

Auto-Science

A PRACTICAL WORK ON

Applied Psychology, Mental Healing,
Auto-Suggestion, Thought-Transference, Telepathy,
with special practical instructions in

SUGGESTIVE THERAPEUTICS
SALESMANSHIP
PERSONAL MAGNETISM
LAYING ON OF HANDS
PERSONAL EFFICIENCY

Illustrated with 8 Charts and Photographs

BY

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PRACTICAL HYPNOTISM

The Open Door to Success, Health, Wealth, Etc.

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Yours in truth
Ernest Charles Feyrer

DEFINITION OF AUTO-SCIENCE

“Auto-Science is the Scientific Application of man’s creative powers, by and through his own efforts, for his own benefit or that of others.”

THE AUTHOR.

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Dr. Putnam said: "We stand as the representative of a Creative Energy, that expressed itself in far simpler form and finally in the form of human Instinct."

HOW TO MAKE THE NEXT YEAR THE HAPPIEST, MOST SUCCESSFUL YEAR OF ALL.

Get the vision of the Kingdom of good. See yourself in it enjoying its wealth. Remember we attract whatever we affirm and expect. It is not enough to name what we want, we must learn to expect to get it. Expect Great Things from Life. Expect Things of Yourself, Be a Conquerer. Think and talk Health, Success and Happiness. Put the best of yourself into each thing you do. Live Radiantly. Trust Yourself and your Neighbor. Forget the past. We have no use for the "Back Numbers" of ourselves. We put aside yesterday's paper and magazine. Why not last year's edition of ourselves? Trust. Be patient. The Great Good has brought us this far. Surely it will still guide and keep us.

—Villa Faulkner Page

"THOUGHTS ARE THINGS AND THINGS ARE THOUGHTS. PHYSICAL ENERGY IS CAUSED BY MIND AND ATOMS ARE FORMED BY INTELLIGENCE."

Introduction

The greatest force in the Universe is "Thought" or "Mind". That Mind is ALL and all material things are only an expression thereof, is acknowledged by all "THINKERS" and searchers after TRUTH.

All Psychologists understand that there are Mental Laws, which if put to proper use by man, can transform him into a veritable "Samson" of power. That this power exists and is used by people consciously or unconsciously is not disputed by observing humans.

Nothing ever "just" happens. All things worth while are brought about by mental effort, except accidents. That some men use their Mental-Force in the right direction unconsciously, is demonstrated by the fact that they succeed in everything they undertake, without ever having heard of Psychology, and being very ignorant as far as education goes. They do not ascribe it to Mind. They say it is pure luck, for-

tune, shrewdness or a hunch. You ask them if they know of Psychology, and they will ask you in return, what kind of an animal that might be.

It is surprising how few business men really understand anything about The Laws of the Mind. Then, on the other hand, you read daily in the newspapers and magazines of men and women who, through conscious mental training, have created perfect health for themselves, achieved ambitions beyond their expectations, amassed fortunes to stagger one, achieved social prominence and scaled the ladder of Success to the topmost rung.

But the great majority of men and women, numbering millions, are hungrily waiting to be shown the way. A great wave of mental awakening, thanks to the number of Psychologists traveling throughout the world, lecturing and teaching Psychology, is sweeping the Universe today. Great credit is due them as well as the press and the

magazines for keeping the name of Psychology before the public.

Numberless books on Psychology are on the market, some of them excellent, some good, and some merely fair. Thus, the interest and curiosity is aroused in the Human Consciousness. Some are ready to grasp and apply these Mental Laws at once, to others they seem too complicated and they cannot demonstrate as they were promised by their teachers. Consequently they are forever searching for something more simplified, something really tangible, to grasp and make use of.

It is a deplorable fact that very few teachers of Psychology can demonstrate what they teach. If they can, they do not offer to do so. They offer to teach the Student what he can do but fail to show him HOW it is done by doing it themselves. THIS IS A VITAL POINT. To convince the Student of the Powers of the Mind it is necessary to show him before his own eyes that

the teacher can do it. Then he becomes confident that by study he can do the same, also.

This inability, on the part of Lecturers and Teachers of Psychology, to actually demonstrate their claims is the Cause of the Author entering the field on behalf of the grandest, most beneficial and most uplifting science to Humanity.

The Author has had over twenty-two years' experience as an Electro and Psycho-Therapist and has been the instrument in restoring to physical as well as mental health, thousands of people without the knife or resorting to drugs of any kind. I have also been teaching the Science of Electro-Therapy as well as Mental Therapeutics for many years and believe that I am qualified at least to some extent, to write on or teach the Subject.

Several years prior to 1922. I contemplated a Tour of the United States, but owing to my practice and corpora-

tion interests, could not forsake those duties. However, in the early spring of 1922, my opportunity came. I decided to go out and teach those hungry souls, REAL, PRACTICAL PSYCHOLOGY, NOT by just talking about it, but by ACTUALLY demonstrating to the Students that it CAN be DONE. This system I christened "AUTO-SCIENCE." It proved such a tremendous success that wherever I gave my lectures and class work, I had to return a second time in order to teach the friends and acquaintances of my class pupils. Everywhere it was told to me that I was the FIRST lecturer or teacher that ever demonstrated anything in Applied Psychology. Wonderful testimonials, from my classes, as such, as well as from individuals, are in my possession and treasured highly.

In response to the desire of a great majority of my Students, this work is being written. It is in conformity with my personal Class instructions, simple,

easy to understand, to the point, demonstrable, fully illustrated as to essential points, truth in itself, and gives the Student exact instructions as to how to put his Mental Dynamo to work.

I have purposely avoided Medical terms, Latin phrases, or other scientific terminology that might confuse the student. It is not a Literary Gem. I am not a writer. I am a better teacher. Having learned from the crucible of experience of my own activities. I am simply passing on to the Student the sum total of twenty-two years of observing, treating and judging human nature. There is nothing fantastic in the lessons herein contained, nothing impossible or improbable. Study them faithfully, practice them as per directions given, and your reward will be in exact proportion to the faithfulness with which you stick to them.

Always remember that it is up to you now. YOU must make the EFFORT. No one else can do it for you.

I can only show you the way. You have the machinery, the dynamo in your own keeping. Set it going. Get busy. Don't just glance over this work. Practice the lessons as presented. Obey orders. Fifteen minutes daily surely is not asking much when it is for your benefit. Make the effort. You will succeed.

Will Hayes, former Postmaster General of the United States, when asked to give a message on "Success," said:

"THINGS WORTH WHILE
DO NOT HAPPEN IN THIS
WORLD: THEY ARE
BROUGHT ABOUT."

Nothing truer has ever been spoken. MAKE it happen. You have the key right in this work. Do as it tells you. All things worth while are worth an effort. Do it NOW.

E. C. F

Pittsburgh,
April, 1923.

“MIRACLES” OF THE MIND

“I am Success, though hungry, cold, ill-clad,
I wander for awhile, I smile and say,
It is but for a time—I shall be glad
tomorrow,

For good fortune comes my way.
God is my Father, He has wealth untold
His wealth is mine, health, happiness
and Gold.”

—Ella Wheeler Wilcox.

That Man is Success, even though temporarily hungry, down and out, is easily demonstrated by the fact that just as soon as he finds himself and realizes his “ONENESS” with Creative Energy, Universal Mind or God, he starts to attract to himself health, happiness and gold.

Creative Energy is the source of all wisdom and knowledge, contains the UNLIMITED supply wherewith to create all that man needs for his welfare, comfort and pleasure. It is the marvelous, vibrating force of the Universal Mind that man taps by means of his Mental Wireless Mechanism, that is

producing all the miraculous inventions which are presented to us day after day. As we gain more and more understanding we will be able to wring more and more secrets from the Universal Mind for our benefit. The process is mental. All these wonders that we see happen every day have their conception in the mind of an individual, due to impulses received from the source of all wisdom, Creative Energy, God, in the form of ideas, impressions or "HUNCHES".

Most inventions come spontaneously. They are sudden thoughts rising up to Man's Consciousness and are objectively received and recognized and acted upon. Man never acts unless the "Thought" strikes him to do so. In other words, not a muscle moves, not a finger is lifted, not a motion made, not a sensation recorded, not an emotion exhibited, not an action of any kind happens, that does not first have its conception in the form of a "Thought."

“ALL THINGS BEGIN IN MIND, ARE BROUGHT FORTH BY THOUGHT AND MANIFESTED BY WORD AND DEED.”

We are on the threshold of a New Age, the age of mental awakening. The teachings of the MASTER are coming to be understood as to our “ONE-NESS” with the Creator, more and more.

“I AND THE FATHER ARE ONE”, and, “YE ARE THE SONS OF GOD. GOD IS WITHIN YOU AND THE KINGDOM OF HEAVEN AMONG YE”, are sayings of Jesus which are just now coming into their own.

This puts it squarely up to us and it means that we ALL must realize that we have the power within us, God—in fact, and can demonstrate same if we so desire. It is up to each individual, of course, to carve out his own destiny. Some are not willing to do their share

and are mentally lazy and consequently always in misery, ill-health, poverty, are unhappy, etc. They do not believe in themselves. They have no faith in their kinship with their Creator. They need not expect anything else. "ACCORDING TO THY FAITH BE IT UNTO THEE." Faith is an attribute of the mind and with it man can accomplish "Miracles". Everything we see manifested in this world has had its conception in the mind of some one backed by faith. All inventors are dreamers who get the vision from the Universal Mind, have faith in it, and produce the Mental picture by word and deed.

When you see a house, a skyscraper, a railroad, a locomotive, a bridge, a steamboat, etc., it had its conception in the mind, first. It began there in the form of a picture, was talked about and acted upon. Think of the marvelous progress that has been made in the last hundred years, Discoveries of Universal

Forces have been made, almost inconceivable to the human mind.

Old beliefs, ideas and dogmas are crumbling before the onslaught of new conceptions. And we have just started to tap the inexhaustable supply of unlimited wisdom and power in the Universe.

Every time a new discovery is made, the stand-patters cry. "This is the last word, there is no more to be discovered", and before they are through saying it a new marvel is presented to them. "It cannot be done" has no place in this day and age. We who are fortunate in living now have the opportunity of helping to create new things for the benefit of Mankind and partake for ourselves from the Infinite Mind, that which we desire.

"TO HIM THAT BELIEVETH,
ALL THINGS ARE POSSIBLE."

Thought waves are similar to the waves set up by the broadcasting station of a wireless outfit. They are real

forces, constructive or destructive as desired. They penetrate everywhere. That vibrations from a wireless penetrate even steel vaults was demonstrated a short time ago in Stratford, Conn. Officials of the Stratford, Conn. Trust Co., after entering a large steel vault with concrete casings and electric protected wiring, clearly heard the concert from the sending station at Newark, N. J.

The Wireless Telephone is a product of the Mind and has done more to convince people of an Invisible Power than anything else.

A few weeks ago the photographs of President Harding, Vice President Coolidge, and Governor Pinchot of Pennsylvania were sent by wireless from Washington to Philadelphia. C. Francis Jenkins is the inventor.

Monsieur Guillot of Vichy, France, lights and heats his house by a Wireless Machine. We can direct a submarine by wireless, also torpedoes and even

battleships, and maneuver them without a human being on board.

The latest French invention is a flying machine that will go where it is ordered, drop dynamite, aerial torpedoes, and come back again with not a man in it. It rises, flies and lands by wireless control, no man touching it, Marvelous, you say. Products of the brain or mind of man!

Charles A. Hoxie has invented a device that photographs the human voice and reproduces it.

Airplanes without motive power are able to stay in the air for three hours or more.

Talking moving pictures are a thing of reality in the near future.

Around the world in eighty hours is almost feasible. Gen. William Mitchell, assistant chief of the Army Air Service, declared the other day that it will soon be possible for a business man to leave New York in the morning by aeroplane, have lunch in London, England, tran-

sact business there and be back for dinner in the evening again. He predicts that a flying machine will be developed that will move at the rate of five hundred miles an hour. This seems incredible, but when we realize that some automobiles have made as high as one hundred twenty-five miles per hour on four wheels in contact with the ground, it does not sound so improbable.

Photographing thoughts has been practiced for some time. Instruments for measuring Man's Psychic Powers have been in use for several years. All these marvels have their origin in the Mind of Man. Thousands of others, similar to the above, are in use among men and thousands more are to come.

It behooves no one to deny the claims of anyone as to future possibilities. Nothing is impossible to him who will use his Mind-Power. This is illustrated by men who have done things, who are doing them now.

Henry Ford was a poor man at forty, Bell had great difficulty in selling stock in his invention, Edison struggled for many years. Look at them today. The Never-Say-Die spirit, the Will-Power, the unlimited confidence in themselves, was the moving power that brought them fame and fortune. There are thousands of others who have had similar experiences. Right thinking, backed up by physical action, will do the same for you.

Do not think because you are born in the Twentieth Century that you do not have the opportunity your father or grandfather had. You have a better chance than they had. But you must get busy. Develop the latent mental powers within you. Create Self-Confidence, Faith, Will-Power, Mental Voltage. These are the first requisites to Success. Stick-to-it-ive-ness, perseverance, will follow and lead you to your goal. Know what you want. Have a mental picture of it. Then keep at it

with all your mental force, never swerving from the path for even an instant and the "MIRACLE" will happen.

Keep thinking, dreaming, planning about what you want. Let no fear, worry or doubt assail you. Fear and worry are joy-killers. They sap your energy, change your mind, destroy your mental resolutions. They are negative, antagonistic suggestions.

The slogan for all who would succeed must be: "IT CAN BE DONE". Thinking this way steadfastly produces what you desire. It is a mental process. There is nothing but mind.

Some centuries back, Bishop Berkeley said: "Not to mind matter, that everything is Mind". He was only expressing the idealism of Plato, the universal philosopher, who said that all reality is in the mind; that which appears the phenomenal is only its outward manifestation.

The Hindu philosophers were teach-

ing this for the last twenty-five hundred years or more.

Shakespeare said "There is nothing good or bad but thinking makes it so."

"Success and failure are mental attitudes." No matter what you are today, how poor you are, how insignificant you may look to others at present, nothing can prevent you from becoming what you want to be, nor stop you from getting the place you mean to have.

"AS A MAN THINKETH IN HIS HEART, SO IS HE."

The Student will find in the chapters following the solution for all his difficulties and if you will follow instructions, you will be able yourself to demonstrate the

"MIRACLES OF THE MIND."

