, and begin at once, most especially at the table. There also is a place and a time where all undesirable emotions and unhappy thoughts should be put away, and you should be happy, or at least make an effort to be, lending that influence to those about you, and eat for efficiency.

For those who are not well the following articles of food eliminated from the diet for a period of six weeks will clean up the system and rid it of the excess amount of protein or nitrogen, meat, fowl, fish, eggs, cheese. This gives the body a chance to throw off the congested condition, allowing the secretions to excrete normally. Protein is a body-building substance but we find very large quantities of it in the grains and vegetables. After the six weeks resume the use of these foods as you wish, but I am convinced that when you have once gotten away from meat eating that you will never resume it again as part of your daily diet. My reason for this is that meat consumes about as much energy in the process of converting it into nourishment as it produces. It has been said by one scientist, man is the only animal that eats corpses, or makes a graveyard of the stomach. It has been said in the past that man needs meat for endurance and strength, but the thinking mind of today has awakened to the fact that the beast of burden which possesses the greatest strength and endurance of body does not live on animal flesh, so why should man?

A selection of foods from fruits, vegetables and grains will provide every essential property and chemical for healthy body-building. As for stimulants of any kind, if the absence of them causes such a reaction as to give one headache or other unhappy symptoms, then I say eliminate the stimulants. The average individual will be well fed and nourished on two meals a day. Three meals daily is desirably only for the person who is engaged in hard, manual labor. If an individual is underweight it is well to add one-half glass of sweet cream to some part of the daily diet. Be happy when eating, mentally joyous in the thought that your food is building up the cells of your body, making for health and building a good-looking body in its proper proportion. If over-weight drop down on the fatty foods, have plenty of out-of-door exercise, and always when eating realize your food is building strength and endurance into the muscles and vital organs instead of fat. Dark breads are most desirable because made of the unrefined flour. This includes whole wheat, bran, graham, rye and corn breads.

The fourth physical essential is exercise. Exercise has one law—that of contraction and relaxation. There is a mental consideration as well as the physical consideration in the taking of any exercise. In exercising, the mind should retain the picture of the results which you wish to obtain

through the use of the exercise. True, indeed, the mind acts upon the body, and the body reacts back upon the mind. Contraction is a process of forcing out the debris and relaxation releases the energy and the blood stream, allowing them to feed that part of the body. And of course, as the blood rushes in with force and rapidity, it produces heat. Hence, the double value of exercise. I shall give you the few exercises which I deem most valuable for the above results and the proper play of the muscles.

For the scalp: The rotary movement with the tips of the fingers from the center of the forehead over the crown of the head to the base of the brain, continuing this exercise from the forehead over the scalp, the left hand on the left side of head and the right hand on the right side of the head until there is a ruddy glow, giving evidence of a rapid circulation of the blood. This will produce a healthy condition of the scalp.

EXERCISE No. 2:

The rotary movement of the head by dropping the chin down on the chest and moving the head around, making as large a circle as possible; then reverse the direction of the movement, this will loosen up the congested condition in the back of the neck and the head and is a gentle massage for the glands in the side of the neck and throat.

EXERCISE No. 3:

The spine twister or the rotary movement at the waist line, keeping the knees stiff, moving the shoulders about in a similar manner as the head in the first exercise.

EXERCISE No. 4:

The liver massage. Take a full deep breath, put the right arm up beside the head and lean over to the left in an attempt to touch the floor with the finger tips, keeping the right knee stiff. You can bend the left knee over which you bend the body, then reverse the exercise and drop over the right side, the left arm up to the side of the head, keeping the left knee stiff and bending the right knee, holding the face up instead of down, always remembering to exhale as you go down, inhale as you come up.

EXERCISE No. 5:

This exercise has a remarkable effect by way of unlocking the vertebra of the spine, so, keeping the knee stiff, take a full

deep inhalation and exhaling slowly, you will bend forward with a slight jerking, spasmodic movement until the pull back of the knees becomes quite evident. Insist upon using this exercise until you can do it easily.

EXERCISE No. 6:

Stand with the body erect, heels together, hook the thumbs and stretch the arms well above the head; make the hip joints the hinge of movement, bending forward and downward until the fingers touch the floor about ten inches in front of toes, then stretch upward and bend back as far as you can, keeping the knees firm and the legs straight. Inhale through the nostrils on upward motion and exhale through the nostrils on downward motion. This exercises the muscular system and is a good exercise for constipation and indigestion. Do this exercise fifteen times at first, gradually working up to twenty-five times. Be sure to bend at the hips and not at the waist.

EXERCISE No. 7:

Stand erect, chest raised, hips drawn back, heels together, hook the thumbs, keeping the arm straight, raising them up over the head. Take a big, deep inhalation, hold the breath as you lower and raise the arms in a continuous motion. This is a splendid exercise for opening the unused lung cells and freeing them of debris. Begin the use of this exercise by doing it three times, morning and night, gradually increasing the use of it.

EXERCISE No. 8:

The use of the colored balls, either imaginary or real, the size of large marbles, is invaluable as an eye exercise. With the eyes closed and first holding the blue ball in hand about six inches directly in front of the eyes, mentally follow the ball with the eye as you rotate away from the eyes to a distance of fourteen inches. In the same way proceed with a green ball, then a white ball, then a lavender ball, one minute each.

EXERCISE No. 9:

Get out away from high buildings and close walls and look away into the distance where you can have a long range vision through nature's wonderful foliage and your eyes meet the horizon.

EXERCISE No. 10:

With the tips of the thumbs vibrate the little muscle in the inner corner of the eyes for about five seconds, then proceed to move thumbs up under and against the bony socket of the eyes toward the outer corners. Let there be no pressure against the eye ball.

EXERCISE No. 11:

One all-around, good, general exercise is the stationary running, that is, an effort to run in just one spot. In other words, it is an easy jumping which wakens all the cells of the body, equalizes the blood stream and the energy.

“Formula for Constipation.” Drink one glass of water, either hot or cold, lie down on floor on back, bring knees up toward body so soles of feet are flat on the floor. With tips of fingers kneed and massage the stomach for one minute, then tensing slightly the muscles over the abdomen, massage it with tips of fingers for one minute, then with one hand on top of the other, the palm of the one hand against the body, massage with a slight pressure the abdomen, using the rotary movement—up on the right and down on the left—which is the peristaltic movement, for one minute.

This formula occupies three minutes’ time and should be used upon rising and retiring. For a very stubborn, chronic case, I advise its use several times daily.

SUMMARY

A little summary of this lesson. You are beginning to think along new lines. It may seem hard to change one’s habit of thinking, but know this, that if you will stick to a new idea, though it be painful to think differently than the old-time accumulated ideas, you will find the pain turning into pleasure and the new habits of life will make you happy, will build new brain centers in your brain and establish the impressions in the sub-conscious mind which render you capable of making a success of life. Let us be among those who dare to think. I am reminded of the words of the writer:

“How few there be of the thinking few who really think who think they do.”

There is a little health army in the body which has been called the scavengers of the body; they are the white corpuscles. They devour disease germs. It is only when our

habits of life are such that there becomes such a rapid and vast accumulation of disease germs that this little health army is not able to handle them. It is then, I say, that we get sick, commonly speaking. A cold, a fever; in fact, any contagion does not overtake us in an instant, but we overtake it. Nothing comes on us suddenly, as we say, "Right out of the blue," but it is an accumulation of a condition. So let your habits of life be such that in accordance with the principles of this lesson the little health army will be able to take care of any disease germs in your body and you will find yourself immune to sickness and disease. Old age, for example, is an accumulated condition, congestion in the blood stream, sediment accumulated in the joints; also, excess amount of mineral substance in the bone tissue are the causes which produce the effects or evidences of old age, as follows: Stiff knees, rheumatism, sluggish circulation, lack of pliability of tissue and bone. Very recently science has made such investigation as has determined the weakest organ of the body is builded to work at least 150 years. Now, we are learning to change our psychology; in fact, we ARE changing our psychology. Which way are you headed? I like the consciousness pictured in the following lines of Ella Wheeler Wilcox:

"One ship sails East and one sails West,
By the self same wind that blows.
It's the set of the sails, and not the gales
Which determines the way it goes.
Like the winds of the sea are the ways of fate,
As we journey on through life;
'Tis the set of the soul which determines its goal,
And not the calm or the strife."

LESSON No. II

Science of Cell Life—Intelligence of the Human Body— Heredity—Prenatal Building—Postnatal Building.

In order to study the body, which man has builded as a home for the soul, we shall acquaint ourselves with the very minute cells, of which this body is composed.

Back of every living thing is intelligence, life, and these tiny cells become the covering or the body of individual lives. Each cell is possessed of life—mind, consciousness, and each individualized mind, or consciousness, operates or builds according to a pattern.

This innate intelligence, with the innate desire to create and recreate, is to me one evidence of the fact that every human being is a spark of the Divine, a cell of God-consciousness.

In order that we may arrive at an understanding which will become an outline for study, we shall consider this cell intelligence as sub-conscious mind. Now these little sub-conscious cells have a marvelous ability to build like an architect and also a corresponding memory for action. They are ever active and vibrating. Did you ever think of the amount of skill and knowledge necessary to maintain and repair the human body?

Ernest Haeckel, one of the greatest scientists in Germany, calls these cells "marvelous sculptors." He says they have the ability to organize and build perfectly according to a pattern. Professor Wilson, of Columbia University, in speaking on cell life has said: "These little cells which make up man's body, demonstrate phenomenal intelligence. They build as carefully and as true as the man who handles brick and stone in building a house." He says they have memory and a plan for building. "They know how to do a finished piece of work. Of such intelligence, he asks, what is it? Is it vital force? Is it spirit? Is it God? Practical Psychology has called it the sub-conscious mind, or sub-conscious intelligence. I call it sub-conscious soul.

An interesting fact in connection with these little beings, is that when nature, or the sub-conscious intelligence repairs, she is so thorough in her work that she builds ten times in

excess of the demand that is made. As an illustration, in a broken bone, a ridge will appear where the break was, showing this excess in repairing. The sub-conscious mind contains patterns produced or made by heredity, pre-natal influence, and post-natal influence. Hence the cast and chemistry of your body.