CREATIVE ENERGY

Thinking People no longer believe believe that the World, and all there is in it, was created from Nothing. Science has advanced far enough to realize that "SOMETHING" cannot be created from "NOTHING". There is no such thing as "Nothing". "ALL" is "SOMETHING"; therefore, "SOMETHING" is created from "SOMETHING". Common Sense tells us that "Something" from "Nothing" is unthinkable, unreasonable and senseless.

"There is, and always has been, and forever is—a Real, Tangible Substance, invisible to the Physical Eye, from which All Things, so-called "Material", are created and brought into visibility."

The ancient Brahmin taught that Nature is the "GRAND CAUSE", not the first cause, but the "ONLY" cause of existence. It is—"That which is invisible (as a principle) is unsizable.

without Origin, All Pervading Self-Existent, without Color, Eye or Ear; Eternally Manifest in all Visible Creation, and the cause of all created things and beings.”

This is called “CREATIVE ENERGY”. “CREATIVE ENERGY” cannot be seen by the physical eye, only its Manifestations. In order to make my meaning clear to the Reader, I can do no better than to quote W. D. Wattles, who has given a definition of Creative Energy so clear and logical that anyone can understand:—

“There is a thinking stuff from which all things are made, and which in its original state Permeates, Penetrates and Fills all the Interspaces of the Universe.”

This thinking stuff is absolutely Real, and the word “Stuff” is used to make it more tangible in your Conscious Mind, and therefore easier to understand. To the physical eye, “CREATIVE ENERGY” is invisible. But so is Electricity,

Hydrogen Gas, Oxygen, Air, etc. Yet no one denies their existence. The X-Ray, the N-Ray, the Ultra-Violet Ray, the Infra-Red Ray, cannot be seen physically but every School Child knows they are real. While we cannot see "CREATIVE ENERGY" with our limited eyesight, we do see, constantly, the manifestations of "CREATIVE ENERGY."

Let us now see what this "CREATIVE ENERGY" consists of.

For a long time it was thought that the "MOLECULE" was the smallest particle of matter. Then someone divided the Molecule into smaller particles, called "ATOMS". Later on it was discovered that the Atom itself consisted of numerous smaller particles called "ELECTRONS". Each "ATOM" contains several thousands of "ELECTRONS" which are constantly in motion. In fact, each "ATOM" is like a miniature universe and the "ELECTRONS" within it like the

planets, whirling around and around at the terrific rate of 400 billion times per second. These "ELECTRONS" are positive and negative, and, owing to the law that the positive attracts the negative, we may say that they form "LINES OF FORCE" or "ENERGY." These "LINES OF FORCE" permeate the universe in a horizontal and a vertical manner. If you can picture a window screen, only billions of times finer, as Lines of Force, or Energy, you will have an idea of how the atmosphere is filled with this "THINKING STUFF" or "CREATIVE ENERGY".

Therefore, wherever we look, breathe, act, live, think, we are partaking of "CREATIVE ENERGY". In fact, we are but one manifestation of it. Of course, a great many people deny anything; they cannot see; but that is only an expression of Ignorance.

All visible matter can be divided into Molecules, Atoms and Electrons or the invisible. It is merely a change or

transition from something we can see with the physical eye, to something we cannot perceive any more. That does not mean that we have lost it. Nothing is ever lost from the Universe and nothing is ever added to it. All that ever happens is a change of form. Suppose you burn a table. Nothing is left of it visibly. Has it gone out of the Universe? No, it has merely been transformed into "ELECTRONS" or "ENERGY".

Creative Energy contains ALL the chemical elements to create ANY visible object. For illustration: A chemist has two bottles containing, separately, Hydrogen Gas and Oxygen. He unites the elements in the two bottles with an electric spark, and lo and behold, we have "AQUA PURA" or Water. You cannot see Hydrogen Gas nor Oxygen and yet the merging of the two produces a visible substance. Take this water, now, and freeze it, and we have Ice. The visible form has again

changed. Now take this ice and melt it back into water, then boil it until it steams away and you have dematerialized a so-called material substance to where it came from; i.e., the Electron or Creative Energy.

All so-called visible matter can be made to disappear from conscious sight and can also be made to re-appear by and through the law by which the positive attracts the negative. In other words, by a merging of the proper chemical elements, consisting of Electrons or Creative Energy, all things are brought into Visibility.

Man is in reality an Electric Machine, made up of electric particles—Electrons. There are a certain number of “Elements” in the Universe. These elements are fewer than a hundred, and a majority of them can be found in the human body. They are made up of Molecules; and the Molecules of Atoms, and the Atoms of Electrons or Energy. The Electron is so-called because it is

a manifestation of electricity. In this we see that man with his hair, his teeth, his muscles, his nerves, bones and mind, is simply a collection of Electrons, combined in the units and molecules of different elements.

. The body does its work similar to an Electric Machine. The central power station, or brain of man sends an order through one of the wires (nerves) to a muscle and sets it in operation, there is an electrical explosion at the end of the nerve—and then the muscle works.

We do the work of our bodies, the hard work, NOT with the food we eat—that is chiefly used in making new tissues and repairing what we wear out. Our real work is done with the air (Electrons) taken into the lungs. The iron in the red corpuscles carries the electric force all through the body, in the blood vessels, feeding the thousands of millions of cells, every one of which eats and drinks and breathes separately, just as the individual man does. You

can live forty days without food, seven days without water, three minutes without air. The real force comes from the air, with its oxygen, hydrogen—**CREATIVE ENERGY**, and its electric force, keeping you alive.

Universal Intelligence

That there is an all-pervading, all-permeating Intelligence or Mind in the Universe, no one who observes nature in the least will dispute. While man exhibits the highest faculties of reasoning power, or intelligence, it is not proof that the lower animals or plants do not exhibit intelligence also.

Of course the seat of man's reasoning powers or intelligence is in the Brain and the presumption is that the larger the area of the brain the better the intellect. This will depend upon Conscious Education, and the functions of man's mental organism will be dealt with in later chapters.

What I wish to show is that "CREATIVE ENERGY" is a real intelligence and directs the affairs of each and every organism in the Universe. I do not want to enter into a scientific discussion of the theories and origin of life. Read Darwin, Haeckel, etc. and you will find what you want.

Science has proven that a "Moneron",

a jelly-like mass, the smallest living mass, having no organs, no structure of any kind, being unicellular, an organism without organs, is capable of reproduction, sensation and movement. In other words, the lowest form of animal life, "an organism without organs", is able to move, sense and reproduce. It is simply a mass of jelly, no semblance of even the structure of a cell, and yet it has a mind—an indubitable intelligence. Anything living, moving, acting, reproducing, has mind, for mind alone distinguishes the animate from the inanimate. A cell is a living thing, therefore it possesses mind.

The eminent Dr. Gates in "Therapist" December, 1895, says: "UNICELLULAR ORGANISMS" possess all the different forms of activities to be found in the higher animals. Thus the simplest cell can transform food into tissue and other metabolic products; and this is the basis of all the nutritive activities and processes of the higher

animals; the cell can move parts of itself and is capable of locomotion; and this is the basis of all movement in the higher animals brought about by bones and muscles. The cell can feel a stimulus and respond, and this is the basis of the sensory faculties of the higher animals; the cell can reproduce itself by segmentation and this is the basis of reproduction in the higher animals; the cell on dividing inherits the actual qualities of its parent mass, and this is the basis of heredity; in short, the cell contains in simplest form, all of the activities in Man."

This simply goes to prove that each individual cell has mentality of its own. In other words it is animated and directed by Mind or Intelligence. Therefore when we come down to the fundamental facts we find that every animate being is governed by Mind or Intelligence. Now, where does the Intelligence come from? It must come from somewhere! It does. It is ONE with

Universal Mind or Creative Energy—thinking substance—as “WATTLES” says. Every atom or electron necessary to produce the Moneron or Protoplasm contains Mind—Intelligence.

There are of course different degrees of intelligence. Man exhibits the highest degree because of his inductive reasoning powers. These have been developed gradually by means of Conscious Education. Conscious Education is Suggestion in some form or other. Without Conscious Education man would not exhibit any more intelligence than that manifested by other higher animals.

If a child were born and its Mother died at birth, and this infant were given to a deaf, dumb and blind nurse, and sent out into the wilderness to be nursed until it could find food for itself, what do you suppose the child would be like when found? Owing to the fact that it had not come in contact with anyone who could talk, hear or see, it would

grow up the same as any other animal. It could of course see, hear and perform activities, but it would exhibit no more "VOLUNTARY" or "REASONING" intelligence than any other animal. It would show intelligence, of course, in gathering food and for self-protection, but this is what I call "INTUITIVE" intelligence. Some scientists call this "INSTINCT". Instinct is not associated with intelligence, it is merely an automatic function. In fact I would discard the word "INSTINCT" altogether. I believe that all actions by any living organism are directed by an INTELLIGENT MIND STIMULUS. This may be of a higher or lower Quality, but it is intelligence just the same.

There are two states of intelligence, "a voluntary or reasoning intelligence and an involuntary, intuitive intelligence".

The voluntary or reasoning intellect has its seat in the brain. It is created by Conscious Education. It is devel-

oped to the largest extent in man.

IT BELONGS TO THE CONSCIOUS MIND.

The involuntary or intuitive intellect has its origin in the soul or universal mind—Creative Energy. IT BELONGS TO THE SUBCONSCIOUS MIND AND IS ONE WITH UNIVERSAL INTELLIGENCE.

In exact proportion to the increase of our Conscious Intellect do we control our involuntary intellect. In other words the involuntary intelligence is always subservient to voluntary reason or intellect. This will be explained in the chapter on "CONSCIOUS AND SUBCONSCIOUS MIND."

Every living animal is endowed with an intuitive or subconscious mentality, and in accordance with the development of its brain, a reasoning or voluntary mind. This latter may be trained and educated to a greater or lesser extent, as in dogs, horses, birds, etc. I FIRMLY BELIEVE THAT if as

MUCH TIME WERE GIVEN to CONSCIOUS EDUCATION of CERTAIN ANIMALS of the HIGHER TYPE, as is GIVEN to the TRAINING of CHILDREN, their BRAINS WOULD ENLARGE and GREATLY INCREASE their VOLUNTARY REASONING CAPACITY.

That even the lower order of animals show intelligence, involuntary or otherwise, is illustrated by the ants. If you will take one ant from an ant-hill and another from a different ant-hill and dip the two of them for a second in alcohol, they become tipsy—paralyzed—and are not able to move. If you now get another ant from each of the respective ant-hills and place them near the two tipsy ones, you will find that each one will pick out the one belonging to their own tribe and put them on their back and carry them home. They will not take the one belonging to the other ant-hill but will pick up their own brother. You might say this is purely

instinct, but remember both have been dipped in alcohol which would have destroyed any odor peculiar to their own tribe. And yet they never make a mistake. That looks like intelligence to me.

The mud-wasp will catch a caterpillar and sting him at the exact spot in the brain that controls the motive powers of it. It does not kill him, but paralyzes him. He is unable to move from the spot. After this has been done, the mud-wasp lays its eggs alongside of the paralyzed caterpillar and when the young hatch out they find live meat waiting for them to feed on. When they grow up, they, without ever having seen their parents, do exactly the same. The surgical operation thus performed would tax the ability of the most skillful surgeon in the world. Would you call this "Instinct" or "Intelligence"?

Read the following which appeared in the "Ohio State Journal" at Columbus Ohio, November 22nd, 1922:

“FEMALE RODENT, UNABLE TO GIVE BIRTH NATURALLY TO YOUNG, PERFORMS CAESARIAN OPERATION ON HERSELF. RECOVERS AFTER HEROIC ACT.”

“Medical Science throughout the world is confronted with a hectic charge and Columbus physicians and surgeons, first to learn of the attack, are in the midst of a struggle controversial in the extreme. The accuser in this world-wide professional battle is a mouse, now dead, but a few days ago the pet of a convict in the Ohio Penitentiary. This little rodent offered the perplexing issue in the form of four of her offspring, all brought into the world by a Caesarian operation performed by the mother mouse herself. So complete was the operation and so successful was the recovery from this probably unprecedented example of animal skill (?) that Dr. J. F. Baldwin of Grant Hospital has begun a search of the world for a duplicate of the case. and in his queries to his

fellows in medicine and surgery, he raises this question—'Is Medical Science entitled to the credit that has attended the accomplishment of birth by the Caesarian Method, or does that honor rightfully belong to Mother Nature which man, with all his knowledge, can hope only to approximate?' Dr. Baldwin has the word of the Ohio State University Veterinary Hospital, where the mother mouse was dissected, that the operation and the subject's recovery from it was a success. In a report of the autopsy conducted there it was stated that the scar healed perfectly and the mother mouse showed no symptoms of havin suffered any ill-effect even immediately after the operation. Origin of this case, surely, doctors say, the first of its kind ever heard of in Columbus, dates back to October 25th, 1922, when the mouse, then one of a number of pets fostered by a convict on duty in the planing mill at the Ohio Penitentiary, became ill. Its condition appeared to

the prisoner to be serious, but he knew little of the physical troubles of mice, hence less about prescribing for them, and could do nothing for it other than exercise the care the lay-judgment might dictate in feeding it—the following morning, at 10:25 to be exact, the mouse began work on the same kind of a task that many times, Medical Science admits, despite the greatest scientific preparations for it, proves fatal. By constant gnawing at her abdomen, the mouse accomplished the incision, less than an inch in length, and by 3:30 o'clock that afternoon had delivered, unassisted, four mice. Death came almost instantly to the first born. Life existed only a short time in the case of the second and third offspring, while the fourth never lived. To all this there were two witnesses, Supt. R. E. Moore of the Penitentiary Planing Mill, and James Syfers, foreman there, who closely watched each step taken by the rodent in the tedious task. Dr. Willis

A. Whitman, penitentiary physician, attended the mouse afterward, but believing in her ability to handle her own fate, gave practical assistance only occasionally. For the most part, Nature completed the healing process. Dr. Whitman later called in Dr. Baldwin in consultation on the case. Science, in its keenness for investigation, then demanded the life of the rodent and the startling disclosures followed in quick succession."

There is much more to this article, mostly pertaining to early Caesarian operations performed, but they are beside the point. What I want to bring out is the remarkable "INTELLIGENCE" displayed by the mouse. It may be called "UNPRECEDENTED SKILL" by some who are so material, that they think the only intelligence is exhibited by man from his Conscious Mind, and who believe that the death or destruction of the brain ends all manifestation of intelligence.