Today we are compelled to realize that the mind not only builds the body but continually recreates it to make it what it is from day to day. When I say the mind controls the chemistry of the body thereby determining the change of chemistry from minute to minute, I have told you the cause of disease and the secret of health. That is why the science of medicine has not gotten back of the cause of disease and while they have been specializing on disease I have been making a study of health. I am not blaming *Materia Medica* nor in any sense condemning the doctor. They have rendered us an inestimable service. But it seems to have been a patching up process and as I have made a scientific study of both physicality and personality, I find the kingdom of everything worth while, yes, of all attainments, and that means physical as well, is within.

As a means of study of the cell life we will analyze the little single cell water organism known as the amoeba for the human cell is a water organism also; as you know, 70 per cent of the body is water. Now, this little amoeba has a distinct individual consciousness, also a community consciousness. Evidences of the individual consciousness are noticeable as this little fellow selects only that which is food and becomes nourishment; in other words, it shapes itself about food, for nourishment, digests it and assimilates it. It rejects poison or such substance as would not become nourishment. A moral here; each one of us as a wonderful organization of these cells should possess a corresponding ability in selection of food.

Again, it has a means of protection; a sort of gas bag which it inflates to rise on top of the water or deflates to go under and shapes that little bag about its body as a means of protection from poison; for example, if these little cells are placed in water containing acetic acid; each will shape that little bag about itself and be unharmed. The community intelligence is in evidence as certain of them work together with one building ideal; for example, a group of them know to associate together in the building of a heart; others work

together and build the lungs, and others build the brain and so does the work go on so perfectly in accordance with the divine plan of body building that all of the cells do not build heart, all do not build lung. If an enemy comes in their midst they will chase that enemy and the one who catches him robs him of his life. There is a harmony existing in their association that if it were not intruded upon by the ignorance of our emotions we should truly find Heaven on Earth begun, the first evidence of it in the physical body, for the physical body is the outward crystallization of the personality.

A summary of this lesson: The cells of the body are a crystallized form of the personality and correspond to the picture plan on the mental plane. The mental plane being the causal side of all physical manifestation. Again, the mental plane is the noumenal sphere, the physical plane is the phenomenal sphere. Therefore, the entity theory becomes the psychic side of the cell theory. Resolved: I will have a well, healthy body.

LESSON No. III

Nerve Energy—Generation—Conservation—Application.

For the purpose of studying this life force of the human body we will think of it as a personalized form of universal energy and we will call it "Nerve Energy." It is the force which connects soul and body. It is that vital force which enables you to function in and through a physical body. It is that every-ready power which is acted upon and appropriated by the thoughts, feelings and emotions. To the degree that your body is well charged with nerve energy, to that degree are you alive, for the little nerve wires of the body might be compared to electrical wires. Now, we know if the electrical wires are well charged with electricity we call them "live wires." The electrical system is a good analogy of the human body with the little chain of nerve wires or the nervous system.

We shall study nerve energy from three angles; first, its generation. Nerve energy is generated by obedience to the law of life on two planes. The physical and the mental. Second, its conservation by obedience to the law of life on the physical, mental and moral planes. Third, its application. It is applied by mind power only.

Its generation by obedience to the law of life on the physical plane is the consideration of the four physical essentials as outlined in Lesson I. The mental means of generating energy is indicated when I ask, What is your psychology? In other words, your mental attitude toward the experiences of life. Your automatic or sub-conscious response, your emotions? The emotions both generate and apply energy.

The conservation of energy is dependent not only upon the physical and mental means of expression, but the moral also. What is your standard of morals? Again, what has race conviction or race beliefs handed down to you which has become a personal conviction and thereby a determiner of your very life force? Are you able to work relaxed? Can you do the maximum amount of work with the minimum expenditure of energy, or are you one of the many who never have any reserve nerve force and your supply is constantly

exhausted because you allow any experience to utilize all your force? Every normal child is born with a surplus of energy equal to that of ten horsepower; by the time that child has reached the age of maturity he or she is physically or mentally depleted to such an extent that they are not able to make a success of the business of living. As a result, today we find the average length of life in America to be from forty-three to forty-five years. The waste of energy in hurrying and worrying makes it quite understandable that eighty per cent of the normal children do not reach the age of maturity with sufficient life force to live well.

The morals or uncontrollable or undesirable emotions play an active part in the wasting of that vital force which we call nerve energy. Such emotions as hate, jealousy, anger, revenge, grief are worse than a waste of energy because not only do they clothe themselves about with this energy but they become an AUTOMATIC phase of the personality.

Another way of wasting this vital force is the abnormal sex life, which again is the result of race conviction. The law of attention is the law which governs the expression of energy and the double standard of morals for the race is one medium through which we as a human family have become depleted. We have been taught in the past that certain habits of practice were natural for one-half of the race. But I have to stop and ask you what is natural, and, answering it, say, that which has become an automatic rebound of your sub-conscious mind is a law of your life and for you is natural; but again we have thought it was right, and what is right? Let me answer: that which reacts back upon you physically, mentally and morally constructively, that is right. That which reacts back upon your personality destructively, that thing is wrong.

The energy follows the blood stream and the blood stream is directed by the attention, so if a child is taught a certain practice he will build up the functioning of certain organs so abnormally that we might well put it, those organs and their functioning are over developed, and then we say, this is natural; whereas, if the parents are prepared and qualified to answer that child's earliest questions of life and give him the constructive interpretation instead of leaving him to get that information at school or on the street, he will learn the law of his own being, which knowledge becomes a means of self proection; he will realize there are no mysteries con-

cerning his own physical being; he will have a respect for his physical being that heretofore he has not possessed.

Both the growing boy and girl should understand the why of physical impulses. They should know that it is the energy accumulating rapidly and seeking expression. Teach that boy and girl, yes, and you yourself know from now on, that energy is the life force and becomes sex energy only as it is appropriated by the sex functions. In other words, energy becomes personalized in the physical body as it is appropriated by the functioning of any one organ. Right here is the cause of disease and the secret of health, for as energy is congested through the law of attention whether it be through the activity of the conscious mind or the sub-conscious mind; whether it be by the direction of your will power or an accumulated habit of the sub-conscious mind, a congestion of energy in any part of the body produces an abnormal condition and as a result we find disease. For example, if the heart of the average male were as abnormally developed early in life as the sex organs are, he would not live to maturity.

Most simple tests have proved that by concentration upon one part of the body we can shift almost the entire blood stream into that part; such a test as the following is very common: Place a good concentrator on a board which is balanced from the underside on a post and as he thinks only upon the solution of a mathematical problem, you will observe the head end of the board will begin to lower. Later, as he concentrates his attention upon running a foot race, the foot end of that board will be found to lower.

This brings us up to the application of energy, which is by mind power only. Here it becomes scientifically true that, "Thoughts are things." There is only one way in which energy is applied and that is through the mind. As the author has well put it:

"Man is mind, and evermore he takes the tool of thought and shaping what he wills, brings forth a thousand joys, a thousand ills. He thinks in secret and, lo, it comes to pass, environment is but his looking glass."

What are your day dreams? Yes, and the night dreams, too? What is your standard in life or your goal of attainment? "The thoughts of today become the dreams of tonight, the actions of tomorrow, the character of the future and your final destiny."

The law of life is expression, not repression. So it is with energy, the life force. Its law is expression. The mind is the mould; the body becomes the filling, or we might liken the mind to a honeycomb and the body is the filling, and the energy is the force applied by the mind to accomplish this. As the mind becomes the positive appropriator of the energy and we observe its operation, we can understand from a scientific point of view why certain so-called incurable ailments work out as incurable in the lives of those to whom it has been announced as their condition. The conclusion of this lesson is this: the strongest ruling impressions of the sub-conscious mind become positive commands to the energy of the body which is that vital force used by the cell structure of the body for body building. You will learn to solve the problem of your life today, if it be any abnormal impulse, by learning to redirect the attention.

Insist on expressing the energy in a constructive way and learn self mastery through an ability to redirect your attention. When we as a race, can learn this lesson, there will be fewer insane asylums, reformatories and criminals. Our penitentiaries and jails will become a thing of the past and we will learn to know in the biggest and truest sense of the word that it is scientifically true that "As a man thinketh in his heart, so is he;" and the practical psychologist adds, "And so does he become." Since every thought, feeling and emotion clothes itself with energy and the law of Attention determines the character of the same, it is now time for us to give definite consideration to the Law of Attention. Professor Elmer Gates once said that he has proved that it is possible to take, for example, an individual who is addicted to the use of intoxicating liquors and by directing his attention and selecting his environment he is able to change that man's habit to one of total abstinence, so that not only does he not care for it but it becomes repulsive to him.

The following is an experiment of Professor Elmer Gates: He took six puppies at birth; two were placed on a farm where they were to live the regular dog life; two others were placed in a dungeon, and the last two were placed in a room the floor of which was made of colored blocks; underneath were wires charged with electricity so arranged that the current could be turned on to any color desired. As the light was turned on to a certain color the puppies would jump

on to another block; when the light flashed on to that color, they would jump on to another block. At the end of twelve months all of the six dogs were chloroformed; then upon investigation it was found that the two dogs living on the farm had developed the sight centers of the brain equal to that of the ordinary dog. The sight centers of the two that had been kept in the dungeon were just the same as at birth. The two living on the colored blocks had developed sight centers to the degree of six times those of the ordinary dog.

The experiment teaches us this lesson: that forced attention builds brain centers to meet the demand. What, then, cannot the human do for himself through conscious direction of the attention and the use of reasoning faculties.

A summary of this lesson: A knowledge of nerve energy and the law of its activity will give you the realization that there is but one way to be well and happy and that is to live well.

LESSON No. IV

Mental Influence—Law of Suggestion—Menopause

Human kind functions on seven planes of personality. Number one, the mineral; number two, the vegetable; three, the animal, and that is the consciousness of the cell life, or the three plane of the personality is the body building phase. Number four, is the emotions; five, the intellect; six, the psychic; seven, the spiritual. That brings us up to mental influence because as we realize that the law of the cell life is youth, growth, maturity, reproduction and youth again; never old age, we ask ourselves this question: Why are people growing old? The answer is race conviction. As this little cell reproduces it divides itself right through the center, dividing that heart or nucleus of itself in two, so where there was one cell as it reproduces, (and here is a point) it always reproduces its kind, then there will be two, and where there were two, four; and where there were four, eight. The answer to our question is in mental influence for it is here that faith or soul expectation becomes realized in body building and the mental influence is a direct command to the cells of the body for activity.

The sub-conscious mind is embodied in the cells of the body. Every thought; every emotion; every feeling becomes a direct command to the consciousness of the cell, and this is how the emotions impinge upon the consciousness of the cells for body building. What are the strong ruling emotions of your life? It is scientifically true, "As a man thinketh in his heart so is he." This is the scientific reason why any means of therapy or any method of healing gets results.

We will now study some of the ways or evidences of mind reacting back upon the body. The law of the sub-conscious mind is suggestion, and you have heard me say, the child is functioning almost entirely in that sub-conscious state up to the age of seven, and so much of the time up to and including the age of twelve, for the sake of the child we may treat him as though he were functioning entirely in the sub-conscious.

True, he is making an effort to build an objective mind, but has not the use of one for the sake of a perspective in life

and an assistance in dealing with experience until about the age of twelve. This, of course, is the average child. Let us think of some of the impressions that are made upon the child mind as it is amenable to only one law and that is suggestion. Did you ever tell your child bugaboo stories as a means of discipline? Did you ever frighten him with the dark? Did you ever scare him into being a good boy? How many of us today are suffering because of an impression implanted in the life when we were children. In other words, say only those things to children which you wish to come true in their lives. Never be guilty of such a criminal offense as pronouncing a sentence upon that child for any reason in any words that with your understanding now would become a verdict in the child's future life, for ALL are amenable to that law, not only children.

During the war in the Philippines a condemned criminal was to be shot; some people who were experimenting along this line arranged to blindfold the condemned criminal; having done so, they gave him progressive suggestion having arranged at a certain time to fire not upon him but in opposite direction. After giving him the progressive suggestion so many minutes, then saying he had so many seconds yet to live, they observed the effect upon his countenance and his physical strength. At a pre-arranged moment, which to him became a psychological moment, they announced the firing of the gun and simultaneously with the firing of the gun in the opposite direction they gave him a sharp blow between the shoulders at which instant he dropped dead.

Another incident is well known to the world today. In France a few years ago certain doctors were experimenting with condemned criminals; they took one man condemned to die, scratched the surface of the skin in the region of an artery, after having blindfolded him, arranged for warm water the temperature of the blood to trickle down over the body, giving him the progressive suggestion that he was losing blood rapidly and could not last much longer until at the end of a period of only a few minutes he dropped down unconscious; dissolution had taken place.

In both of these cases nothing from an external point of view had been done to cause death. To what degree are you influenced by your environment? In other words, how does your environment become a suggestion to you? In how many

ways is the law of suggestion playing back upon your life to make you not what you would like to be but what you are? Did someone tell you this morning that you did not look well and did you think about it and do you know that it is the law of attention which makes this truism work out in your life and mine, that we become like those things to which we give attention?

Mental influence is the means by which and through which suggestion is implanted upon the sub-conscious mind. Let us have a definition for suggestion. Anything which reaches the sub-conscious mind becomes a suggestion to it. It makes its imprint or impression. The sub-conscious mind is embodied in the cells of the physical body. So we find that mental influence becomes a direct command to the cell structure of the body. Did you ever read the advertisement of a patent medicine in the newspaper and very shortly feel the very symptoms in your own body which were so clearly and definitely described in the advertisement? For example, how many people have sat down tired at night and taken up the paper to read, the following met their eyes: "A pain in the back means kidney trouble." Which is not true, but may become a suggestion to that individual as he is tired and in a receptive mental attitude and then he begins to wonder if that advertisement does not mean him. Nine chances out of ten one of the drug stores gets his dollar for a bottle, and since he responds to the automatic reaction of a suggestion he begins to feel better and then buys six bottles for five dollars. But, what is suggestion to one individual might not prove the same to another.

However, if we could remember to use our reasoning, judging mind or intellect, the most of these undesirable suggestions would never reach the sub-conscious, or, in other words, by bringing into use the intellect we would not suffer the restrictions caused by promiscuous undesirable suggestions. In the case of the tired man reading the newspaper he would realize that a pain in the back might indicate one of various ailments or it might mean certain muscles had been overworked or a little nervous tension had produced it. So here, let me say, we need to learn to think for ourselves.

Mental influence determines the activity of the energy for cell building. Did you ever observe, that when watching a lemon being squeezed before your eyes, the saliva flows in abundance, and you say, it makes your mouth water. The

sight of the lemon has become a positive mental picture or command to the secretive process.

This lesson is designed to awaken you to the continuous work which mental influence is doing in your life.

Are you not now thinking of the influence brought to bear by the physician upon his patient? The doctor of any means of theraphy produces a powerful influence over and about the so-called sick.

Right here let me say, I am sufficiently confident in the all wise plan for man's evolution and unfoldment, as to prophesy that the near future holds such possibilities of continued health for all mankind that the use of drugs in the physical body will become a thing of the past. And every doctor must have a knowledge of practical psychology before he will be considered a qualified doctor.

Then he will cease to violate the law of health and life, which is the law of the sub-conscious mind; and he will see the folly of uttering one word about his patient which he does not wish to come true. For the sick person is functioning in a suggestible state of mind.

It is a recognized fact today, world wide, that mental influence can produce any effect upon the human body which has been produced by the drug, and is being tested successfully.

This is a day and age which is making a demand for greater efficiency.

We have spoken of the first maturing period; the adolescent. The second maturing period, known as the menopause commonly called "Change of life," is that period in one's development which makes a demand upon the energy for new channels of expression. This period in the life is nothing to be feared, for one should be well at this time as at any other. And with normal habits of life plus an intelligent endeavor to appropriate the energy and thereby redirect its activity into desirable channels of expression, one will find that any presuming symptoms of previously accumulated condition will have no lodging in the physical body.

In middle life one should consider his ripe experience, not as an evidence of old age, but as a qualification for years of human service.

The divinely appointed work of the sub-conscious mind is to refine the use of energy in the human body.

I am interested in a higher type of being for you, and when I have taught you the why of your moral impulses, you have learned that very essential lesson of control of the emotions which produces self mastery or physical and mental poise.

This in turn appropriates the energy into a higher, finer type of building. Possess yourself of the inspiration outlined in the following lines:

“Build thee more stately mansions, oh my soul,
As the swift seasons roll.
Leave thy low vaulted past;
Let each new temple nobler than the last
Shut thee from Heaven by a dome more vast,
'Till thou at length art free;
Leaving thine outgrown shell
By life's unresting sea.”—*Holmes, “The Chambered Nautilus.”*

LESSON No. V

Human Analysis—Determining Your Type—How to Read People at Sight.

CHARACTER ANALYSIS

Character Analysis, or Reading People at Sight, is a phase of Practical Psychology that has developed into prominence among thinking people today, because of its practical use in business, in home life, and in fact, in any place where one meets other people.

Everything about one talks, not only one's physical indices, but his mannerisms and the way he does things, and back of the things one does and says is his predominating type, the particular tendencies of which are always coloring his actions.

My classification into five types is in accordance with the latest scientific knowledge. I shall give these types in the order of their development:

First, the Alimentary, who has developed a good, nutritive system, and he likes to eat. He is fat and good-natured. He likes comfort. His weak point is his self-indulgence. His strong point is his good-nature. He does not like to work, and by means of his genial nature and ability to flatter and cajole he usually gets someone to do the work for him. His head is small in comparison with the body. His hands and feet are fat. His movements are slow and deliberate. He is not a brilliant talker, but he is a good jollier. He is not given to worry outside of his own comfort. He is harmless and good-natured. If he is endowed with brains he may amass much money. This type makes an easy-going husband or wife.

Second, the Thoracic type, has developed a good heart, lungs, and blood vessels, and because of this has a high chest. He is quick in his movements; he gets you quickly; he understands your moods; he is easily affected by your tale of woe, but he is so changeable he easily forgets it. His weak point is his changeability. His strong point is his quickness and responsiveness. He cannot stand monotony. He likes thrills. He likes new ideas. He likes new friends. He cares much for

his personal appearance. If you are attempting to sell to a Thoracic, bring him to a decision quickly and secure his signature before he changes his mind. The Thoracic is long-waisted and may have red hair, for most red-haired people belong to this type.

Third, the Muscular type, has well defined muscles, being builded more on the square than any other type. The Muscular moves with force and decision, with power and strength. This type loves activity. He must be doing something. The muscular man or woman is never lazy. He is emotional and "takes things hard." He is outspoken and does not care much for the fineries that the Thoracic would enjoy. His strong point is his ability to put things across. He is the doer. He will not sympathize with one who is in trouble, as does the Thoracic, but he gets busy and does things to relieve the one suffering. The weak point in his nature is his tendency to anger.

Fourth, the Osseous type is raw-boned, and if he is a pure Osseous he is stubborn. This type is dogmatic, self-willed, headstrong. He shows in his brain the same tendency which he shows in his body—bone. He is usually tall. He is less sensitive than the other types; therefore, he does not get as many impressions, and he accordingly responds to but few, while the Thoracic responds to a great many, because he gets a great many; but while we do not like the quality of stubbornness this same quality used in the right way becomes one of the most worthy attributes. He has the ability to stick unflinchingly to what he believes is right. His movements are slow; he loves power. He does best in positions in which he does not have to take orders from another person. The Osseous is honest. If he owes you but a few cents he will make a sacrifice to pay it and he expects you to be as honest as himself. The Osseous type likes to get a bargain. His weak point is his obstinacy. His strong point is his determination and honesty. This type does best when marrying to choose someone who will not interfere with him. He likes out-of-door sports. He is more indifferent to his physical well-being and his personal appearance than any other type.

Fifth, the Mental type. The brain is the home office of this type, for he has developed brain and nerves. The pure type has a head which seems large for his body. He is not fitted for hard, manual labor, and if he is born in a family that cannot give him an education, he is not fitted to make a success

of the business of living, because the Mental type is not practical. He dislikes ignorance. He does not like for friends those who have less education than he has himself. He cannot be a success in any kind of work that is not mental. His weak point is his inability to be practical, and his strong point is that he thinks. He keeps abreast of his time. This type prefers to marry a serious-minded individual, who is interested in books and educational subjects.

The above types, which I have just given you, correspond to the five systems developed in the human, and they represent the extreme types, or the pure types. The average individual is a combination of all five types, with one or two predominating. There are very few unmodified types, but most are combinations as the Mental Alimentive; the Mental Osseous, who by means of his well-developed mentality makes his osseous tendencies an asset to him rather than a liability.