To the question raised by Dr. Baldwin as to who should have credit for the origin of Caesarian operations, Medical Science or Nature, I shall answer "NATURE" emphatically. Nature, as I understand it, is UNIVERSAL INTELLIGENCE or CREATIVE ENERGY and contains all the wisdom and knowledge in the universe. Man and animal are merely a manifestation of this thinking intelligence, and absorb therefrom intuitively the intelligence necessary for a successful existence. Every manifestation of life, from the Moneron or Protoplasm to the finished man or animal is guided by intuitive intelligence, until conscious education supercedes and directs sub-conscious intelligence as in man and certain forms of animals.

That the action of the mouse was directed by "INTELLIGENCE" no one of any discerning powers will dispute. Instinct, if there is such a thing at all, would certainly not have compelled the

mouse to risk her life to give birth to the young. If we can believe that we are governed by "THE INSTINCT OF SELF-PRESERVATION", that "INSTINCT", without intelligence connected with it, would not have taken any such chances. Every living creature absorbs a certain amount of intelligence from the Universal Mind, because it is a manifestation thereof.

In Switzerland, every spring time, the storks come from Africa to stay until late in fall when they again return to a warmer climate. It has been noticed that the same identical stork comes year after year to the same nest. The same thing is true of swallows, robins, etc. Wild Geese and in fact all migrating birds always find the same place again.

It is remarkable the intelligence displayed by squirrels, hiding their nuts for winter use and finding the supply again. Pigeons unerringly find their way to their home roost from a distance

of a thousand or more miles. That animals can be trained to reason consciously is demonstrated daily. The Polly learns to talk and say things. Horses can be educated to count, figure mathematically, add and subtract besides a great many other things. Dogs and cats are educated consciously to do all kinds of things. I have a canary bird who has been educated to say "DADDY". He will come to the end of the cage when called, will play peek-a-boo, and look for you by sticking his head out of the cage.

That there is an intelligence outside of the brain is proven by experiments with animals of the lower order. The head of a snake was cut off, but the snake made for his hole just the same and found it. The brain of a frog was removed and after waiting a few minutes for the animal to recover from the shock, it was placed in a tub of water. It immediately began to swim. A hand was held in front of its head so it would

come in contact with it. It did, and made efforts to swim for a few minutes and then stopped. When the hand was removed, the frog again swam.

The two above mentioned experiments were made by Surgeon General Hammond for the purpose of ascertaining whether or not the brain was the sole organ of the mind. He says further, in an address given before the New York Neurological Society:

“I have repeatedly performed similar experiments with turtles of various kinds, and lately with water snakes. In all these cases the whole brain was removed from the cranium, yet the animals did not wobble about aimlessly in the water, but swam straight ahead into stream or pond, apparently with as complete a purpose to escape as though they still possessed the full degree of consciousness of the unmutilated animals. Such experiments show beyond a doubt that perception and volition are not seated exclusively in the brain. and

thus that "instinct" is not indissolubly connected with that organ."

The very learned surgeon also uses the word "INSTINCT" because he cannot associate intelligence with a living being when the brain is removed. To my reasoning faculties, the action of the animals with the brain removed showed intuitive intelligence, that same intelligence observed in the Moneron, Divine, Universal, Creative Intelligence.

The sooner Man realizes that we are all governed by a Universal Mind or Creative Intelligence, the sooner will he be able to harness all power, which is hidden, owing to man's CONSCIOUS blindness, in the universe. There is no SUBCONSCIOUS blindness because it is "ONE" with Divine Intelligence. This intelligence will allow itself expression only so far as the Conscious Education of the individual permits. Therefore, the intelligence in an animal is expressed according to his needs only, but intelligence it is nevertheless.

It is intuitive or subconscious intelligence and therefore identical with the Subconscious Mind of Man. If man's brain were not developed by conscious education, he would, like the lower animals, have to depend on his subconscious intelligence.

This subconscious intelligence has not the faculty of Inductive Reasoning. It can only reason by deduction. It is the creative mind. Universal Mind is Creative Energy and as all things are created from Creative Energy, then it certainly must be Creative Intelligence or Mind. Inductive reasoning faculties have been developed in Man by the Power of Suggestion according to the necessities of man's progression and needs. The subconscious intelligence, owing to the absence of inductive reasoning faculties, is subservient to the suggestions of the conscious mind. It is the creative mind and will create absolutely what the conscious mind tells it. Why? Because it is "ONE" with

Creative Energy and that is a pliable "SUBSTANCE", intelligent, all-permeating, ever active and ever ready to respond to the mental stimulus of the conscious mind and the power of suggestion.

Advanced students and scientists realize that all we see physically is nothing but mind expressed in fact that all is MIND INTELLIGENCE FOREVER ACTIVE, CONSTANTLY MOVING and CREATING things by means of MAN'S POWER of SUGGESTION, VERBAL or MENTAL.

As the conscious education of man becomes more advanced, by the process of absorption of intelligence and wisdom from the Divine Mind, the material manifestations are changed to suit the new conceptions of Man's Consciousness. As to how this Universal Intelligence is caused to respond to the desires of man and manifest in a tangible form to him, will be explained in the following chapters.

THE LAW OF VIBRATION

All the Phenomena observed in the Universe is due to the Law of Vibration. Everything from the visible to the invisible is in constant vibration. All the planets in the Universe whirl around and around at terrific rates of speed, incessantly. Old Mother Earth moves in her own orbit from West to East at the rate of nineteen miles per second. Light Rays are Vibrations set up by the Energy which the Sun gives forth and run into hundreds of trillions per second. Sound waves are nothing but Vibrations of Electrons set up in Creative Energy, or, as some prefer to call it, the "Ether". Man's physical senses can only perceive sounds within a certain range of vibration. The same is true of the perception of Colored Light Waves. Sound is perceived by the Mind of man at from sixteen vibrations a second to thirty-eight thousand per second. Below and above these

rates nothing is heard. A similar state exists with reference to Light Rays. Infra-Red rays are not perceived by the eye because they travel too slowly. The Ultra-violet Rays, N-Rays, X-Rays, etc., vibrate at too high a rate for our eye sight to notice. All we can really see are the colors of the Spectrum, or from Red to Violet. The colors of the rainbow, and combinations thereof, are within our vision.

All material objects are vibrating at certain rates of speed and the harder the substance is, the slower the rate of vibration. For instance: Water vibrates at a higher rate of speed than Honey, Wood vibrates higher than Iron, Iron Vibrates higher than Steel, Steel vibrates higher than Diamonds, etc.

In fact every object visible—a stone, a blade of grass, a grain of sand, a flower—EVERY inanimate object is merely a collection of vibrating Electrons.

The underlying principle of ALL Creation is, as Wallace says, the "THINKING STUFF" or "CREATIVE ENERGY", which is constantly in a state of vibration, and from which ALL THINGS ARE MADE.

"CREATIVE ENERGY", permeating and filling all the interspaces of the Universe, composed of such infinitely small particles as the Electrons, vibrating at tremendous rates of speed, contains and in fact is "INTELLIGENCE." In other words, it is the source of all KNOWLEDGE, WISDOM, WEALTH, SUCCESS and UNLIMITED SUPPLY of ALL man's needs.

Now anything that has INTELLIGENCE must have MIND and inasmuch as all visible objects are nothing but a manifestation of ONE FUNDAMENTAL SUBSTANCE, the CAUSE OF ALL OUR EXISTENCES (Creative Energy), then what we see is purely—MIND EXPRESSED. In fact

—“CREATIVE ENERGY” is the “UNIVERSAL MIND,” the great storehouse of unlimited supply of all Creation. It is like a great CENTRAL TELEPHONE STATION, where all the wireless impulses of the entire Universe unite. Each human being is a subscriber and Stock Holder in this vast Corporation and part and parcel thereof. By telephoning to the Central Station he may obtain anything he wants, providing the right connections are made by him. This great Company has everything the individual wants. But he must make his wants known in a clear, clean-cut, confident, positive manner, by and through his individual wireless Apparatus.

Each Stock Holder is only a Unit in this wonderful system and he must obey the rules of the Company by asking only for that which is for his benefit. Of course, he can ask for the opposite, but if he does he must suffer for it. In sending a message into “Creative Energy”

all that is needed is to think or set up a "THOUGHT-VIBRATION". Every THOUGHT is a Vibration that travels at a certain Rate.

Dr. Albert Abrams says: Every emotion like love, hate, jealousy, fear, worry, poverty, success, anger, is merely a matter of Electronic Vibration. This force of Electronic Vibration or thinking is so powerful that it can move ponderable objects, transmit messages as witnessed by telepathic communications. Each disease has its certain rate of Vibration and similar diseases have been found to have identically the same rate.

Most of these Rates of Vibration are controlled by man's thinking. You can change the Vibration by changing the thoughts. Different Rates of Vibration will bring about different conditions, like Health, Disease, Wealth, Poverty, Success, Failure, Contentment, Trouble, Happiness, Worry, etc.

Whatever your emotions—that is

what you feel. In other words—"YOU ARE JUST EXACTLY WHAT YOU THINK YOU ARE." In short, all Matter (so called) is in a constant state of Vibration, invisible, but can be brought into visibility by the action of Man's Mind, or Thought. Certain Rates of Vibration, governed by certain Emotions, set up a commotion in Creative Energy which causes Electrons to unite, form Atoms and Atoms to form Molecules or visible Matter.

"Man can form pictures in his Mind and thereby set up a certain rate of Vibration, which in turn will be the means of actually producing the Picture imaged."

"WHATEVER MAN'S DESIRE, IF IT BE FOR HIS WELFARE, AND HE SENDS HIS THOUGHTS INTO HIS THINKING, INTELLIGENT SUBSTANCE, (Creative Energy), IN AN INTELLIGENT MANNER, HE WILL RECEIVE THAT WHICH HIS THOUGHT HAS IM-

AGED TO AN ABSOLUTE CERTAINTY.”

Always Remember: “ALL THINGS BEGIN IN MIND, ARE BROUGHT FORTH BY THOUGHT AND ARE MANIFESTED BY WORDS OR DEEDS.”

“THOUGHTS ARE THINGS AND THINGS ARE THOUGHTS. PHYSICAL ENERGY IS CAUSED BY MIND, AND ATOMS ARE FORMED BY INTELLIGENCE.”

“THOUGHTS WILL CREATE FOR YOU EXACTLY IN RATIO TO THE INTENSITY OF YOUR DESIRE, THE THING YOU WANT.”

THE MENTAL WIRELESS

There is one UNIVERSAL MIND. It contains ALL IDEAS, KNOWLEDGE AND WISDOM. This Mind is the source of ALL visible and invisible manifestations. It is one grand, enormous force, or Power, and is everywhere and in everything. It is Omniscient, Omnipotent, and Omnipresent. All ideas for inventions, especially original ones, come from this Universal Mind. Consciously or unconsciously, Man taps this Source of Knowledge by means of his mental wireless and thereby creates New Marvels every day. As the Mental Mechanism of Man becomes more sensitive, he will be able to produce more and more Wonders.

History shows that thousands of years ago our Mental Machinery was very crude and limited, but little by little we progressed and with progression came Mental refinement, which caused physical improvement also. The

most marvelous progress has been made in the last hundred years. More new discoveries and inventions for our benefit have been produced in that time than in all History of the World before. And we are not finished yet. In fact we have just commenced to tap the forces of the Universe. Just a few of the marvels of the past hundred years: The Steam Engine—Electricity — Sewing Machine—Telephone—Talking Machine — Telegraph—Ocean Cables — Automobiles—Submarines—Flying Machines —Wireless Telegraph—Wireless Telephone—Moving Pictures—Radium — X-Ray—Helium Gas—etc. And now we are sending photographs by Wireless, are photographing the Human Voice, Human Thoughts, and are diagnosing disease by means of the law of Vibration.

And all of these Ideas, and millions more, have come from this Universal Storehouse of Intelligence. They could not have come from nowhere. When we

realize that Man is a Unit in the Scheme of the Universe and only a manifestation of "CREATIVE ENERGY" and in fact ONE with it, it is easy to understand how we have been able to extract and bring into BEING all these Marvelous Ideas for the benefit of the Sons of God. Inasmuch as "CREATIVE ENERGY", Ether or Electronic Force, call it what you please, contains all the Chemical Elements in a state of Vibration, necessary to bring ABSOLUTELY ANYTHING into visibility, all that really is needed for Man to do is to SET UP CERTAIN RATES OF VIBRATION which will cause certain Electrons, Atoms and Molecules to coagulate or to be brought together and thereby form a visible object. By combining different elements we slow up the Rate of Vibration of each individual part and it thereby becomes visible to our Sense of Sight. Like the combining of Oxygen and Hydrogen Gas to pro-

duce Water, so will other combinations produce visible Objects.

But the thing needed to cause Vibration to produce a Combination of different Electrons is Voltage. Let us now examine what is meant by Voltage.

Remember, dear Student, this is a practical work of actual Instructions HOW to DO things, not to THEORIZE and I therefore shall give only sufficient theories so that you may understand the underlying Principles of AUTO-SCIENCE.

Numerous books on Theoretical Psychology are published and if you wish to read them, you may get them at your library or at your bookstore. Also, I shall refer you to some of the best books with the names and addresses of the Authors or Publishers.

I shall take it for granted that you understand that "CREATIVE ENERGY" or UNIVERSAL MIND is the unlimited supply of all things, visible and invisible; the cause of ALL our

Existencies; GOD, in FACT; in a constant state of vibration and that IT will ALWAYS respond to Man's DESIRE or WILL and manifest visibly in EXACT RATIO to the INTENSITY of his desires.

Desire is an Emotion. Emotion is a certain rate of Vibration of Electronic Energy. Emotion emanates from the Mind and is therefore a thought. If the desire is weak or negative, Emotion is the same, consequently the Rate of Vibration is not very high nor forceful and therefore the thought does not beget ACTION. The stronger the Desire, the more forceful the Emotion, and the more powerful the Vibration set up in "CREATIVE ENERGY" with its consequent greater possibility of the creation of your Desire.

In order to have and cultivate strong Desire, we must first have a positive Mental attitude. This is accomplished by Creating Mental Voltage.