The cells of the body are all the time recreating and Practical Psychology makes plain that you and I are all the time changing our physicalities, and also our types. As we learn our present type and how to develop the characteristics and tendencies which are worth while, but which we lack, then we volitionally change our types for the better. The brain cells are all the time recreating and the physical always conforms to any change in the personality, an evidence of which is made plain in the science of the cell.

Specializing on any subject educates the cells, and this in turn shows forth in the face, the whole physiognomy. That is the reason that a doctor looks like a doctor, that the scientist builds a square head—Thomas Edison, for example. This is well illustrated in the jelly and the jelly-mould. The jelly shapes to the mould, and so does the body shape to the thought.

You can become as great as you can idealize yourself to be, and your specializing along any line will show forth in your physical. In other words, hitch your wagon to a star—become as great as you will, and it will evidence itself in your physical likeness.

LESSON No. VI

Mind—Conscious—Sub-conscious—Super-conscious.

We shall now study the mind, its laws, powers and possibilities, for a knowledge of the self is obtainable only through a study of the mind. Professor Elmer Gates once said, "In the first place, beyond all other factors in importance, I consider as foremost the knowledge which I have of my own mind."

For the purpose of study we will consider the mind as conscious, sub-conscious and super-conscious. Every individual comes into the world with a well developed sub-conscious mind and seems to function in that sub-conscious mind until about the age of 12; when, through an effort to deal with the external experiences there has been made such a demand for objectifying that gradually that individual develops a phase of the mind which we may term as conscious or objective mind. It becomes the reasoning, judging, arguing mind and is under the will control; it acts voluntarily; you may call it the intellect.

Super-conscious mind seems to be that phase of consciousness which contains the blueprint for soul growth and development. It is ever active in the life registering the lessons learned. The super-conscious mind co-operates with the sub-conscious mind, as sub-conscious mind registers every experience in detail: It builds a body about itself to meet the experiences of this plane. The mind has its various phases of expression, as is evidenced in the terminologies above. God's blueprint of you and me is one of perfection. We are in the process of building that perfect design. For want of a better terminology, we will call this process Evolution or God's way of doing things.

Now, the child comes into the world without the use of this phase of the mind, but since it is true that the sub-conscious mind meets every demand of experience, so it does in the early life extend its consciousness to meet the demand of objectifying, thereby developing gradually but surely this phase or manifestation which we call the conscious mind. It is a very small fraction of the mind. Our greatest study is

that of the sub-conscious, which we shall deal with later. Evidences of the conscious mind developing: Even the infant learns to look about, taking in its surroundings and, to a very slight degree, begins to objectify. Gradually does this awakening become a possibility, then a volitional practice, until one day that boy or girl reasons that Santa Claus does not come down the chimney, does not bring the Christmas gifts. Yes, and he or she also determines that the moon is not made of green cheese. About the age of twelve that child has such a well defined conscious mind that it builds for him a perspective in life, also becomes a means of protection and an assistance. God ordained that mankind should come out of the submerged self and, lifting up his head, cognize and recognize. In this process he has learned to externalize and thereby accumulate a wonderful intellect; mankind is the only form of manifest life having the use of an intellect or conscious mind; but it does seem that in the process of externalizing human kind has lost contact with the great sub-conscious.

Now, this sub-conscious mind has one law and when I have told you that law, I have told you the law which governs life on any plane; it is also the law which operates in the life of every individual to make him what he is and it is because of this law that it is possible for every one of us to be what we can idealize ourselves to be. Therefore, it does become possible for this threefold promise to ring true in your life and in the life of every individual; you can be well and you can be happy and you can be a success.

The law of the sub-conscious mind is suggestion. We shall liken the sub-conscious mind unto a valuable estate. The conscious mind to the keeper of the estate. If this keeper gives his attention to some excitement away from the estate, an enemy of this estate might enter and, as often as he would give his attention to other things, just so would the enemy accumulate until they could oust the keeper as well as the rightful owner of the estate. This illustration shows that as we allow ourselves to be interested and our attention attracted by such experiences (thoughts, feelings and emotions) as are less than not worth while, so do we find our great sub-conscious wealth controlled and governed.

Again, let us liken it unto a factory and here we will have the conscious mind represented as a salesman who goes out from that factory; the salesman sends in his orders. If it

were a factory for the making of hosiery he would order so many gross of white stockings, so many of red, so many of black, and the various colors; that factory will turn out exactly what the salesman has ordered and will ship in exact accordance with the salesman's instruction. Now, the conscious mind we have likened unto the salesman. The sub-conscious unto the factory. Let me ask, to what are you giving your attention, what quality of thought, feeling or emotion? Are you volitionally entertaining that which in itself becomes a positive and direct order to your sub-conscious?

Once more, we will liken this sub-conscious unto a mental garden, and the conscious mind unto the sower of seed. It is right here that it becomes scientifically true that "Whatsoever a man soweth, that shall he also reap."

The sub-conscious mind is not under the will control. It is involuntary in its action, or, automatic. The conscious mind acts; the sub-conscious mind reacts. The conscious mind bounds; the sub-conscious mind rebounds. So you see the rule of this automatic mind is to make everything rebound which becomes a suggestion or blueprint to itself. The sub-conscious mind is the body builder and the body determiner. It not only creates, but recreates from minute to minute the cell structure of your body to make you what you are.

The sub-conscious mind is the storehouse of all knowledge. It seems that one can go into this sub-conscious storehouse and get original knowledge along any line. That is why I have said to you that "Down in the depths of your sub-consciousness there are latent forces and powers which, if brought into expression, can make of you a genius along some chosen line." This is why it is true that no one need be just mediocre, for I am convinced that God is no respecter of persons; that God is not partial, and it is not that some have luck and others ill luck. I have seen hundreds of people who thought they were of the ill luck kind, learn of the possibilities of this sub-conscious mind through the use of my formulas; learn how to bring into expression their accumulated knowledge and thereby become an expert along some line. That is a secret of Practical Psychology; human efficiency or personal efficiency. So shall we learn how to overcome our short comings or deficiencies and in the process develop and unify a personality, which results in soul growth and development. For the individual who can, in the popular expression, "Put things across," or

psychologically speaking, set a goal of attainment for himself and work toward that goal, then indeed does life become worth while.

In this lesson we have learned that the mind is ever working and that the brain of man never ceases to change and grow. Mind creates the body in the first place and continually re-creates it for health or for disease. The character of the building at any time is dependent upon the character of the thought or of the mental picture.

The following illustrates the sentiment of this lesson: A baby snake and a baby guinea pig were fed out of the same pan of warm milk daily. As they matured, it was observed that the snake had developed into a normal snake of its kind, having its poison. The guinea pig had grown into a normal pig of its kind.

The point is this, the sub-conscious mind selects according to the strongest ruling impressions of the sub-conscious mind. This is the process that takes place all through life. This seems to be the operation of Natural Law, for Natural Law is accumulated consciousness with its automatic reaction.

Now, you have each set a standard for yourselves. You have a goal of attainment toward which you are working and for the supreme purpose of reaching that goal, you should have at least fifteen minutes daily in concentration. Such time when you can be alone and undisturbed to picture and meditate upon ways and means of accomplishment.

"As we look upon the grandeur of the mountains we ask, is there anything grander than these tall towers of the continent? Yes, the ocean with its mighty power to overwhelm the continents. But is there anything grander than the ocean? Yes, the majestic firmament of the heavens, whose minor planets swing the tidal waves of the ocean at its will. But, is there anything grander than the sky? Yes, the interior of the human soul, the SUB-CONSCIOUS MIND."—*Victor Hugo*.

LESSON No. VII

Psycho-Analysis—Dissipating Mental Complexes.

The subject of Psycho-Analysis brings us again to the sub-conscious mind for since the emotions are a direct rebound from the sub-conscious mind and we have not learned to control the emotions, the intellect repudiates adverse emotions, it is here that we find the conflict taking place. There are the primitive impulses; impulses of hatred, jealousy, anger, revenge, regret, fear and grief. The intellect resents their expression; so, therefore, they are repressed, continually appropriating the energy or life force; and, as they are repressed, they dam back and congest the energy, producing mental complexes, other names of which are mental knots, mental tie ups, or inhibitions. Mental analysis is mental surgery. It is a process of bringing to the surface those experiences which have been the cause of the undesirable emotion and as they are brought to the surface and oxygenized by a qualified operator or mental analyst, they become dissipated; then the operator readjusts the mentality and thereby the energy is set into new channels of expression and the result is that of health and happiness. This does not mean that you should make such experiences a subject of gossip to anyone but it requires an understanding mind with a corresponding ability to readjust your consciousness.

I am asking you, is it not possible through self analysis to talk these experiences out to the great personality of the Christ and through your faith in his promise, "Lo! I am with you always," receive the needed readjustment of consciousness? It is the building activities of the sub-conscious mind which become the building process of personality. What do we mean by "personality"? An association of ideas or ideals working together under one blueprint or plan. To the degree that these ideas are consistent with each other does personality become unified, but when there is discord or the various ideas are antagonistic to each other, this produces a split personality; for example, an undesirable emotion may become such a strong active phase of the personality but repudiated, by the intellect, it produces a conflict, and as it is given expression it grows stronger and stronger as a dominating force over the entire

personality, until the individual finds he has to plan his life around it. This produces such a split personality that we may term it, scientifically speaking, an obsession. An individual may have an impulse to steal, as he gives that impulse expression, it becomes such an active force in his life as to control his experiences so that it seems to become necessary for him to steal. The drunkard and the gambler suffer from a corresponding experience. Not alone in the morals is this in evidence, but another example is that of a stammerer, the impression in the sub-conscious mind made either by heredity, prenatal or post-natal influence or environment has become an active factor in the personality; it forces its method of expression. Such a manifestation in the life produces a continual conflict which means a discord and reacts back upon the nervous system of the individual in a most undesirable way. As these conflicts in the personality are dissipated and the ideals of the life are consistent with each other we find as the result a unified personality and the intellect given expression. This is why the great Teacher said, "What doth it matter, whether I say unto you, 'Your sins (short comings) be forgiven you' or 'Rise and walk.'" The principle disclosed by the Master in the above is plainly defined. For every restriction corresponds to a weak phase of personality. The one equals the other and the other equals the one.