The Mental Machinery is like a Radio

outfit. It consists of a Broadcasting Station and a Receiving Station. The Broadcasting Station of a Radio sends out Vibrations to a certain distance. These vibrations make impressions upon a sensitive diaphragm and the message is understood and received. It may be received by one station or by thousands, providing we "TUNE IN", as the saying is, within a certain Radius and therefore come into harmony with the vibrations sent out. Now let us see why we receive the messages. The Broadcasting Station sends them out, you say. This is true. We cannot see these Vibrations at all. They simply come through the air and register upon our instrument. Most people take it for granted that they hear them and let it go at that. They never inquire as to the Cause of receiving them. This class of people is in the great majority. They are the ones who are ever ready to crucify a "DREAMER" who dares to come out with a new Idea. Then when the Idea

has been made practical they are the first ones to say, "I told you so."

In order to send out ANY message by wireless, there must be VOLTAGE behind the IMPULSE. Contrary to the general opinion of the layman, Voltage is NOT Electricity. Voltage is PUSH POWER. It is that which pushes or causes to move Matter or Mind. It is that force which produces ACTION. You may have plenty of Amperage or Electricity along your wires in your home, but if it does not move at a certain rate of speed you will get no light. People say all we need is Electricity and we have light. They are wrong. This Electricity must be moved at a certain rate of speed usually one hundred and ten times per second to give us light. One hundred and ten volt current means that the charge of Electrical Energy is moved that many times per second. This produces friction, owing to the resistance encount-

ered, and friction produces heat and heat in turn produces light.

The same thing is true of the Human Being. The power is within them, but the VOLTAGE is LACKING. Mental Voltage is just as real as Voltage in your supply lines that give you light.

The wireless broadcasting station has a STEP-UP TRANSFORMER that transforms the one hundred and ten or two hundred and twenty volt current obtained from the local Electric Plant to fifty thousand or more voltage in order to send out vibration by wireless to certain distances. The greater the voltage, the greater the distances the messages can be sent and the CLEARER they are when received. Everything depends on Voltage or Push Power to set up strong vibrations.

The Mental Broadcasting Station requires Mental Voltage to send out thoughts or Vibrations so that they may be registered and recognized by Mental Receiving Stations.

With proper Mental Voltage Man can send his thought out to a SINGLE INDIVIDUAL and have it registered there and acted upon, or he can send out his S. O. S. into CREATIVE ENERGY and cause the things he is broadcasting for, to be manifested to him actually. Remember, each Human Being has a RECEIVING Station as well as a Broadcasting Station, and is therefore NOT immune from receiving your S. O. S. If the Vibration or Message has been registered with sufficient force upon an individual receiving station, the Impulse to act upon it becomes strong exactly in ratio to the intensity with which the message was sent.

Later on in the Course I shall cite some actual happenings and demonstrations of this principle.

Every normal Human Being has this Mental Wireless Apparatus and he can make use of it to any extent, to attract and hold Health, Wealth, Happiness, Success, Contentment, according to his

efforts. He is a Wireless Station, always in touch with the Universal Mind (Creative Energy), the ALL SUPPLY, and he can put himself in touch with other Individual Stations and cause them to act according to his Desires.

The difference between a Wireless Outfit and the Mental Radio is that Mental Vibrations are of a finer quality than the Electric fluid used in the mechanical Radio. Also, the Mental Vibrations travel at a greater speed. They are instantaneously received. Another difference is that Mental Radiations are magnetic in quality. They will draw to them exactly what they are sent out for. Thus, if you send out Vibrations for Wealth, it will come to you; for Success, you will achieve it; for Health, you will receive it; for Happiness, you will attract it, etc.

The Mind always obeys the Law of "Like attracts Like."

Conscious and Subconscious Mind

The Student is requested to carefully study this Chapter and commit it to conscious memory as nearly as possible, because upon the knowing of the functions of the Conscious and the Subconscious Mind with their peculiarities rests the successful study and actual Demonstration of Auto Science. The statements contained in this Chapter are absolutely true and are verified, first—by the personal observations of twenty-two years of practical experiences in my practice of the Healing Art, and also previous to that in Salesmanship. Second—in the main by all the foremost writers on Mental Science, to wit: T. G. Hudson, author of *The Law of Psychic Phenomena*, W. W. Atkinson, Judge Daniel Simmons, Charles F. Haanel and several hundreds of other writers. In short the propositions herein set forth have been accepted many years ago by the leading Mental Scientists as true, and if the Student desires more elaborate theoretical ex-

planations, I refer him to the works of any of the above mentioned writers. They can be bought in book stores or obtained from the Library.

The purpose of this book is to instruct the Student in the Practical Application of the tremendous force residing within him for his personal benefit and that of others, and not for the purpose of theorizing on the subject, except sufficiently for his understanding of the underlying principles.

Man is a Triune Being, composed of Body, Soul and Spirit. The Body is the material expression of the Spirit. It is governed by the Soul. The Soul is the term used for Subconscious Mind. The Spirit is Self, the Ego, Creative Energy, the Source of all Things.

The following illustration or diagram should be studied until it is engraven upon your Mind so that you can recall it instantly. It is absolutely original and it is the Key to your Mental Wireless.

To explain the Chart, let us begin with the I. This represents the Spiritual Part of Man, the Ego, his connection and One-ness with Creative Energy (C. E. on Chart) or Universal Mind or Universal Spirit.

The circle and dots of which the I is the center, represent Man's individual kingdom or his Environment, Family, Social, Business, etc. Man is a UNIT in the Great Ocean of Universal Energy. He is like a tiny speck of an Island in a great, immense, vast ocean expanse. He is the King and Ruler of that small Island, to do as he pleases. The Creator or the Universal Mind has given man an independent Will so that he may be his own Master, and thereby rule his Kingdom as he sees fit.

The Student will notice that the lines of the circle are dots and not a solid line. This illustrates that the Island of which the I is the center, is not separated from the Greater Kingdom, but only a small UNIT thereof and subject

to all the Universal Laws of the Universal Mind or Creative Energy.

The line (2) between the letters S. M., represents the Soul or Subconscious Mind which the letters S. M. stand for. In my estimation the Subconscious Mind IS the Soul of Man and I shall state my reasons for this belief later on. The Subconscious Mind, as you notice, is closely in touch with the Ego, or the I—AM. That is as it should be, because the functions of the Subconscious Mind are CREATIVE and it is therefore always in touch with CREATIVE ENERGY.

The divergent lines (1) starting from the I represents Man's vision into the Material World by means of his physical senses. You will notice that as you look out into space your vision spreads out like a fan, and the further you look, the more territory your vision takes in. This would tend to demonstrate that there is no limit set to what Man may control.

The curved line (4) represents the contour of the eyes with which Man perceives the Material World. The letters C. M. represent the Conscious Mind or Reasoning Mind. This Mind activates the physical Brain and through it the Body functions, or at least some of them. Its Media are the five physical Senses. It comes with the body, develops with it and dies with it. It is the cause of all our troubles as will be shown later.

(5) Represents a door or opening next to the watchman's office (W), as will be explained in this Chapter.

(3) Represents Mental Grooves or impressions made on the "Subconscious Mind" of which this illustration is merely a continuation, by Mental Wireless.

I shall now describe specifically the functions of the TWO MINDS with which Man is endowed, i. e., the "CONSCIOUS MIND" and the "SUBCONSCIOUS MIND."

The Conscious Mind, as stated before, activates the Brain. It has charge of the Central Nervous System which governs the Voluntary Muscles of the Body. It controls the physical senses and it will not accept anything against Reason, Positive Knowledge, acquired by Conscious Education or the Evidence of its Senses by the suggestion of another. IT CAN REASON FROM EVERY ANGLE, i. e. by INDUCTION, DEDUCTION, ANALYTICALLY, AND SYNTHETICALLY. In short, it is the Mind with which you perform your daily labor, make your business transactions and compare things. It can ACCEPT or REJECT any proposition, idea or suggestion at will. There are no limitations to its freedom of action. The Memory of the Conscious Mind is imperfect.

The Subconscious Mind, on the other hand, is INCAPABLE of INDUCTIVE REASONING. It reasons by DEDUCTION only. This means that

it is unable to institute an independent search after facts for the purpose of reasoning from there up to a general principle or Law.

It accepts all its information from the Conscious Mind without question under the Law of Suggestion. The Subconscious Mind is controlled in all ordinary affairs of life by the Conscious Mind—in everything except matters of Conscience and the primary (intuitive—in-
stinct?) intelligence of self-preservation.

“THE SUBCONSCIOUS MIND IS CONSTANTLY AMENABLE TO THE POWER OF SUGGESTION AND CONTROL THEREBY.”

This means that the Subconscious Mind accepts ALL SUGGESTION or STATEMENTS as TRUE, without questioning them, owing to the fact that it CANNOT REASON INDUCTIVELY. These SUGGESTIONS or STATEMENTS may be given orally or mentally by another per-

son or they may arise from the Conscious Education of the individual, in which latter case they are termed "Auto-Suggestion". But no matter where they come from, no matter how ridiculous or foolish, detrimental or beneficial they are, they are accepted as true.

The Subconscious Mind is the CREATIVE MIND, or in other words, the MIND that DOES THINGS, and owing to the fact that IT cannot reason or examine or compare truth and falsity of statements, is apt to carry out any suggestion given, regardless of consequences.

It will depend upon the FORCE with which the suggestions are made or given to it, as to whether they will be carried out AT ONCE, at SOME FUTURE TIME or LEFT DORMANT, and MERELY REGISTERED.

"The Subconscious Mind has a perfect memory. All things acquired through experience, education or per-

ceived by the Conscious Mind, are Registered upon the Subconscious Mind and stored away to be recalled if needed." This, I would say, constitutes Conscience.

The Subconscious Mind has charge of the Sympathetic Nervous System or the Involuntary Muscles and Organs of the Body, like the Heart, the Lungs, Liver, Kidney, Intestines, etc., also of all the Glands. The Conscious Mind has no power to cause these to act, but the Subconscious has perfect control of them, and often assumes charge of the entire body, as in extreme danger.

"THE SUBCONSCIOUS MIND IS ALSO THE SEAT OF EMOTION, IMAGINATION, INTUITION, TELEPATHIC POWERS AND TELEKINETIC ENERGY."

All the different functions respond to the Commands or Suggestions of its own Conscious Mind or to that of another, providing they are given with sufficient Mental Voltage or Force to

produce, as we call it, a deep impression, or immediate Reaction, when the Subconscious Mind will immediately DO as it is told.

To summon up in a few words the attributes of the Subconscious Mind: "IT IS UNDER ORDINARY CIRCUMSTANCES SUBSERVIENT TO THE SUGGESTIONS AND COMMANDS OF ITS OWN CONSCIOUS MIND OR TO THOSE OF ANOTHER."

We may liken the "SUBCONSCIOUS MIND" (S.M.) to a "MASTER BUILDER" who lives in a Stone Mansion. This Master is the "Boss" of the house, but he has one weakness in that he cannot refuse the Command (Idea, Suggestion) of a stranger who comes into his presence. The Master knows his own weakness and he has therefore hired or engaged a Watchman who can reason, accept or reject any suggestion from strangers, and who can keep the latter out of his Mansion, unless the request of the strangers is for

the Master's benefit. This Watchman is the Conscious Mind (C.M.). In order to help the Watchman along the Master built a stone wall clear around his Mansion (4) with but one gate or opening (5) into the Courtyard. This gate is guarded by the Watchman from his Guardhouse (W) and is supposed to be opened only to friends of the "MASTER BUILDER."

But alas. with all these precautions, strangers are constantly causing the Master to do things detrimental to himself. This is due to the fact that the Watchman is wrongly educated, lazy weak, indifferent and negative.

Therefore, we must EDUCATE the Watchman or the "CONSCIOUS MIND," not the Subconscious Mind as so many psychologists will tell you, because it depends strictly upon the statements or commands given by the "Conscious Mind" to the "Subconscious Mind" as to what action will be taken.

The Conscious Mind, perceiving only

Material Things and their wrong Spiritual Conceptions, has suggested to the Subconscious Mind (which accepts all suggestions, false or true, as facts) absolutely false ideas, lies in fact, and it is no wonder that Man has suffered agonies for centuries past. False Concepts suggested by the Conscious Mind to the Subconscious Mind, day by day, week by week, month by month, etc., will create a fixed belief in that Suggestion and it becomes a Habit. This Habit expresses itself in Action sooner or later and is often difficult to eradicate.

The "SUBCONSCIOUS MIND" is like a soft wax, diaphragm or record. Every Idea, Suggestion or Command sent past the Watchman is received by it and makes an impression. If the suggestion is sent down very FORCEFULLY, and POSITIVELY, the Impression on the Record is deep and the reaction is immediate. If the suggestion is only mediumly positive, the

impression on the Record is only medium and action is deferred to some future time. If the suggestion is made in a weak, negative manner by the Conscious Mind, it is simply recorded but not acted upon. The process is just like sending out Vibrations from a Radio Broadcasting Station. If the Voltage behind the Impulse or Vibration in the apparatus is high, the Receiving Stations have a clear message: if the voltage is low, only a garbled message is received, not understandable and cannot therefore be acted upon.

A l w a y s r e m e m b e r t h a t "THOUGHTS" are Lines of Force or Electrons vibrating at a certain rate of speed. The more Voltage back of a Thought, the faster it will travel and the clearer it will be received. In order to make an impression upon the Subconscious Mind the Suggestion need not be verbal. It may be mental or by environment as by reading or seeing.

To recapitulate: The Conscious Mind

is the function of the Physical Brain, reasons from every angle, and perishes with the Body. The Subconscious Mind is spiritual, creative, a SEPARATE ENTITY. It can live without the Body, can act INDEPENDENTLY thereof and never perishes. In other words, the Conscious Mind cannot exist without the Subconscious Mind but the Subconscious Mind can exist without the Conscious Mind, and does.

THE POWER OF SUGGESTION

The greatest Power in the Universe is the Power of Suggestion. It is nothing new. It is as old as the World or at least as old as Mankind. We are constantly governed, every minute of our existence, by Suggestion. Suggestion may be VERBAL, MENTAL or by ENVIRONMENT. No one can escape the influence of Suggestion. The Law is absolute.

The most common form of Suggestion used is the spoken word. But that is merely supplementary to the thought. No one speaks a word, makes a gesture, without it being the result of a thought. Speaking or acting merely emphasizes what you are thinking. The Subconscious Mind is the Receiving Station, while the Conscious Mind is the Broadcasting Station of the Mental Wireless Apparatus.

“THE SUBCONSCIOUS MIND
WITH THE CONSCIOUS MIND OR

WATCHMAN TEMPORARILY IN ABEYANCE, ASLEEP, RELAXED OR OFF GUARD, ACCEPTS ANY AND ALL SUGGESTIONS GIVEN IT BY THE CONSCIOUS MIND OF ANOTHER, NO MATTER HOW RIDICULOUS, ABSURD OR CONTRARY TO REASON OR CONSCIOUS EXPERIENCE OF THE INDIVIDUAL."

The suggestibility of a Person depends upon their Will Power. A person with a strong Will is not so easily influenced by the Suggestion from another as one who is negative, mentally. Where some Human Beings react to ONE POSITIVE Suggestion, others require constant reiteration of the same before they do as suggested to them.

Most people are negative and therefore very vulnerable to Suggestions. Also, they are too lazy, mentally, to try and think for themselves and they would rather have someone else do the

thinking for them. This is easily demonstrated when you see whole Church Congregations accept whatever Suggestions the Minister or Priest offers. No questions are asked. They are simply obeyed. The same is true in Politics. The Political Spell-Binders know very well the influence they wield by the Power of Suggestion. Billions of dollars worth of Liberty Bonds were sold during the World War upon the Suggestion that Our Boys were fighting for "WORLD DEMOCRACY". The Suggestion of "WORLD DEMOCRACY" suggested to the average person in America, World Peace and Freedom for Mankind, and they acted upon it by responding nobly. They did not ask: Is it true? They took the Orator's Word for it and they bought.

The so-called Religious Reformers use the Power of Suggestion to the limit to save people from Sin and incidentally to get the "MONEY". They put Fear into the ignorant by preaching

Hell-Fire and Brimstone and everlasting torture, and the Subconscious Mind which is the seat of Imagination as well as Emotion, pictures all this to the Individual and they hit the Sawdust Trail. These conversions usually do not last long, because the picture vanishes in a little while and Reason gains the upper hand.

The Power of Suggestion is strikingly illustrated by stock salesmen who go out into the field among entire strangers and by using Suggestion and painting a rosy future to the prospective investor, sell him a block of stock.

The best illustration is witnessed by the Hypnotist, who suggests to a subject that he is a Dog or a Cat or some other animal. The subject will at once assume the Character of the Animal suggested as near as possible and bark or howl as the case may be. Or the Hypnotist may suggest complete anesthesia in the arm of the subject and run

a hat pin through it without the subject evincing any Pain whatever. The Author himself, for Scientific Purposes, by the Power of Suggestion, has been able to cause TWO DIFFERENT PULSE BEATS in the same Body at the same time. This is considered impossible by Medical Science unless the subject has two hearts. The young man was examined by a number of Physicians before the test and found to have only one heart and to be in perfect health.

At the same demonstration, several young men were given tablespoons full of Cayenne Pepper and told it was Powdered Chocolate and they ate it with relish and asked for more. The strongest Ammonia was held under their nostrils and they were told it was perfume. Some of them grabbed the bottle and sprinkled it all over their coats. Absolutely nothing but Suggestion was used.

At another demonstration in the City

of Eria, Pa., a live nerve of a tooth was extracted in a young man, age 22, by Dr. Bell, Dentist, in the presence of ten physicians and reporters of the Erie Dispatch without evincing the slightest Pain and the remarkable part to those present was the fact that the Author was four blocks away and used MENTAL SUGGESTION ONLY. Always remember, dear Student, that Mental Suggestions are just as real as Verbal Suggestions.

Suggestion is manifest in everything. Music played in a certain way, suggests to you either Joy, Bliss, Happiness, Misery, Sorrow, Despair. Mendelsohn's Wedding March suggests Marriage to any one within hearing of it, even though he does not see the Musicians or the Participants. Hearing a band play the slow, solemn notes of a Funeral March, suggests to the hearer. Death, Sorrow, Desolation. The lively tones of Turkey-in-the-Straw suggests shuffling of feet or Clog-Dancing. Tunes

of The Blue Danube or Three O'Clock in the Morning suggest waltzing to you. Hearing a bunch singing "We wont go home until morning", or "Hi-lee-hi-lo" suggests to the average person that the singers are drinking stronger stuff than water. "Hail, hail, the gang's all here" suggests recklessness and anticipation of a regular good time by the singers. Hearing Church Hymns sung suggests to a religiously inclined person, devotion, the Presence of God; to a skeptic or agnostic—hypocrisy.

Advertising signs are Suggestions pure and simple. Every Newspaper Ad. is a Suggestion. People are influenced by them to buy. It is not essential to hear a suggestion or to see it with your eyes on paper, to cause action in the Individual. Did you ever see a person stand on the sidewalk or in the street of a City and gaze up into the sky? In a few minutes he had everybody within a block also gazing up into the sky, see-

ing absolutely nothing. Without a Word being spoken, curiosity was aroused or suggested in 99 per cent of the People who saw the person gazing into space. Try this once, just for fun, and you will find that it works.

Take the Fakir of a Medicine Show. By some stunt or other he arouses the Cupidity of the People, attracts them to his wagon, then proceeds to tell them of the healing qualities of his Medicines and suggests them so strongly that all who have a Dollar will buy, because he SAID it was GUARANTEED.

Suggestion will work in every vocation in life. I remember when I was still a great Bowling fan and attended many National Bowling Tournaments, that I used Suggestion on the Leader of the opposing team and caused him to miss. I knew that if the Leader started to miss easy spares, his team-mates would lose Confidence and would do the same. Base-ball fans, as well as players of opposing teams, will try and

“RATTLE” the Pitcher so that he loses Control. That’s nothing but Suggestion. The Pitcher loses self-confidence and consequently “BLOWS UP” as the saying goes. Everybody, high or low, rich or poor, ignorant or wise, is subservient to the Power of Suggestion. It is no respecter of Persons except in a measure to those who have fortified themselves by creating Will Power.

All Suggestions take effect if given properly, sooner or later. Always remember your Conscious Mind is the Sending Station and the Subconscious Mind is the Receiving Station. The reason why most people succumb to the Power of Suggestion is because the “WATCHMAN” (Conscious Mind) is not alert or on the job as he should be; lazy or indifferent and therefore negative. In other words he has a Wishbone where a Backbone ought to be. He has no Will Power. This of course can be cultivated and developed to a marked degree. It is the only remedy, not only

to withstand harmful Suggestions but also to send out Mental Suggestions with force as well as to give them verbally. All Suggestions are sent out by the Conscious Mind and whether Verbal or Mental, they set up a vibration which registers upon the Subconscious Mind or Receiving Station of the Individual and produces a Mental Groove. If the Suggestion has been sent out with sufficient Voltage or Push Power behind it, a deep impression is made and the Reaction is immediate. If the Suggestion has been made in a weak, negative haphazard manner, it is received but no Action is taken. A positive Conscious Mental Attitude is absolutely essential to use this Power successfully.

Most of our troubles and difficulties are due to the lack of positiveness, indifference to Reason on the part of the "WATCHMAN" or Conscious Mind. (See illustration). This lack of firmness on the part of the Conscious Mind allows all Suggestions, good or bad, to

reach the Subconscious Mind or the "MASTER OF THE HOUSE", who as the student knows by this time MUST ACCEPT ALL THINGS TOLD IT AS TRUE, AND DOES. Therefore it is absolutely necessary to re-educate the Conscious Mind or Watchman so that he will become positive, alert and able to reason and protect the Subconscious Mind or Master. A positive Conscious Mind means elimination of most of our troubles and no matter what your station in life may be now, you will be able to change it to suit your needs, and give Suggestions that will bring results, as well as to learn to say "NO" and thereby prevent Suggestions from passing the Door of the Watchman and reaching the Subconscious Mind.

"The Power of Suggestion is the underlying principle of ALL mental Phenomena and specifically the REAL CAUSE of MENTAL HEALING under whatsoever Guise it may be practiced."

“Suggestion is directly responsible for our Success, Achievements, Health, Wealth and Happiness.”

FAITH

Next to the Power of Suggestion, Faith is the greatest Force by which Man is influenced in the Universe. Faith is a positive substance, a real productive Force. St. Paul said, "Faith is the substance of things hoped for."

"TO HIM THAT BELIEVETH, ALL THINGS ARE POSSIBLE."

In other words, if you have Faith in yourself, you will radiate it and others will have Faith in you. If you do not believe in Yourself or Your Ability, you surely cannot expect others to believe in you.

"CONFIDENCE BEGETS CONFIDENCE, FAITH BEGETS FAITH."

This is absolutely true, but alas, this is one of the Virtues most people lack. Every book you read on Psychology tells you that you must have Faith and then you may do Wonders, every Lecturer on Psychology, Salesmanship, etc., tells you that Faith is essential, but

they do not tell you how Faith is CREATED. Faith can be created. "IT IS A PRODUCT OF SUGGESTION." Auto-suggestion, to be correct. You must create it yourself. No one can do it for you. It is very easy to acquire and directions will be given later in the Course.

Most people think that Faith is an inborn Quality, like the old saying of so many people "That Salesmen are born, not made." No more ridiculous statement can be made. Did anyone ever see a Baby born with self-confidence or Faith? Absolutely, NO. The infant is as helpless as can be and all the traits the growing child acquires are due to CONSCIOUS EDUCATION from the SUGGESTIONS of its Parents and Teachers.

What is the meaning of "FAITH" in plain words? Faith means, "FAITHFULNESS TO A PURPOSE — STICK - TO - IT - IVENESS — PERSEVERANCE".

“FAITH” IS THE SUM TOTAL OF “SELF-CONFIDENCE, DETERMINATION, PERSEVERANCE, SELF-CONTROL AND WILL POWER.

Faith in Yourself, in your Fellow Man, in the Powers of the Universe, in God, is the Key to a realization of all our Dreams and Desires. From as far back as History records, Prophets and Philosophers were constantly emphasizing the Power of Faith.

The New Testament records the sayings of the Master with reference to Faith, “According to your Faith be it unto thee”, again “Be not afraid, only believe”, “Thy Faith has made thee whole”, etc. He was ever pointing out that all depends on Faith or Belief. Time and again when His disciples came to Him unable to accomplish that which He had sent them out to do. He reproached them by saying, “Why are ye so fearful? How is it that ye have so little faith?”

Faith is the great stabilizer of the "Conscious Mind" or "Watchman". It makes him stand solid, creates force or voltage. He takes a firm stand against the onslaught of adverse Suggestions which threaten to change his Mind and sticks to that which he believes in. Once Faith has been created by self-suggestion, nothing can change Man's belief in that which he has undertaken. It is this unbounded faith in one's self that has produced such Leaders of the Human Race as Jesus, Paul, Napoleon, Washington, Lincoln, Roosevelt, etc.

Faith in the teachings of Christ caused the small band of early Christians to survive the Persecutions of the Roman Emperors and eventually change them from Paganism to Christianity. Faith in the leadership of Napoleon caused him to conquer half or more of Europe. The Dream of a Republic, the freedom for his People never left George Washington at Valley Forge. With his few ragged,

hungry Colonials, left to fight the British, the Faith of the ultimate result never deserted him. Had he lost faith in himself then, his soldiers would have lost faith in him and the Result would have been different. The wonderful Faith of Abraham Lincoln in himself and in his Cause and in the Result, is too well known to comment on. The marvelous self-confidence and Faith of Theodore Roosevelt in himself is what brought his abilities before the Public and made him the striking National figure he was. The Faith of Columbus, that by sailing West he would strike land, was nothing short of marvelous, considering the obstacles he had to contend with.

People who have no Faith in themselves and are always worrying, "What if I should fail?"—"I cannot do this" and "It cannot be done". are continuously nullifying every effort they make to succeed.

Remember, Faith is a Mental Attri-

bute, and therefore the result of thinking. And thoughts are things or Lines of Force, actual vibrations or Streams of Energy. This Energy is one with Universal Mind, Creative Energy, God. Faith produces Mental Voltage or Push Power and therefore the person who has developed Faith sends out vibrations from his Mind that create a Commotion in the great Cosmic Energy which responds to his Desire without fail.

To see your Goal, the ultimate achievement of your ambition, to have confidence that you will reach it, to stick to it no matter how many obstacles have been put in your path, to persevere in spite of adversity is the result of Faith.

Jesus said, "If ye had faith as a grain of mustard seed, ye might say unto this sycamine tree, "Be thou plucked up by the root, and be thou planted in the sea; and it shall obey thee."

St. Luke, Chap. 17—Verse 6

Of course, I could go on indefinitely and give examples of the Power of Faith, but that is not my purpose. My mission is to show you how to create this Faith in yourself, so that you may partake also of the unlimited supply of the good things which the Creator has so generously placed at the disposition of His children.

SELF-CONFIDENCE

In starting the Student on his way to Faith, he must first learn to have Confidence in himself. Lack of self-confidence is an attribute of failure, trouble, worry, misery, ill-health, poverty, unhappiness, etc. Self-confidence is a product of Suggestion, i. e., Auto-Suggestion.

The Student will remember that the "SUBCONSCIOUS MIND" is always amenable to the Power of Suggestion and believes all things told to it. He will also remember that every thought or suggestion which reaches the Subconscious Mind creates an Impression or Mental Groove. This impression or Groove may not be very deep at first and therefore the reaction may be very slight, but constantly sending the same thought-vibration into the same Impression will make it deeper and deeper until it is accepted as true and acted upon. Just like the old Proverb says, "Steady dropping hollows the stone". In other words the Suggestion

sent down to the Subconscious Mind has been accepted and a new habit is formed. Of course, bad as well as good habits can be formed and bad ones usually predominate in many people, especially in those who lack self-confidence.

The Subconscious Mind is just as amenable to the Control of Suggestion of its own Conscious Mind as to that of another. This Law is Universal and is our Salvation.

Ninety per cent of all people lack self-confidence. They are forever blaming the other fellow and the World in general for their failures. They fail to look within themselves. They are forever complaining about their misfortune and are always seeing other peoples' faults and commenting on them, but they never see their own. They are always living in the past, bemoaning their fate. They are vacillating, changing their minds constantly and as a rule are physical as well as

moral Cowards.

Millions of men and women are working for next to nothing for someone else, simply because they lack self-confidence. They may be well educated, even better than their employers, but they lack that "SOMETHING" so essential to Success, and that is "SELF-CONFIDENCE."