God has so ordained that mankind shall come forth from the submerged self and cognize and recognize, and in the process he develops personality.

He becomes a distinct, individual personality as he asserts the self, and he asserts the self as he learns to think and accumulates a knowledge of natural law as it operates in the life.

The sub-conscious mind contains the accumulated knowledge of the seven planes upon which man manifests. Former lessons have given these. At present man seems to be functioning on the emotional and the intellectual planes. The restrictions of the sub-conscious mind will be overcome and will be recognized in the unified personality as he learns to control the emotions through the use of the intellect.

Volitional control of the sub-conscious mind or the correlating of the conscious and the sub-conscious will bring this about. This is why I counsel you as parents to teach the child as early in life as is possible the value of mental picturing or visualizing, and learn the fathomless possibilities in

exploiting your own personality through the same process with a confidence that you are planting seed in fertile soil, and it becomes scientifically true that "What-so-ever a man soweth, that shall he also reap;" with such a developed ability one can exclaim with joy, "What shall the harvest be?"

As I have before said, you cannot idealize beyond the ability of your sub-conscious power-plant to produce.

A summary of this lesson: We are always living. The process is called evolution. As man in research has extended his personality into the boundaries of investigation external to self, he has in every case learned the operation of a law and brought into expression an accumulation of facts which results in knowledge.

"We all are fools until we know
That in the common plan
Nothing is worth the making
If it does not make the man.

Why build these temples glorious—
If man unbuilt goes?
We build the world in vain—
Unless the builder also grows."

—*Edwin Markham.*

LESSON No. VIII

Concentration Explained—Methods of Concentration.

Before I give you my infallible formulas for entering the sub-conscious we shall deal with the subject of concentration. We have come to realize that any thought, feeling or emotion, in other words, any mental picture to which you give your undivided attention becomes an object of concentration. Concentration is singleness of thought to the point of realization. The meditative form of concentration is, visualizing or mental picturing just what you wish to be true in the life. Understand, visualizing is not building air castles, for building air castles is planning always in the future; and you see that sort of concentration is in the future tense. It is well for you to have a period of at least fifteen minutes daily when you can be alone and undisturbed in meditative concentration. Mr. Edison once said, "The hours which I have spent alone with Edison have brought me the real big returns of life; to it I attribute all I have accomplished." The spoken word in concentration is most valuable. Shape your mental picture in words which mean exactly what you wish to accomplish always in the present tense.

It is through the medium of concentration that we gain volitional contact with the sub-conscious. Concentration seems to be the key which unlocks the storehouse of the universe. A definition for concentration has been given in a previous lesson, but right here let us repeat it. It is, singleness of thought to the point of realization. It is not an easy matter for the average individual to focus all of his attention upon one thing or in one direction which becomes singleness of thought. In other words, the average mind flits about hither and yon from one thing to another. That is the reason why some people fail in an effort to specialize.

We may learn a lesson in concentration from the Hindu, and, while he is not practical, he has a marvelous ability to center his attention upon one thing to the exclusion of everything else; hearing, seeing, thinking, knowing only that one thing, which becomes his mental picture. Now, we are always thinking, but in the past have not made our thinking profit-

able; someone sits gazing into space; you say, "What are you thinking about?" They say, "Oh, nothing." Or maybe you said, "A penny for your thoughts." Now, as a matter of fact, we have not realized that it is just as easy and more profitable to think systematically and with a definite purpose in mind as to leave the mind flitting about from one thing to another according to the objects or scenery of our environment. It is true that we are a part of God's plan and not apart from it.

Mr. Emerson once said, "There is a mind common to all humanity and every man is an inlet and every man is an outlet." So every one of you must determine how you will use this mind or employ it to work for you. The law of attention is the law which governs your objects of concentration. Meditative concentration is the first and simple way of beginning. You should begin now to have at least fifteen minutes in meditative concentration daily. By this I mean that you should have fifteen minutes set aside for yourself when alone and undisturbed; you can sit down or lie down and mental picture or visualize that which you wish to come true in your life. Perhaps you have an immediate need; if so, let your mental picture be such as will meet its demand. By visualizing, I mean to mental picture or imagine in the present tense, for imagination is the first stage of creation, and as you build in mental picture so do you create on the mental plane the blueprint which must always precede the realization of anything, and as soon as you have created the mental picture you have made the real design or blueprint for the working out of your idea.

With this knowledge, one could never stand back and say, "How can I picture this as being a part of my life now when I know it isn't?" As you have decided on the object of your concentration you will find it very helpful by way of keeping the attention fixed to use the spoken word. As you find the mind flitting about to other subjects of thought, for example, a new gown, a big business deal or family interests, use your conscious mind and volitionally and promptly return to your mental picture with a determination which produces self discipline. When you can keep your attention upon your goal of attainment so that other thoughts do not intrude and you see only and think only that one ideal, then you are in the subconscious, for that is fixation of attention. There is only one way to do anything, and that is to do it.

If you wish to learn concentration you must have such a desire for it that friends, banquets and shopping will become no incentive to rob you of that few minutes with your soul daily. Concentration accomplishes two things for one: it makes its blueprint in the sub-conscious mind of the individual and on the mental plane, it also sets into action the ethers in the atmosphere, which in their activity become the law of vibration which is the law that operates for the creation of all things animate and inanimate. Everything which we see is the outer garment of consciousness.

LESSON No. IX

Infallible Formulas for Entering the Sub-conscious Mind, With Definition of Each—Definite Instruction for Use.

Since conscious concentration produces sub-conscious concentration the first formula we shall study is the use of the spoken word in vizualizing. For example: Focus your conscious attention upon something you greatly desire and express it in words audibly. Do this until your mind is actually focused upon that one picture or pattern. Make your wording such as shall express the picture in the present tense. Visualize in present tense.

Another formula which will be mentioned in the succeeding lesson. Make your mental diagram or blueprint on going to sleep and fix your attention upon it till it puts you to sleep. We sometimes say to a child, "Count the little white sheep as they go into the fold," so the child will go to sleep. If you will thoroughly relax before lying down to sleep then assure yourself that the day is done and since God cares for the sparrow, how much more does he care for you? Closing your eyes in confidence and trust draw the mental picture of that which you wish to attain; be it for health, finances or knowledge. Fixing the picture plainly in your mind as being produced in your life now, that thing or condition taking place NOW. It will put you to sleep and as you go into the sleep or sub-conscious state the imprint of that picture is received by the sub-conscious and it proceeds without objective distractions to work out the pattern for you.

Another formula which can be used to equalize the bloodstream and the energy. Go to an open door or window and take several full, deep breaths, then lying down or reclining with a timepiece so you can watch the second hand, relax your body and fix the attention upon the blood leaving the heart. It makes about three circuits through the body in two minutes. Now it leaves the heart, follow it on its journey through the body and back to the heart in forty seconds. This is a valuable formula for rest.

Still another formula—Physical relaxation plus mental relaxation, plus conscious concentration equals sub-conscious

state of mind. Physical relaxation is first essential in order that the brain and body not be depleted under the strain of tension. Mental relaxation is not blanking the mind. In fact, it is quite impossible to blank the mind. The very thought of blanking the mind produces a picture the concentration upon which will produce sub-conscious state of mind. But rather, mental relaxation is relaxing from the thought and attraction of every object and picture except the one blueprint you wish to make as a design in your sub-conscious. Next, concentrating the conscious mind upon it just as silently as the camera is set in attention and readiness in front of its subject this will place you volitionally in the sub-conscious state of mind.

Again the use of emotional spells or moments will become a ready and easy method of implanting impressions in the sub-conscious soul.

In the use of the above formulas for sub-conscious awareness it is desirable to arrange the clothing so that the attention shall not be broken by physical discomfort. Also shutting out the sharp light of lamps or windows in order that the eyes may relax and close comfortably. Then see to it before hand that you are not to be disturbed at this time. The few moments of going into the sacred chambers of your soul make all of this promise possible to you. "Ask, and ye shall receive. Seek, and ye shall find. Knock, and it shall be opened unto you." Specific methods of treatment will be taught in a later lesson.

Sub-conscious soul possesses Divine intelligence. This is evidenced in the process of body-building. It seems to possess knowledge and wisdom which come only from accumulated experience, and why should it not have and demonstrate such aptness and ability—since you as a soul are a spark of the Divine, a cell of God consciousness, partaking of the attributes and potentialities of your Great Father?

And your body is the house or temple of your soul. Hence, the Kingdom of Heaven is within. So is it psychologically true that the Kingdom of everything worth while is within you, within the great domains and sacred chambers of your consciousness.

LESSON No. X

Formulas for Rest and Recuperation.

Child Culture and Formulas for Treatment of Children.

This formula recuperation and your mental picture for same will be as follows: Imagine yourself standing where the water is rising up over you and see it as energy instead of water; as it continues to rise it will finally cover you or immerse you; as it does this, you will find the cells of your body responding to a corresponding immersion of energy. There are also other ways of entering the sub-conscious mind. In going into the sleep state or coming out of the sleep state, then, the many psychological moments of the life when an emotion or a shock throws the conscious mind off guard, and as we can learn to use these or take advantage of them by auto-suggestion we shall make them a wonderful asset in the life. As you go to sleep at night, take into the sleep state such a mental picture as you wish your sub-conscious mind to work upon while you are sleeping, for the sub-conscious mind never sleeps; it is ever active. Only the conscious mind recedes from activity.

On waking in the morning the half sleep state is another time for concentration. Auto-suggestion is suggestion to one-self. The question has been asked, since this formula can be used for recuperation, can it not also be used for sleep? The answer is, yes and no.

The test has been made by psychological students and found to work out satisfactorily. Under such a test of a period of days it was found that the subjects of the test not only accumulated energy very rapidly, but gained in weight. It is not practical though, today, since loss of sleep produces suggestibility by placing one so nearly sub-conscious and the race conviction is that every individual should have at least eight or nine hours sleep, the suggestion from one's environment would be most undesirable, and this we cannot afford. So, for the present, we will say, have the usual eight or nine hours sleep. It is reported that Napoleon lived on four hours' sleep, and they tell us that Mr. Edison works on an average of two hours daily. Some individuals require less sleep than others.

In this way every man is a law unto himself. Personally speaking, I am convinced that as we learn to work relaxed we shall not demand so much sleep.

The truly psychological moment of recuperating the body seems to be as one drops down into the depths of the sub-conscious, in sleep. But you see, we maintain the mental picture in going to sleep that we are to stay there so many hours, so that gives you the reason for the demand. But again, I say, let us be of the pragmatic mind and until you can learn to work relaxed and have better control of the emotions, do not reduce your hours of sleep. It is in this sub-conscious mind that every individual, every human being possesses the powers, possibilities and potentialities of being anything. It is also in this sub-conscious mind that the conflicts take place when an emotion is repressed rather than expressed and thereby produces mental complexes, and this brings us to the subject of Psycho-Analysis.

All physical ailments are the result of congested or mis-applied energy. The problem for the parent of the growing girl and boy is one of directing their attention and teaching them that all of their impulses are the result of rapidly accumulating energy. If you as parents have answered all the vital questions of life for that boy and that girl you need not worry about their impulses, but give them the opportunity to express their energy in a constructive way.

But if they have gotten their knowledge of life at school or on the street or their questions about sex answered from an abnormal and uneducated point of view, then you as parents had best seek to do not what you should have done when that boy and that girl were little, but the only thing left for you to do now, and that is talk it over and reason with them as you would with an adult and stimulate a confidence of real companionship between yourself and them; the splendid privilege of service which every parents owes his offspring is that of being their first real teacher and helping them plan their picture of life.

When you have lost the confidence of your child you have lost your big opportunity for rendering him a service. Remember, the child is always thinking even when you tell him to "Shut up!"

Another thing to remember, that the child's strong impressions, health and happiness are largely dependent upon the

emotions and the environment of the mother during the child's prenatal life. Both the father and mother should give special attention to happy environment. And the expectant mothers retain their energy and vitality for their offspring. There should at this time be no thought of sex indulgence to waste the energy and produce abnormal impressions in the mind of the unborn child.

Formula for treatment of children. This applies to children of all ages from infancy up to the age of twelve. Children past age of twelve should be treated as adults.

After the child has been put to bed and has slept for two hours, disturbing him slightly, and then in fifteen minutes disturb him again a little more; again in fifteen minutes a little more. Do this repeatedly until he seems to waken and, opening his eyes, looks about, dazed. Then is your opportune time for saying what you wish to come true in his life. Look right into his eyes; speak gentle but positively and always in terms according to your usual mode of addressing him. Say exactly what you want to come true in the life of the child, nothing more, nothing less.

Abnormal physical conditions have been overcome by the use of this formula. The incorrigible child has been dealt with successfully. The child who is back in his studies or does not like school can be so treated and brought up to the head of his class.

LESSON No. XI

Formulas for Cure of Disease, and Transformation of Character.

Disease is not a thing in itself and symptoms mean nothing. There are two kinds of disease; the acute and chronic. Acute disease is Nature's reaction toward contamination. Chronic disease is a compromise with an emotion or a personal conviction. In either case the sub-conscious mind is qualified to meet the condition and make ready recovery. This reaction in the past we have called Nature, and so does Nature do her work if unhindered and unrestricted; but since our habits of living and thinking have been so abnormal, impressions have been made in the sub-conscious mind for disease. That word "disease" means dis-ease, or not ease, or inharmony. Now, the body changes and modifies itself to correspond with each new experience or impression.

It has been well said that we overcome misery only through a bigger comprehension. So in studying methods of healing it is in every case a matter of reaching the sub-conscious mind with a new and definite impression for body building. The physiologist tells us the cells of the body are continually changing; that some of the softer parts of the body change in a few weeks, and that the entire body is changed or re-created in less than a year.

These little cells build according to the strongest ruling impression of the sub-conscious mind. As an analogy, two balls thrown in opposite directions, the one which is thrown with the greater force will displace or misplace the other. So it is in the sub-conscious activities, for the strongest ruling impression becomes soul expectation and that is Faith. A psychological truism is, soul expectation is always realized. So after all, it is according to your faith. The question arises, is it possible for all to have this faith? In the past we have thought that it was God's will for some to be sick and others well; some happy and others unhappy; some a success and others a failure. As the dear old lady said, "If it is God's will that I should go about in an invalid's chair, and I can serve him in invalidism, then I suppose I must say, 'Thy will be done.'"

If this good woman had only known that every physical restriction is an evidence of the violation of God's law which surely is not his will but his displeasure. What did the Master mean when He said, "If ye have faith as a grain of mustard seed"; and, again, did He distinguish between those who could have this faith and those who could not, or did He mean all when He said, "All things are possible to them who believe"?

Now, we are ready for methods of healing. All methods of healing have succeeded, as they have in their efforts reached the sub-conscious mind. The man of ancient days who bathed in the Pool of Siloam and came forth healed; the individual who worshipped at a certain shrine and thereby received healing; the woman who touched the hem of his (Christ's) garment and was made whole; and the men, women and children who down through the ages have experienced a so-called miracle in a change in their physical body by bathing in the Holy Water; worshipping at an altar; receiving the royal touch; anointment with oil; treatment with the Perkins tractor; the blessing of the Emanuel Clinic; the laying on of hands; the denial of disease; the use of drugs; the constructive affirmation; or the visualizing with the use of auto-suggestion.

Of all of these, I must say, "Thy faith hath made thee whole," and wherever any method of healing fails, the sub-conscious mind has not been reached with the new ideal. For in every case where the sub-conscious mind of the patient is reached with the new imprint or design, the rebound will cause faith or realization, and introduce a physical demonstration or healing to correspond.

Today in the minds of thinking people there is no doubt about this and it is scientifically demonstrable.

In a previous lesson I have given you formulas for entering the sub-conscious mind. For healing, fix your attention upon that part of the body which you wish to treat; in other words, make your mental picture of that organ or part of the body as being normal. This picture then becomes the blueprint or design in the sub-conscious mind, which in turn becomes a direct command to the cells of that part of the body for building.

Meditative concentration is productive also. A time set aside each day, or several times a day if possible, when alone and undisturbed you shall spend a few minutes in visualizing.

Sometimes in treating oneself it is well to touch the affected parts, using the spoken word, such words of course as indicate your mental picture. Many have expressed their appreciation of the use of the spoken word in meditative concentration; especially is it true of the beginner, that it serves as a means of focusing his attention in concentration.

Another method of self treatment is speaking aloud to the cells of the body; for example, "The cells of my eyes are re-adjusting for perfect eyes, for perfect eyesight," and as you talk to the cells of the body have as much regard for them as you would for any other individual and give them your undivided attention.

Auto-suggestion or mental picturing as you go into the sleep state; also as you awaken in the morning and are in the half sleep state is most productive in quick results. It will assist you in self treatment to obtain a diagram or plate picturing the various organs of the body in a healthful condition. Perhaps your doctor book can render you this service.

Remember always that visualizing is not mere affirmation, but is giving your undivided attention to your mental picture and always in terms of the present tense.

There are definite reasons why you should learn to treat yourself, because in self treatment, as is always true in self help or self dependence, one develops character and personality and, greatest of all, gains for himself a working knowledge of law.

For the correction of habits or morals the use of any one of these formulas will obtain results and develop self mastery.

Turn your hair back to its normal color or speed up the activity of the pigment, also stimulate growth by mental picture and spoken word, as follows: "I am combing my hair brown and thick." Again, "I am brushing my hair its normal color and much of it." Before a mirror as you comb your hair you can produce a fixation of attention which rebound from the sub-conscious mind will give you a realization.

Learn to make use of the psychological moments in your own life as well as in the lives of others. Moments of fixed attention such as are produced by an emotion. And as early in life as possible make your thoughts, feelings and emotions such as will place you, mind and body, on a higher plane of vibration so that your automatic tendencies are toward health.

Since suggestion becomes the operator of the great dynamic forces of your life, never forget that change of character can be made in the same manner as change of body is made. The great Teacher said: "What doth it matter whether I say unto you your sins be forgiven you or rise and walk?" It is the same process, the same law—the new picture in the present tense, by faith.

The most effective method of treatment is indicated in the following: "From now on I shall learn to so associate with other individuals as to bring out the best in them."

"In men whom men pronounce as ill,
I find so much of goodness still;
In men whom men pronounce divine,
I find so much of sin and blot,
I hesitate to draw the line between the two
Where God has not."—*Joaquin Miller.*

LESSON No. XII

Methods of Treatment by One Individual Upon Another— Scientific Faith.

Treatment by one individual upon another; the suggestion indicating the desirable mental picture for the patient can be given as the individual is going to sleep or waking; also, positive suggestion to the person when sleep becomes a powerful means of healing of body or of change of habits or the fixing of a new ideal.

Is absent treatment practical? The answer is in the following: To what degree shall I enter into the life of another individual? Personal experience and observation have taught me never to be more interested in any individual than he wishes me to be (I am speaking of adults), for if I am, my efforts will be unappreciated and unfruitful.

However, it is possible through concentration to get in rapport with the sub-conscious mind of another and make such impressions there as you wish to come true in the life, physically or mentally or morally.

And, again, "According to thy faith be it done unto thee." Just what did the Master mean when He used those words which, as they are interpreted in our language, mean Faith? Christ had a working knowledge of law on the various planes of manifestation; He was 100 per cent a unified personality. But one day He said, "If ye believe in me, the things which I have done ye can do also and greater things than these shall ye do." How can this be possible unless we in some way gain a working knowledge of law? To me the greatest thing in the world is that wonderful, most enviable comprehension which is the result of a working knowledge of law. Faith is sub-conscious awareness and we have proved in experimental work, in psychological circles, that sub-conscious awareness can give one a realization of health; can also render one capable of recalling the past; also develops an ability to look into the future and scientifically prophesy. It seems also to bring one into direct contact with the Christ personality unfolding a realization of spiritual growth.

In this day and age when this slogan is becoming popular, "Everyone learn to think for himself," the question arises, how is it possible for all to have faith, for each one to have a well, healthy body in which to live? The Practical Psychologist says, "An ability to enter the sub-conscious mind at will or volitionally, makes such demonstration possible to all."