Do not say that you were born to be a slave to someone else, for you were not, no, you have the same chance the other fellow has, only you have not taken the chance that he has. That is the difference. We were all born of the same Spirit and Creative Intelligence. God never intended one of his creatures to be a slave to another one. That is one of the reasons why we are endowed with a CONSCIOUS WILL so that we may be on equal basis with all. Now if we do not make use of our WILL, it is certainly our own fault if we suffer.

These exercises are intended to show you the way to use your CREATIVE

FORCE and raise yourself above the level of those who do not make use of their natural talents. It will all depend on how faithfully you practice the simple lessons given here as to how fast you will progress.

I ask you not to question the procedure, just do as you are told and the results will speak for themselves.

First of all it is essential to train your eyes. A shifty, vacillating, blinking eye does not inspire Confidence in any one. If you meet anyone who cannot look you square in the eye, the impression you have of him is not conducive to good-fellowship. You intuitively distrust the person.

Therefore, a steady, open, frank look in your eyes is the first requisite for "SELF CONFIDENCE". Always remember that "CONFIDENCE BEGETS CONFIDENCE". If you have no confidence in yourself, you do not radiate it, and you cannot expect others to have confidence in you.

Remember also:

“THE EYES ARE THE WINDOWS OF THE SOUL”. In other words, the Expression of your Eyes is the reflection of your thoughts.

To be able to look at a person for from three to five minutes WITHOUT BLINKING is next to impossible for the beginner.

Practice the following exercises and it will be easy in a few days time.

Before retiring at night, stand in front of the mirror and look at your Eyes in the glass. Do not focus your attention at the root of the nose, or between the eyes. Rather gaze at them as if you wanted to look “THROUGH” them and see the Wall behind. Do not open your eyes any wider than usual and do not STARE. You will find that you will acquire a sort of a far-away look, that seems to the person you meet as though you were reading their inmost thought. You have met people that had that look, no doubt.

Look in this manner AS LONG as YOU CAN, UNTIL YOU BLINK YOUR EYELIDS. About a minute is the limit with some the first time.

Next morning do the same, and keep on night and morning until you can keep them open WITHOUT BLINKING for from three to five minutes.

Your eyes may smart a little at first, but that will disappear in a short time and is nothing to worry about.

In this manner you will acquire a steady look and you will be able to look everybody straight in the eye.

You can usually tell the Character of a person by the look in his Eyes. No one likes a person that has not the Courage to look straight at him. The Expression in the Eyes shows Character, Self-Confidence. Determination. Courage, Will-Power or their opposites.

The Voice, like the Eyes, should be trained. An uncertain, squeaky, high-pitched voice is detrimental to Success

in Life. If you are so unfortunate to be so afflicted, a little training will overcome this difficulty. While practicing in front of your mirror for your Eyes, address the person in the glass as follows:

“I AM GOING TO SUCCEED.”

“I WILL SPEAK PLAIN.”

“MY VOICE IS GETTING BETTER.”

Write these three sentences on a card. Commit them to Memory and speak them in a nice, EVEN TONE. Do not vary the pitch any. Say them out so that you can hear them. When your eyelids blink, stop it until the following day or the next time you exercise the eyes. Do this alone, when no one is around you so that false pride does not deter you from doing as suggested. In a short time you will notice results and you will be greatly surprised. A nice, musical, even toned voice will inspire confidence in you as

well as others, where a shrill, jerky or squeaky voice will disgust yourself and others. Besides, this Exercise is essential, as you will see later on. **SO DO NOT OMIT IT.**

The next step in our training for Self-Confidence is the creation of a **POSITIVE WAY OF SPEAKING.** You must learn to give **COMMANDS.** Many people have a good voice but they lack the Power to use it in a forceful manner. Their voice is negative instead of "POSITIVE". Remember your way of speaking is a reflection of the way you are thinking.

Ever listen to an Army Officer giving a Command? See the men straighten out instantly at the word "ATTENTION".

THAT'S IT! IT'S POSITIVE! That's what you want. You can do the same by a little training. Go into a room by yourself, look at the photo of a man or woman. Talk to it as if the person is in front of you. Talk to it as

if he or she were STUBBORN and refuse to do what you want them to do. Think the photograph alive and say:

“YOU WILL DO AS I SAY!”

“I COMMAND YOU TO DO IT!”

“MY WILL IS SUPREME!”

“YOU CANNOT REFUSE ME. YOU MUST DO IT!”

These or similar sentences should be used until you can speak in a forceful, even tone, such as you no doubt have heard many times in your life. Write these four sentences on one card and memorize them. DO NOT use this exercise until you can hold your eyes open for the required length of time and have learned to speak in an even tone. Then take this Exercise and practice it any time during day or night BY YOURSELF, until you can speak POSITIVELY. Repeat the sentences over and over for at least ten minutes at a time.

Do not think this foolish, but treat

the matter seriously. Keep a sober face. Do this for one week at least. Then start to talk to people with whom you come in contact with in the same forceful manner, NOT LOUD or OVERBEARING, but with a quiet Self-Confidence in your tone.

It will soon become a habit.

If you want someone to do something for you, say to him, "I WISH you would do this for me." Put stress on the word WISH and it will sound like a COMMAND. There is a great difference in this sentence. When said POSITIVELY, it sounds like an order, and when said in a weak, negative manner, like the pleadings of a child. People with a commanding voice are ALWAYS successful in their vocations. Please do not mistake a LOUD, COARSE voice as being positive or forceful. On the contrary, such a voice is usually a mask to COVER UP a lack of courage and other deficiencies.

The man who gets things done or

has his orders obeyed, does not raise his voice above the ordinary tone, he does not bluster and fume, but the TONE of his voice has a COMPELLING FIRMNESS, a POSITIVENESS, that reflects the inflexible purpose of his mind. Men who are at the Head of great Corporations, at the Head of Governments, or control millions, have as a rule a smooth, easy flowing, musical, magnetic voice which, in issuing orders, is never raised above the ordinary tone of conversation. The voice, like the eye, reflects the mental status.

But you can acquire the same manner of speaking by a little persistent practice. DON'T OVERLOOK this important lesson, but practice it constantly. Remember—"Practice makes Perfect". These two lessons are the preliminaries to gaining SELF-CONFIDENCE.

When you have finished the exercises for the eyes, the even tone of voice having been acquired, and you

have learned to speak more or less POSITIVELY, you will be ready to start in with the following exercises which will create Self-Confidence PROPER in you. ALL of these exercises must be practiced EACH AND EVERY day, not just when you feel like it, ten minutes in the evening and for five minutes in the morning.

If these exercises are systematically, steadily practiced for the required length of time, I will guarantee that YOU WILL SUCCEED. Strict adherence to these instructions will bring with it such BOUNTIFUL REWARDS as are at present beyond YOUR CONCEPTION.

So be faithful and do exactly as told and you will gain ALL and MORE than you dream of now.

No. 1 "I AM A MAN (WOMAN). I HAVE A STRONG WILL."

No. 2. "I BELIEVE IN MY ABILITY TO SUCCEED:

NOTHING CAN PREVENT ME FROM SUCCEEDING.”

No. 3 “MY CONFIDENCE IN MYSELF IS UNLIMITED: MY WILL IS STRONG.”

No. 4 “I WILL RELY ABSOLUTELY ON MYSELF: MY CONFIDENCE CANNOT BE SHAKEN.”

No. 5 “I BELIEVE IN MYSELF: I WILL RISE UP IN THE WORLD; I WILL SUCCEED: MY CONFIDENCE IN MYSELF IS ABSOLUTE.”

The foregoing sentences belonging to each number from No. 1 to No. 5, should be copied in typewriting or your own BOLD HANDWRITING SEPARATELY, each on a card by itself. To wit: No. 1 must be copied on one card; No. 2 on one card; until five cards have the exercises on them, each one a different number. It is a good thing to HEAD each card something like this:

Series 1—SELF-CONFIDENCE

No. 1 "I AM A MAN (WOMAN): I HAVE A STRONG WILL."

Then No. 2 in a like manner. DO YOU GET THE IDEA? When this has been done, you are ready to commence.

In the evening before going to bed, go into a room BY YOURSELF, sit down in the dark or in a semi-light, relax yourself or make yourself as Passive as you can, and close your eyes. Then VERBALLY, in an EVEN TONED POSITIVE VOICE, repeat the sentence on your card over and over to yourself for TEN (10) minutes. You must ACTUALLY SPEAK it out, NOT merely think it. I have reasons for wanting you to say it out loud, as you shall see later on.

The following morning do this for five (5) minutes. During the day look at the sentence on the card five or six

times. You need not speak it then, just glance at it.

Exercise No. 1 must be used as above described for TWO DAYS, before taking and doing the same with No. 2. Each one of the five exercises is to be used for two (2) days, before going on to the next one. This will take ten days. When you have finished all of them, take each one ONCE MORE, starting with No. 1 for one day only which will take another five days.

IMPORTANT

In practicing these lessons you **MUST NOT** tell **ANYONE**, not even your wife, sweetheart, brother, sister, Mother or Father, or anyone else of what you are doing because they would not, as a rule, understand and would make fun of you and thereby discourage you and that **MUST NOT** happen. In a little while you will be immune to any kind of criticism because you see the results of your efforts. For the present, keep these lessons to yourself.

DETERMINATION AND PERSEVERANCE

The acquisition of DETERMINATION and PERSEVERANCE spells SUCCESS. It banishes fear, worry, vacillation and indecision. To be able to start a proposition and to finish it are two different things. Most people start doing something, but just as soon as an impediment, or difficulties are put in their way they quit cold. Why? Because they lack the Quality so essential to Success — STICK - TO - IT - IVENESS or Determination and Perseverance. You know the old saying: "PERSEVERANCE IS THE PRICE OF SUCCESS", and it is true.

The person who allows himself to be swayed by adverse Suggestions from others will never finish what he has started out to do. This is why so many people fail in everything they undertake. Their mental attitude is something like a gambler's, they leave

things to chance. They are in the majority and are the ones who will follow a man with a strong Will like a flock of sheep their leader.

They are forever waiting for something to turn up and throw "DAME FORTUNE" into their laps. Needless to say, they wait until they die.

Therefore start NOW to create DETERMINATION and PERSEVERANCE and MAKE things come your way.

"THINGS DO NOT HAPPEN IN THIS WORLD — THEY ARE BROUGHT ABOUT."

Accidents do happen, but REAL things, ACHIEVEMENTS WORTH WHILE, do not HAPPEN, they are created.

To achieve anything you must CLIMB, struggle, fight, be DETERMINED and PERSEVERE.

Determination and Perseverance are mental but are manifested in Physical action.

“ALL THINGS BEGIN IN MIND, ARE BROUGHT FORTH BY THOUGHT AND MANIFESTED BY WORD AND DEED.”

All actions taken physically are the result of mental impulses. Not a movement is made, not a word spoken, not a finger lifted, without it has its inception in Thought. And the Subconscious Mind always does as it is told by the Conscious Mind.

Therefore, the Subconscious Mind is the Creator of Things, the Dynamo of Action. It urges you on to do things, to achievements worth while. Everyone who has done something great has been urged on by his INNER SELF or SOUL. An earthquake may destroy a city. THAT HAPPENS. But the City did not HAPPEN. Men built that city. The success of Lincoln, Washington, Edison, Roosevelt, Marconi, Rockefeller, Schwab, Wanamaker, Nash, etc., had no HAPPENING about it. It was the result of EFFORT, STRENUOUS,

STEADY, without a thought of failure, due to Determination and Perseverance.

You see a man on the top of a high mountain. He did not just HAPPEN there. He got there by effort, energy, determination and perseverance.

So can you, dear Reader, get THERE, providing you CREATE this PUSH POWER called DETERMINATION and PERSEVERANCE. With these mental attributes you will find that Opportunity is here all around you and you can bend her to your WILL and you will MAKE things HAPPEN.

I will now give you a set of Exercises that will develop Determination and Perseverance in you to an extent only limited by your efforts.

The following Exercises must be used in EXACTLY the SAME MANNER as those which I gave you to create Self-Confidence. (See "Self-Confidence"). Use them night and morning and during the day FAITH-

FULLY.. They must be used two days each before taking up the next one.

No. 1 "I AM SUCCESS: I WILL FINISH WHAT I HAVE STARTED TO DO!"

No. 2 "I WILL STICK TO MY DECISION: NOTHING WILL CHANGE MY PURPOSE!"

No. 3 "I AM DETERMINED TO SUCCEED: I WILL PERSEVERE!"

No. 4 "I WILL NEVER BE DISCOURAGED: I SHALL NEVER FEEL BLUE: MY DETERMINATION IS STRONG: I WILL SUCCEED!"

No. 5 "I SHALL NEVER CHANGE MY MIND: PERSEVERANCE IS THE PRICE OF SUCCESS"

When you have finished with each one as directed for two days, take each one once more for one day each in the

same manner as the Exercise for Self-Confidence. When finished with these you will notice a great change coming over you and your friends and acquaintances will remark about it, but say nothing as to what caused it. Keep it to yourself.

SELF CONTROL

YOU CANNOT EXPECT TO CONTROL OTHERS UNLESS YOU CAN CONTROL YOURSELF.

The men or women who lose Self-Control and fly into a rage, rave and carry on, are always at the mercy of those having cultivated this attribute and having a strong Will. They have very few friends and frighten only women and children by their bullying, ripsnorting tactics. They are Cowards and are easily tamed by someone with a strong Will and a steady look, and usually backwater quickly. Men and women both, are ever ready to see other peoples' faults, but fail to see their own. Learn to know your faults and correct them.

You can accomplish much more by controlling your temper. Besides, flying into a rage uses up all your mental Energy and leaves you exhausted. Anger generates Poison. It is a scien-

tific fact that ONE HOUR'S ANGRY THINKING BY ONE MAN GENERATES ENOUGH POISON TO KILL EIGHTY MEN. Does that tell you something? Did you ever get angry at the dinner table? Did you notice that your meal LAID HEAVY on your stomach for hours afterward? Result of anger.

It is much easier to be pleasant and have a smile, because you can do so much more with it in your intercourse with your fellow-man.

The old saying: "A DROP OF HONEY CATCHES MORE FLIES THAN A BARREL OF VINEGAR" is true. "THE MAN WITH A SMILE IS THE MAN THAT DOES THINGS WORTH WHILE."

Physical Self-Control means Mental Control. ALL ACTIONS, as stated before, are merely reflections of mental states. So be sure and practice the exercises following and learn to control yourself. It will be another stepping

stone to the top of the Mountain—
SUCCESS.

The following Exercises are to be used in identically the same manner as those for Self-Confidence and Determination. Do not deviate from the instructions. Follow them specifically.