The question arises, how shall I know when I am in the sub-conscious state? Here is the answer: as you retain your fixation of attention, let us divert right here and say, the sub-conscious mind knows no other than to rebound with every impression as it is made, so as fixation of attention produces an impression or indentation in the sub-conscious mind the rebound produces a physical and mental inspiration and aspiration which seems to become soul expectation. If you were standing before a mirror at that time you would observe the response in your countenance. It seems as though it is telepathed all through the being, mentally and physically, and you will awaken out of your concentration with a realization which equals faith. Fellow student, this is wherein it becomes scientifically possible for you to obtain all things, and the Master was saying the same thing in other words when He said, two thousand years ago: "If ye have faith as a grain of mustard seed ye shall say to yonder mountain remove hence into yonder place, and it shall remove. And nothing shall be impossible unto you."

FORMULA FOR TREATING ANOTHER

Have the patient lie down and relax. The going to sleep time is most effectual. Passing the fingers down over the body use progressive suggestion for from seven to nine minutes. Example: "The cells of your stomach are readjusting for perfect health. The secretions of your stomach are excreting normally. Your stomach is permanently better *now*." Placing the hands over the affected part make the positive suggestion. "Change taking place now. Better. Condition all gone. Perfectly well." Leave patient quietly.

LESSON No. XIII

Business Success—Determining Your Vocation—Finances.

Success in business is essentially one phase of successful living. The man or woman who buries his or her talents and then makes excuses for not getting on in the world, or that individual who may recognize his latent powers and abilities, but does not know how to express them—these people show forth a weak phase of personality—a lack.

It seems that every human has inherited a tendency, or an urge, from the God, our Heavenly Father, namely, the urge to create, and God has endowed mankind with an ability which corresponds to that urge. That is in evidence as we think of primitive man coming out of the forest and building a mud house for a home and out of that early idea of home he has evolved the modern home, with all its comforts and modern conveniences. Out of the homely calf path of many years ago has been builded the Broadway of America's metropolis. So we see this creative urge expressing on every hand. Do you wish to be a part of this great wave of creation which results in human service and self-expression and self-development? This is an age when the forces of the atmosphere are vibrant, restless, impatient to act. Make today your opportunity. You can become a genius along some chosen line of pursuit.

Determining your vocation is the first essential to success. Set your standard, establish your goal, then work ever toward that goal. Consider every experience a step toward it. Never allow an individual, or a single experience, to discourage you. Make good right where you are now, and also be looking for the new, desired opportunity. Use the going to sleep in commanding your sub-conscious mind for a positive decision to give your conscious mind to know just what you are best fitted to do, and then expect the waking period to produce this in your conscious thoughts and pictures. Expectation is the soul's tool used to get things across to the conscious mind from the sub-conscious.

The next essential is self-confidence, self-appreciation, faith in the self. Next, specializing, or self-qualification. You should make money, as there is a financial phase to every per-

sonality, whether it be expressed or repressed. To live in this world means to spend money for the necessities of life. The Christ was so rich in knowledge and Divine Power that He did not always use money as a medium of exchange, but indicated man's use of it and its service to man when he said "the laborer is worthy of his hire." Learn to earn money and enjoy the process as an expression of your divine talents. If you are in doubt, read the parable quoted in a lesson by the world's greatest teacher, the greatest business expert, the greatest philosopher, the Divine Counsellor, Matt. 25: 14-27.

LESSON No. XIV

Business Continued—Salesmanship—Definite Formula.

We all are sales people, all are selling service under some label. The question is, are you a good salesman—a successful salesman? Do you know the fundamentals of salesmanship? To be a successful, productive salesman, you should first consider your personal appearance. If you would attract the undivided attention of your prospective customer, present yourself well, then present your proposition intelligently. To do the latter means to keep abreast of the times, not behind the times. Be up-to-date on your subject. Next, meet the prospective customer, if possible, when he can give you the time graciously. Talk directly into his eyes and speak his name plainly. Having stated your offer, if he raises objections, or excuses, do not give too much attention to his objection, but rather keep in mind your original idea of selling him, and as he makes excuses or opposes your proposition, do not let him compel your undivided attention. Maintain a positive, confident, mental attitude regardless of the objections, and at your very earliest opportunity, in the conversation, say all over again what you said first in presenting your proposition. Sometimes people argue and raise objections from habit, disposition, or to see how good a salesman, or saleswoman, is addressing them. Never be too anxious about a sale. The following formula used correctly will bring your sales right up to the top. Here is the way you can make yourself a high-salaried salesman:

Starting out to your prospective customer—speak his name aloud three times, then three times inhale and visualize the man's mind coming to meet your mind. Another three breaths, and on the exhalations visualize your mind contacting the mind of the customer. Again on three breaths (inhalation and exhalation), visualize yourself hovering over the customer and seeing him sign your contract, or closing the deal. Then say aloud: "For this I am truly grateful." This is a very positive, not negative, form of concentration. Positive concentration is the Key to Success. Always remember in the business of salesmanship that if you do not sell the other fellow your opinion he will surely sell you his and the price you pay for his opinion is the loss of the sale you might have had.

LESSON No. XV

Memory Culture—Brain Building.

What do you mean when you say, "I remember, or I forget"? To remember—What is it? It is the ability to recall at will, facts, data or pictures laid away in the sub-conscious mind by the conscious mind. The great cause of forgetfulness is in lack of observation. The essentials for producing a good memory are as follows: First, interest; second, observation; third, undivided attention. The lack of these is emphasized in the story of the woman who wished to place an order with the grocerman.

She picked up the telephone directory to find the number, Main 2356. Closing the book she laid it away and went to the telephone repeating the number. When Central answered the signal of the receiver down the woman said: "I want Main 2365. The result was that a dentist answered on the telephone instead of her grocer. If she had looked carefully and noted the arrangement of the figures in the number then given the task to her mind instead of her lips she would not have forgotten the number. Now, if you have the careless habit of forgetting do not be continually re-enforcing the idea of forgetfulness in your mind by saying, "I forget," or "I just never can remember names." Stop doing that right now and give yourself the constructive suggestion. If you must say something let it be like this: "I don't recall it right now, but it will come to me."

The same is true of specializing, studying, organizing facts and data in the mind. There must be the undivided attention. Then, too, learn to read in terms of mental picturing, this will fix the ideas in the mind to recall at will very easily.

The process of brain building is not difficult. Since the brain of man never ceases to change and grow it becomes quite possible to build brain cells to correspond to a new idea, or a line of study. Get the new idea. Enlarge and expand it through study, through associating with successful people of that type; through observation or other practical efforts; but keep enlarging the pictures in the foreground of your con-

scious mind. Live them as you eat, live them as you walk, live them as you go to sleep and the process becomes one of brain-building. A valuable time for reading and studying is just before retiring. The mind is very receptive and suggestable. The sub-conscious mind works very effectually during sleep. That is true in the repair of the body and also is true in building or expanding brain cells. You can readily see that during sleep the mind is not distracted by continual change of experiences as in the waking state. The average child under the normal education develops less than 10 per cent of the cells of the brain areas. I have known individuals at most any age, for example, eighty years of age, to work out a new and original idea. Build the necessary brain cells for success and go to the top of the ladder of fame and fortune at a so-called late period in life.

“You can mould and fashion the brain of man like the clay in the potter’s hands. You can make him big and great and strong with fame in many lands.”

LESSON No. XVI

Law of the Sub-conscious Mind as the Law of Life— Its Influence Upon Public and Private Life.

Let brotherly love and human service be the slogan of your life, knowing that each shall reap his own harvest and you need not worry about the judgment or remuneration for another individual, for it is scientifically true through the law of the sub-conscious mind and its operation that everyone shall reap as he has sown. Right here let us learn something of human service. You have not a duty to anyone but you have a splendid privilege of service to everyone with whom you associate. Service is two-fold in its reaction. The one who is served and the one who serves; both must be blest. Where service is one sided it is not service, it is catering. Or, in other words, it is pandering to another individual's weakness or shortcoming. We all are seeking poise. Now, the attributes of poise are five in number. They are, confidence, self-assertiveness, tolerance, unselfishness and love. There is a fine line of distinction between tolerance and catering, and you will notice that self-assertiveness and tolerance go hand in hand; in fact, these five attributes seem to be like a chain, each link needs the other to complete its strength. Too many times we camouflage a shortcoming of our own under the guise of self sacrifice, when if the truth were exposed we are too indolent, yes, to emphasize it, we will say, too lazy to assert our own individuality and thereby produce something commendable in the life of the other individual.

There is such a thing as "casting your pearls before swine." Sometimes we wear out the possibility of our service to certain individuals; then we need to get out of the way; lend our service in another direction where it becomes real service and produces good association and thereby leave an opening in our former environment for someone to enter whose temperament and personality render them capable of real service in that capacity. In no instance is it ever a matter of dominating a situation; service is not forced attention. The reciprocal law is, "Do unto others as you would they would do unto you."

The law of cause and effect makes us a part of natural law and not apart from it. Natural law is the outward expression of divine will. It has been my experience that spiritual unfoldment is soul growth and development, and that we gain soul growth and development through knowledge and under-

standing. It is in evidence in a broader comprehension of life. Are you endeavoring to understand life as the great psychologist taught two thousand years ago? Does the flower of the field, does the bird in the tree, does everything which has being and expresses God consciousness or life receive a response from an understanding phase of your personality? *This*, fellow student, is knowing God, whom to know is life eternal. If I could tell you what I see in your aura, what I read in your personality, what the fruit of your life indicates, I would have taken stock of your disabilities and liabilities, the sum total of which equals your spirituality. Through concentration, or contact with the sub-conscious mind one may not only achieve inspiration and aspiration, but also methods of procedure through which the results of your activities will become more satisfying and there will be a satisfaction and gratification of that yearning for spiritual development.

Let me ask you, are you willing to pay the price for that stage of development or spiritual attainment which you think you idealize? To know the Christ is to know His laws, His teachings, and express them. Begin right now to overcome ignorance, not by measuring with the chalk mark of personal opinion, but with comprehension. In this way and in this way only can you scale the heights which lift you from day to day on to a higher plane of vibration. And so may you become all that you can idealize.

A summary of this lesson: Real and permanent success in life is growing. Learn to take a rational attitude toward the events of life.

Have an ever abiding confidence and know that this voyage of life is much like a voyage on the ocean. There are the high tides and the low tides, and the low tides and the high tides.

THE WAY

"To every man there openeth
A way, and ways, and a way,
And the high soul climbs the high way,
And the low soul gropes the low;
And in between on the misty flats,
The rest drift to and fro.
But to every man there openeth
A high way and a low,
And every man decideth
The way his soul shall go."—*John Oxenham.*

LESSON No. XVII

Psychic Phenomena—Leviation Explained—Human Aura.