No. 1 "I CAN CONTROL MYSELF: I WILL NEVER LOSE MY TEMPER: NO ONE CAN RUFFLE ME!"

No. 2 "I WILL ALWAYS HAVE A SMILE WHEN NEEDED: I SHALL NEVER FLY INTO A RAGE!"

No. 3 "I SHALL NEVER BECOME ANGRY: I SHALL ALWAYS BE COOL AND COLLECTED!"

No. 4 "NOTHING WILL DISTURB ME: I REFUSE TO FLY INTO A RAGE!"

No. 5 "I CAN CONTROL MYSELF UNDER ANY AND ALL CIRCUMSTANCES: MY WILL POWER IS SUPREME!"

Again I caution the Student NOT to talk about these exercises to anyone. If anyone comments on the change in you, shrug your shoulders and smile or merely remark, "I AM GLAD YOU THINK SO", and let it go at that.

COURAGE vs: BASHFULNESS AND TIMIDITY

Many of my Students have come to me when giving my personal instructions, and have asked me how to overcome Bashfulness and Timidity. So I am giving you a set of Exercises which will remedy this defect. Bashfulness is a lack of Confidence and shows a negative state of mind. Many otherwise brilliant thinkers cannot go before a gathering because they get, as we call it—Stage Fright. This is more of a deficiency than a bad habit and is easily remedied.

Use the following Exercises in the SAME MANNER as those gone before.

No. 1 "I HAVE PLENTY OF CONFIDENCE IN MYSELF: I WILL NOT BE BASHFUL."

No. 2 "I WILL NOT BE NERVOUS WHEN TALKING TO ANYONE: I SHALL BE PERFECTLY AT EASE."

No. 3 "I SHALL NOT BE TIMID IN THE PRESENCE OF SOMEONE ELSE: I HAVE PLENTY OF COURAGE."

No. 4 "I WILL NEVER BE DISCOURAGED: I AM STRONG: I AM—SUCCESS: I WILL NEVER WORRY."

No. 5 "I WILL ALWAYS BE PERFECTLY AT EASE IN THE PRESENCE OF ANYONE: I AM NOT BASHFUL. I AM NOT TIMID: MY COURAGE IS SUPREME."

The foregoing exercises for Self-Confidence, Determination, Self-Control and Bashfulness, if faithfully practiced, will develop within you a Powerful Personality.

I can only call attention again to the fact that the Subconscious Mind accepts ALL Suggestions as true, coming from your OWN Conscious Mind, and pro-

ceeds to carry out the Commands given. This is a **UNIVERSAL LAW AND ABSOLUTE**. Read again the Chapters on **MENTAL WIRELESS** and the **POWER OF SUGGESTION**.

WILL POWER

“GIVE A MAN THE ALPHABET AND AN IRON WILL, AND WHO SHALL PLACE BOUNDS TO HIS ACHIEVEMENTS?”

A man without Will-Power is like a ship without a rudder. He is constantly tossed hither and thither by the different currents and influences in the Universe. He is never anchored. He is constantly pushed aside to make room for more ambitious Characters, and people around him are passing him by on the Road to Success and Fame every day. A Human Being without Will-Power will remain a nonentity all his life. WILL POWER is MENTAL VOLTAGE. It is the director of action. It steers the ship and is its commander. Man is full of thoughts but these need to be directed properly, otherwise they will lie dormant and produce nothing.

Will-Power is essentially an attri-

bute of the Conscious Mind. Imagination and Emotion are of the Subconscious Mind. As a rule imagination gains the upper hand in a Clash with Will, simply because Will-Power has never been DEVELOPED.

The Subconscious Mind always acts upon the Suggestion given it by the Conscious Mind, providing it is given with POSITIVENESS and carries CONVICTION. To give a Suggestion that will create action it must be given with FORCE behind it. This force is MENTAL VOLTAGE or WILL POWER. In other words it PUSHES or CAUSES to MOVE the Vibration set up by a suggestion so that it makes an Impression or Groove in the Subconscious Mind. In this manner, IMAGINATION can be brought to work in harmony with WILL-POWER when man becomes INVINCIBLE. All things are possible to him who has Will-Power because he believes in himself and Faith moves mountains.

Contrary to the teachings of most Psychologists who claim to get you everything you want without any effort expended on your part, I claim that we must use our WILL and ACT in connection with our Thoughts. Dreaming alone, or sitting in a dark room and visualizing things we would like to have by concentrating on them, WILL NEVER bring them into Reality except in the abstract. All inventors are dreamers and they visualize their Ideas or Inventions, but if they did not get busy physically they would never create the marvels we see all around us.

CREATIVE ENERGY is the ALL-SUPPLY which is limitless and, sending out Thought-Vibration into this unlimited supply, sets up a disturbance and causes the thing we think about to become manifest.

Wattles says. "MAN CAN FORM THINGS IN HIS THOUGHTS AND BY IMPRESSING HIS THOUGHTS UPON LIMITLESS SUBSTANCE,

CAN CAUSE THE THING HE THINKS ABOUT TO BE CREATED.”

This is true providing there is FORCE or PUSH POWER behind his thoughts, otherwise nothing happens. All things are directed by the Conscious Mind, the seat of WILL-POWER, and the Subconscious simply carries out its orders. Consequently we must create this Push Power by training the Conscious Mind so it can direct with Force or Will.

Coue says, “The will and imagination, when brought into harmony, render man irresistible. He possesses the Power to attain any realizable ambition, to overcome disease, impotency and failure.”

This is true. Imagination is already here and all we have to do now is CREATE WILL-POWER so that they CAN work together.

It is easy to realize Imagination gaining the upper hand when so many nega-

tive, spineless, will-powerless people are walking around. So my Friend, if you are lacking WILL-POWER, do as I tell you and you will soon whistle a different tune.

LET'S GO!

The following Exercises must be used in the same identical manner as the ones given previously.

No. 1 "I HAVE A STRONG WILL: I CAN CONTROL PEOPLE: THEY CANNOT RESIST ME."

No. 2 "I AM DETERMINED TO SUCCEED: I CAN ATTRACT MANY: EVERYBODY WILL LIKE ME."

No. 3 "I AM MAGNETIC: I HAVE SELF-CONFIDENCE: I CAN INFLUENCE PEOPLE: THEY WILL LIKE ME: I WILL MAKE THEM LIKE ME."

No. 4 "MY WILL - POWER IS STRONG: I WILL SUCCEED"

IN LIFE: I CANNOT FAIL IN ANYTHING I UNDERTAKE.”

No. 5 “I AM—SUCCESS: I SHALL NEVER WORRY: I WILL SUCCEED: I KNOW NO FAILURE.”

Practice these Exercises faithfully as previously directed. Do not become discouraged because you do not change your entire nature in a few days. Keep on. You will succeed. You are creating new MIND GROOVES, new habits.

Do not think there is nothing in these lessons because they look simple, but do as I tell you and be faithful to the Exercises and they will be faithful to you. You will develop a Power within you such as you little dream of now. Stick to them as directed. “PERSEVERANCE IS THE PRICE OF SUCCESS.” Some Students start to practice them for a few days and because they do not become millionaires at once, say there is nothing in them. Re-

member you are starting something that has been lying dormant within you and it takes some people longer than others to change a fixed habit or be aroused into activity. But keep on. Nothing is accomplished without some labor attached to it, at least nothing WORTH WHILE.

PERSONAL MAGNETISM

Personal Magnetism is a mental influence radiating from a person. It is vibratory in character, manifesting consciously or unconsciously, for good or evil, from every human being. It is magnetic **THOUGHT FORCE** causing an irresistible attraction toward a person filled with this subtle magnetism. Some people are naturally magnetic, radiating Joy, Health, Success, Wisdom, without any effort on their part. Others have this power only in a small degree. But no one is without it. Everybody has Personal Magnetism, in however slight a degree, so that they attract some one to them. It is a law of nature that **"LIKE ATTRACTS LIKE."**

Personal Magnetism can be acquired like any other knowledge. It can be developed by training the mind.

The mental mechanism may also be

likened to a storage battery. A battery may have all the ingredients needed to turn the engine and give light and yet do neither. Why? Because what is needed is Voltage or Push Power. Therefore, when a Battery is "DEAD" we have it "CHARGED". This produces Voltage and then the Battery gives us light or turns the Engine. The Mental Battery has the material also, but it needs Push Power.

This can be done by charging the Mind with constant suggestions that will create, first: "Self-Confidence", "Determination", "Self-Control" and "Will-Power"; second—

"To practice all the Exercises faithfully as told you in the previous chapters and by so doing you will become magnetic"

Personal Magnetism is the force used in the intercourse with your fellow-man, and he who has the greatest amount will attract most people to him, and consequently be the most successful.

You may win Success to some degree without cultivating Personal Magnetism, but you will never attain the height of ambition unless you know how to use and apply this marvelous Power.

“PERSONAL MAGNETISM IS ABSOLUTELY ESSENTIAL TO SUCCESS. IT CAN BE USED, DIRECTED AND APPLIED WHEN, WHERE AND HOW, AS DESIRED.”

It makes no difference who you are, what station in life you occupy you need Personal Magnetism in your Pursuit of Happiness and Wealth. The one who has developed this mighty Force, need never lack friends, need never be lonesome, for everybody wants him or her. There is something irresistibly fascinating about a Magnetic Personality that cannot be described in words.

It is felt, invisible like, and compels admiration. One may carry his Mag-

netism in his voice. It may be melodious, unassuming, quiet, but positive, or it may be strong, thundering. like in Public Speakers. It is carried by many in their eyes. They exert a fascination that is hard to resist. Others manifest Personal Magnetism by their gestures, their smiling countenance, and general Self-Confident bearing. Some will develop it in one direction, others directly opposite, but everybody can become Magnetic to a greater or lesser degree, all depending on the perseverance in practicing the Exercises mentioned previously.

A great many develop Personal Magnetism in four to five weeks' time, others it takes longer to completely change their character.

One of the attributes of Personal Magnetism is "SELF-CONFIDENCE." "CONFIDENCE BEGETS CONFIDENCE." Others are:

"DETERMINATION". A vaccillat-

ing undecided mental attitude never attracted anyone.

“SELF-CONTROL”. He who cannot control himself, can never expect to control anyone else.

“COURAGE”. A bashful, timid personality does not create a commotion leading to admiration from anybody.

“WILL-POWER”. Will-Power is the Voltage that directs the Magnetic Currents of the individual to wherever they are desired to be sent.

So, my Friend, practice, practice these simple Exercises. Practice makes perfect. Practice all of them and by creating Self-Confidence, Determination, Self-Control, Courage and Will-Power, you are creating a Magnetic Force, are charging the Battery, and you will become magnetic to a wonderful degree.

A magnetic person is always popular. Did you ever notice at a Social Gathering how everybody sits around, silent, gloomy, until some one enters, and "PRESTO" they all become animated and at ease. It seemed as if something was missing until his arrival and then the constraint vanished as if by magic. The Magnetic Personality radiates sunshine and good will and these thought waves are contagious and corresponding actions follow.

Always be a good listener. Avoid debates unless you are absolutely sure of your ground. Some people have a mania for talking just to hear themselves talk, without saying anything. If you have this disposition, combat it vigorously. Many people are magnetic to some extent but are so careless in their actions and use such ignoble language that the force of their magnetism is destroyed. Use tact and study the characteristics of the person you wish to influence. Gain his Confidence.

Personal Magnetism does not depend upon personal appearance. There is no human form too frail, no human form too grotesque, no human face too homely, to harbor personal magnetism. It is something beyond and better than personal appearance, to which it bears the relation that thoughts bear to words. Beautiful thoughts expressed in beautiful language are the highest Ideals, but THOUGHT rises SUPERIOR to the medium of expression which, after all, is only secondary. History abounds in striking examples of men and women, otherwise insignificant, who, through force of character, will-power, magnetism, ability to control others, have stood foremost in the Eyes of the World.

Napoleon, slight in stature, lacking a commanding presence, born of poor parents and without opportunity, forced himself upon the world and made it subservient to him by the Exercise of Personal Magnetism.

Personal Magnetism does not descend from father to son, from mother to daughter, but where there is intelligence in any human being, there is latent Personal Magnetism. It is more abiding than FAME because it cannot be taken from you in an instant. True Success cannot be attained without it in any professional calling, vocation or avocation.

It will not grow spontaneously. It is the result of careful, painstaking, plodding, faithful effort. It is never an active force in the lives of vacillating, inactive, lazy people. It is not dependant upon beauty, comeliness, personality or education. To cultivate it you must cultivate self-confidence. You must BELIEVE in your own ability. Egotism is not self-confidence. Only a braggart is egotistical. One is a virtue, the other a vice. One helps to Success, the other hinders. The Magnetic Man or Woman can attract ALL things to them, but I want to caution them to use

it ONLY for GOOD, because the Law of Compensation always works. It is the LAW of the Universal Mind.

Personal Magnetism is needed by every one. The Minister who has a Magnetic personality has his Church full every Sunday. The Physician who has a confident bearing and a winning smile has plenty of patients. The Lawyer who is magnetic lacks no clients. The Salesman needs it more than anyone else because of the strenuous competition he encounters. I have seen salesman make sales when twelve others failed, just because they were able to bring into play "THE SMILE THAT WONT COME OFF" at the crucial moment. The buyer could not resist the thought-force back of the smile.

The clerk who is always cheerful, who has a pleasant smile for all, is always sought out by a customer, and such a clerk does not stay a clerk very long. He is promoted to a more responsible position.

In every walk of life a Magnetic Personality is sought after and never lacks Friends nor invitations to Swell Affairs. So, do not neglect to cultivate this marvelous Power. It means Health, Wealth, Social Standing, Happiness, Contentment, Success beyond your fondest dreams. You have the instructions GO TO IT!

CONCENTRATION

The most difficult thing for the average Human Being to do is to sit down and think of "NOTHING". To make one's mind a "BLANK" is next to impossible. Have you ever tried it? Did you succeed in keeping just "ONE" thought before you? I dare say you did NOT. Of course there are a few people who after years of practice and effort are able to do this at Will. But they are not very plentiful in the Western Hemisphere. In the Far East the Hindu fakirs, the Yogis, the Philosophers who do nothing else but devote their time entirely to the Occult, have little or no difficulty in concentrating on anything abstract and to keep only "ONE" thought before them.