It has been said that the last word of science becomes the first word of Practical Psychology and that the last word of Practical Psychology is the first word of Religion. Now, the scientist sees nothing demonstrable but matter or substance. Because of this, he has been termed the Materialist. The Religionist has experienced a confidence in an unseen force, not knowing the how or the why of the operation of this force, but to the degree to which he has believed or had faith, he has gotten results. The Practical Psychologist comes along and, making an effort to understand the law of life from the scientist's point of view, also the religionist's point of view, he says, both are right; each one can demonstrate in his own way. The Practical Psychologist recognizing the law of vibration, or fourth dimension, understands that when the scientist produces the X-ray, why its service is restricted. As we all know, the distance of the X-ray is limited. Now, the pineal gland to which we have referred expresses the psychic sense, registers the finer vibrations; therefore, the various manifestations of this psychic sense, clairvoyance, and clairaudience and intuition seem to be unrestricted. As we are able to register the finer rates and character of vibration volitionally, we shall understand the law operating back of the Christian's faith. The Practical Psychologist says, "You should have a reason for the faith that is within you; you should learn to know the why of any phenomena and that all phenomena indicates the operation of a law back of it; if you believe in anything, you should have an intelligent understanding as to why you believe." That psychic sense is able to observe the finer vibrations such as exist only on the mental plane. There is, however, a fine line of distinction between this demonstration and that of the workings of the sub-conscious mind; for instance, we have said the sub-conscious mind meets the demand of experience. Your sub-conscious mind is able to produce for you an outline or picture of whatever demand your conscious mind or emotions may make upon it. This higher sense has also the ability to register sound. It

does seem that it is possible to extend the consciousness and travel away from one's immediate environment and through this higher sense register such mental pictures, which as they develop into outward phenomena or physical manifestation correspond to the accumulation of facts obtained from the mental picture on the mental plane. This we call scientific prophecy.

Intuition, which we have termed premonition or commonly called "a hunch," is an ability to sense the dictations of the super-conscious mind.

A summary of this lesson follows: We have been dealing directly with the sub-conscious mind, as is always true in case of treatment where results are obtained.

You will notice that the underlying thread all through this lesson is designed to weave into a pattern for self development.

Another evidence of ability to register finer vibrations is in psychometry, which is the ability to sense the vibrations of another individual. By this we mean, the psychic may take an article belonging to another individual which has become sensitized for the vibrations of the other and describe to a nicety that individual's characteristics and emotions. As one learns to control the emotions they bring into expression this higher sense with all of its methods of service, not merely one. To be able to recall the past at will; to look into the future and avoid so-called accidents; to get in rapport with other individuals at a distance or communicate with them; all of these shall render us a service in progression toward the super human stage of development. As a higher type of thought and emotion raises our standard to a higher plane of vibration (and this should be one's endeavor) we shall see and hear and know those things which render us a service only. Each of us is a certain rate and character of vibration, both the mind and body. Each one is both a sending and receiving instrument. That wonderful instrument on Point Loma is a fine example of sending and receiving forces. Everyone has his key or note of vibration. The psychic is able to determine the character of the predominant emotions of an individual by the shades of color in the vibration about him. Personal magnetism is the extension of the personality felt by one's environment. The aura is the shade of colors indicating that magnetism. In the past you have met an individual of whom

you have said, "I like him (or her)," or "I don't like him (or her)." The fact is this: while you did not know him (or her), their personality was repulsive to you, as you sensed their magnetism, and herein we recognize chemistry of personality. The difference in the chemistry of personality is found in the same source as the chemistry of physicality, which is the character of the emotions. Now, some personalities blend harmoniously; others blend like oil and water or antagonize each other. Science is proving daily that there are no mysteries. Dr. Albert Abrams has recently completed a meter which receives and registers energy. Each material force has its own wave length. Through the use of this meter it is found that one brain in concentration has the lifting power of four-fifths of a pound; two brains united in concentration have the lifting power of six and two-thirds pounds; three brains concentrating together, seventy-three and one-third pounds. Can you not understand how some of the so-called mysterious things are produced? Also, the scientific meaning back of those words uttered by the Great Teacher when He said, "Where two or three are gathered together in my name." Levitation is as scientifically demonstrable as gravitation.

Soul expectation is always realized. This becomes true on every plane of manifestation. Did you have a horoscope cast and is it all coming to pass? The stars incline but they do not compel. The plane of vibration on which your personality vibrates is indicated in certain astrological signs. Astronomy, Phrenology, Palmistry, all are indicators of your personality. Change the personality and these indications change.

Visualizing organizes a psychic force or psychic entities as co-workers on the psychic plane.

Develop a confidence of protection through emotional control and poise.

LESSON No. XVIII

Vibration as a Transmitter of Creative Force—Its Laws and Operation—Telepathy.

The scientist has said, the only difference between animate and inanimate things is a difference in the rate and character of their vibration. The scientist has reduced all substances down to the electron. The student of Practical Psychology comes along with this inquiry and asks: "What is it that sets the electrons into a swirl of activity which would produce any rate and character of vibration?" He is prepared to answer his own question, and says, "All space is filled with ether and it is the mind by way of a thought, feeling or emotion which disturbs into action the ethers of the atmosphere, their character of vibration and quality always corresponds to the mental picture which disturbs them into action."

For an illustration we might liken the ethers in the atmosphere to the water of the ocean and the thought or mental picture like unto a stone that you would throw into the ocean. Have you ever watched as you cast a stone into the water, that it forms a lot of small circles on the water; then gradually those small circles unite in large circles and these again unite in larger circles? So it is in the ethers. They are set into a fury of action. They build first the little circles or associations called molecules, uniting into larger circles of activity we will call them atoms; then into larger circles and they are known as electrons; so do the electrons become mentones and if the vibration is produced for body building under observation you would be able to know that mentones form into cells and the cells into organs and the organs into body.

So is the process of creation, and so does it become true as the man of old suggested when he asked, "Know ye not that ye are co-workers together with God?" So are we continually creating and thereby become creators. Can we not now understand that "Thoughts are things?" As Ella Wheeler Wilcox wrote,

"I hold it true that thoughts are things,
Endowed with bodies, breath and wings,
And that we send them forth to fill
The world with good results or ill;

That which we call our secret thought
Speeds to Earth's remotest spot,
And leaves its blessings or its woes
Like tracks behind it as it goes.

We build our future, thought by thought,
For good or ill, yet know it not.
Yet, so the universe was wrought.
Thought is another name for fate;
Choose then thy destiny and wait,
For love brings love and hate brings hate."

When we have learned the emotional lesson of this plane, we shall find that we will be able to register the finer vibrations. There is a little gland located in the center of the head known as the pineal gland; it seems to register the finer vibrations and brings into expression the psychic sense. Of this psychic sense we shall study later.

When you have learned to build your future through volitional and intelligent concentration you have learned how volitionally to operate the law of vibration. The ethers in the atmosphere seem to be the repository of all creative force; they seem, also, to contain the law of operation and today we see the Science of Practical Psychology demonstrating this creative law.

Everyone is attuned to a certain key or note; they vibrate on a certain plane. Therefore, if we wish to raise our standard of living, let us make use of every method of bringing the self up to a higher plane of vibration. You can do so in two ways; first, by making your day dreams and choosing your books and associates with a view to high attainment; secondly, through concentration in the half sleep state.

I must really add a third method and that is, to have the courage of your convictions and as you go out into your daily activities, do so with a determination to make good because, to make good in the work where you find yourself now becomes your qualification for the superior attainment.

You are a sending and receiving instrument and as you become closely associated with minds or individuals you are in tune with them, or as we would say, in rapport. The tuning fork is an example. If a certain key were struck on a tuning fork and a piano were standing near, you would be able to hear the note on the piano corresponding to the one struck on the tuning fork. Just as surely as wireless telegraphy has been demonstrated as a success, just as scientifically is mental wireless working out the association of minds, when from a physical point of view the individuals may be far apart. Today, we recognize this fact that neither land nor water can separate us if we wish to get in rapport with each other.

Like attracts like and if you entertain a spell of the blues or the mental attitude of a grouch you will find yourself to be in tune with all the blues and the grouches in town. Always remember this, that as you make volitional effort to get in rapport with another individual you should be careful to use the law of concentration or the means of telepathy constructively or for constructive work, for in so doing you are building your future or determining how the law of cause and effect shall operate in your life in the days to come. We may call that building karma. Never start anything the fullest effect of which you would not wish to rebound into your own life.

Telepathy is the result of being in rapport with other individuals. How many times have you, when a child in school, watched another individual until they would turn and look at you; or did you ever take down the telephone receiver to call a number and the operator would say, "Excuse me, but there is someone trying to get you"? Then, as you answered, you found it to be the party whom you had started to call. Did this just happen to be? Oh, no, not to the student today, for nothing just happens. You are on the same plane of vibration or, in other words, vibrating on the same plane of thought; one got the message first and acted upon it. We are always influencing and being influenced. This is how we are responsible for being our brother's keeper. It is the law operating back of association, or, in other words, we play a part in the life of each other, as we are in rapport with each other. For example, the mother and child. The mother's fears tend to create inharmony—disease in the body of her child. Telepathy is being demonstrated widely today and I

am convinced that the time is not far distant when we may say of mental wireless as of wireless telegraphy, that it is commercially dependable.

A CONCLUSION OF THIS STUDY:

Maintain a positive mental attitude toward the experiences of life. Outwit the habit of negativity toward Suggestion as early as possible. Increase your fitness by consistent thinking and a quick positive thought for constructive conclusions. Be governed, not by emotion or personal opinion, but by constructive decision. Then the high tides and the low tides of life will be equally appreciated. Thus shall you be in harmony with your fellow-men and enjoy life more abundant. All laws are practical and understandable.

Have you not known amid life's petty strife
Some pure ideal of a noble life
Which once seemed possible? Have you not heard
The flutter of its wings and felt it near?
It was. And yet you lost it amid the daily jar and fret;
And now you seem to live idle, in a vain regret.
But still your place is kept, and it will wait
Ready for you to fill it, soon or late.
No star is ever lost you once have seen,
And *you* always may be what *you* might have been.

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