In order to do that, one must train a long time, must have absolute quiet, perfect Silence and be in perfect health. To sit perfectly undisturbed by any noise or racket in our Cities and Towns



Illustration No 3

Showing the Proper Position for
Concentration with the Author's
Method

is next to impossible unless you have a padded cell or other sound-proof room. Factory whistles, street cars, railroads, automobiles, trucks, milk wagons, etc., are forever making enough noise to awaken the dead. To keep ONE thought to the exclusion of all others, by the OLD system of concentrating is NOT feasible, except to a select few. Also, Science tells us that thoughts follow each other across the mental machinery at the rate of twenty miles per minute, just like a moving picture film.

Did you ever sit down by yourself with the avowed purpose of concentrating on ONE thing and in a few minutes found yourself in Chicago, New York, Europe, or thinking of something else entirely? Of course you did. You suddenly pulled yourself together and started to concentrate on the ONE thing again, only to be OFF THE TRACK AGAIN in a short time.

Some Psychologists give their Students SO-CALLED "INFALLIBLE"

FORMULAS by which they are to realize their hearts' desires. Not one in one hundred thousand can make use of that.

Concentration is the most marvelous force Man has at his Command.

Concentration means: "TO COMBINE, STRESS AND HOLD TOGETHER THE TREMENDOUS MENTAL POWER OR FORCE OF MIND", FOR THE PURPOSE OF RELEASING SAME ALL AT ONCE TO BRING ABOUT THAT WHICH THE INDIVIDUAL DESIRES.

In the chapter on Mental Wireless is the explanation. At the risk of repeating some of the propositions laid down there I shall explain again.

The Conscious Mind is the Broadcasting Station and the Subconscious Mind the Receiving Station. All suggestions sent from the Conscious Mind to the Subconscious Mind are recorded there, acted upon at once, at some future time, or left dormant. If sufficient

Mental Voltage or Will-Power is behind the suggestion made to the Subconscious Mind, we have instant reaction. In other words: If the Mental Stream or Vibration sent down to the Subconscious Mind has had enough "PUSH POWER" back of it, the latter, accepting all suggestions as true, according to the law, ACTS upon them at once.

By Concentration you are creating Voltage, Force, Push Power, with which to send your Message, Command or Suggestion out into "Creative Energy", an S. O. S. if you please, and it is taken up and acted upon by innumerable "RECEIVING STATIONS", or it may be directed to "ONE", two or three specific individuals, whose Subconscious Minds being their Receiving Stations, will receive your Message and act upon it at once.

Concentration is essentially a faculty of the Conscious Mind and the Mental Stream is directed by the Will of the

individual. The Subconscious Mind does the "CREATING" always by and under the direction of the Reasoning Mind and Will.

HOW TO CONCENTRATE

The following method has been used **SUCCESSFULLY** by thousands of my Students and it will **WORK** for you if you do as told.

To be able to hold your thoughts on **ONE** subject you must **PREVENT** other thoughts or ideas from crossing your vision. This can be done by keeping your Conscious Mind occupied by doing something, or, in other words, directing the attention of the Conscious Mind to what you are concentrating on.

Get a candle. Set it on the table first placing a box or book on top to raise the candle up high enough so that when you look at the wick of it your eyes shall be compelled to open wide. In short, it

must be placed up high enough so that you have to look up to it when sitting in your chair. Light the candle, sit down in your chair and relax yourself as much as you can. You are now ready to concentrate.

No other light must be in the room. Have no one else in the room and select one as far from street noise as possible. Suppose, for example, you wish to have someone call on you the following day; write on a card these words:

“JOHN DOE, YOU WILL COME TO SEE ME TOMORROW WITHOUT FAIL. I WANT YOU TO COME. YOU CANNOT RESIST ME. YOU MUST COME.”

Read this over while sitting relaxed in your chair for a minute and memorize it. Then look at the flame of the candle, never removing your eyes therefrom, and repeat verbally (not mentally) the words on the card over and over for at least half an hour. If the eyes should want to close, let them, but

open them again and keep them open looking at the candle flame as long as you can. When you find it impossible to keep them open any longer, allow them to stay closed, but keep repeating **VERBALLY** the sentence over and over for thirty minutes. After, while looking at the candle flame, you may see the words written in it. It often assumes large proportions, that is, the flame seems to spread out like a fan, fully opened, and if you see the words you are repeating written across the candle flame, keep them there as long as you can. This is a sign that your message has been received and your Concentration period is at an end. You will not always see this, but the Message is received just the same.

Now you see, by this method, the attention is directed to the candle flame by means of your eyes and you are speaking the sentence over and over again verbally. In other words you are occupied physically with the thing you

have your mind on and therefore immune to any outside ideas or thoughts. You have erected a 'FENCE' on either side of your brain to stop interruption from outside. You will find this method far superior to any other form of Concentration. Whatever you want someone else to do for you by mental influence, write it out on a card in concise form, memorize it and use as directed. Never concentrate more than once per day. Night is the best time. Do not concentrate on more than one thing at a time. Stick to it daily until you get what you want. It will come. Also remember, if you are trying to reach someone without their knowledge, it must be done when they are in bed or at least not actively engaged with their Conscious Mind. Remember, this is the Watchman who is sometimes very alert to ideas coming to him and refuses to accept them at all. The Receiving Station is reached easiest when the Watchman or Conscious Mind is in abeyance,

off guard or asleep. You should know the person by sight or have a photograph of him or her whom you wish to influence by Concentration.

The act of Concentration is nothing but a Wireless Communication from your Broadcasting Station to a Receiving Station or stations. Marvelous control is exerted in this manner over people by one who has developed sufficient Will Power. No matter what you want people to do for you, so long as it is for their welfare and not to their detriment, you will get it. Never use this knowledge for any but honorable purposes, because the Law of Compensation always works and you would be the sufferer in the end if you used it for selfish purposes.

“AS YE SOW, SO SHALL YE
REAP.”

CREATING SUPER WILL POWER

I shall now give you a set of Exercises, which, if followed exactly, will positively develop your Will-Power to a marvelous extent. They will teach you CONCENTRATION of your Will.

To be able to FOCUS your Will on the ONE OBJECT of your desire and keep it there is the secret of absolute success. It requires training, it is true, but you are ABSOLUTELY SURE to attain your DESIRE.

These Exercises are used with the candle flame as in Concentration.

Write each exercise on a card by itself. Not two on one card, only one on a card. Sit down as previously directed, look at the sentence and repeat it for fifteen minutes verbally while watching the candle flame.

. No. 1 "I AM—SUCCESS: MY WILL-POWER IS STRONG."

No. 2 "MY CONFIDENCE IN MY ABILITY IS UNLIMITED."

No. 3 "I WILL NEVER WORRY: I SHALL ALWAYS BE CHEERFUL."

No. 4 "I CAN CONTROL MY TEMPER: NO ONE CAN RESIST MY INFLUENCE."

No. 5 "MY WILL IS SUPREME: IT WILL OBEY ALL MY DESIRES."

No. 6 "I WILL SUCCEED! I CANNOT FAIL: I AM SUCCESS."

No. 7 "NO ONE CAN REFUSE ME ANYTHING: I AM MAGNETIC: MY WILL IS ABSOLUTE."

Each of these exercises is used for one day. This takes seven days. Then take them over once more, making fourteen days in all.

Do not attempt to use these instructions until you have practiced faithfully ALL of the exercises, starting

with the development of the Eyes. You must first learn the A. B. C. of Auto-Science before you can expect great results.

These exercises, all of them, will create a Power within you that will be needed in the PRACTICAL APPLICATION of Salesmanship, Healing Others, Yourself, the Creation of Wealth, Happiness, Success, etc. for you, as will be explained later in this work.

TELEPATHY

The Subconscious Mind is the storehouse of a PERFECT MEMORY. All that man sees, hears, feels, perceives, plus all his Conscious Experiences of his life time, are faithfully recorded upon the wax records of his Subconscious Mind. Telepathy is purely Subconscious and ONLY takes place between Subconscious Minds. Man is constantly in communication subconsciously with his nearest and dearest of kin, then with his relatives, friends and lastly, acquaintances. He knows nothing about this consciously. Telepathy is NOT the same as Thought-transference, or Mental Telegraphy. Mental telegraphy is the voluntary action of the Conscious Mind. By and through it we send mental telegrams in the form of Thought-Vibrations consciously and for a purpose.

Telepathy, on the other hand, is an involuntary action or communication

between subconscious minds and mostly without conscious knowledge of the same.

The dictionary defines telepathy thus: "Telepathy is the sympathetic affection of one mind by the thoughts, feelings or emotions of another at a distance, without communication through the ordinary channels of sensation." Distance may be one thousand miles or in the same house or the same room. It takes place no matter what the distance.

Thus, often you are sitting in your home and your husband suddenly says something pertaining to one of the children and you reply with: "I was just thinking exactly the same". Often two people start at the same identical moment to say the very same words. These are telepathic impulses, they are involuntary.

The closer people are related to each other and the greater they love one another, the more telepathy is demon-

strated between them. Husband and wife, son and daughter, are constantly in telepathic communication with each other, although these communications VERY RARELY reach the threshold of Consciousness.

But they are registered subconsciously nevertheless. This is easily demonstrated.

The stronghold of Spiritualism has always been the assumption that if a medium can tell you something which you did not know consciously and was later found to be correct, it must have been an outside "INTELLIGENCE" that gave the information. Modern scientific research has however disproved this absolutely by the established fact that the Subconscious Mind has a perfect memory and by the "Law" as the French call it, "TELEPATIE A LA TROI" or "TELEPATHY BY THREE". This means that if two people can communicate with each other telepathically, what is to prevent a third

person from communicating with them. and so forth. To make this clear, study the following diagram and its explanation:

THE FUTURE OF THE WORLD



CHART OF TELEPATHIC COMMUNICATIONS

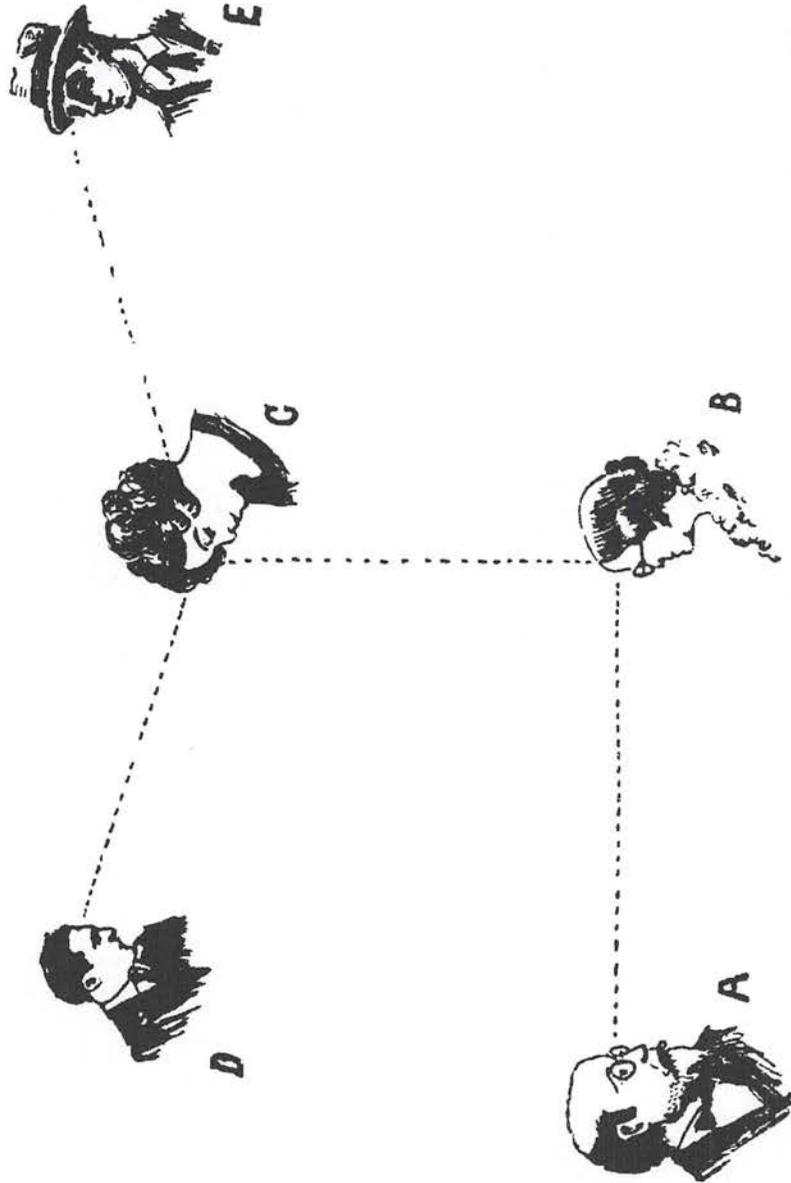


Illustration No. 2

THE LAW OF TELEPATHY

COMMIT IT TO MEMORY

“A” represents husband, “B” his wife, “C” their daughter, “D” the daughter’s fiancée and “E” the friend. A goes to a Mind-Reader or so-called Medium. A medium or mind reader is a person with a SUPER-SENSITIVE receiving station and is able to bring to the threshold of consciousness, impressions received from the conscious or subconscious mind of the sitter or person coming for a reading and interpret these impressions so they can be understood by the sitter.

The mind reader tells A of a happening to B at home. A says he does not believe it because consciously he knows nothing of it, but upon asking his wife (B), finds out that it happened exactly as the medium told him.

At his next call at the mind reader’s A is told of some occurrence in the family. When home he asks his wife (B),

who knows nothing of it, but she says "I'll ask our daughter (C-)." She does and verifies what the mind reader told A.

In the first instance, A knew subconsciously what had happened to his wife (B) because she was telepathically in communication with him. The reader merely interpreted the vibrations coming from his Subconscious Mind. In the second instance, A may have received the message direct from C, or it may have reached him by means of B. The next time the reader tells him of something that occurred in connection with the family, A asks B, B asks C, without results. C asks D and is told that it is correct. The following week A is told another puzzle and upon searching for a verification, of which neither A, B, C or D know anything about, it is finally located as belonging to E, purely a friend or acquaintance of the family. In the last two cases it is strikingly a case of telepathy by three.

C received the message subconsciously from D and transferred it to A direct or by means of B. In the last instance the same way. What is to prevent E from receiving a message from F, G, H, etc., and passing it on to C and C to B and B to A?

Think this over. It means a great deal to our understanding of mental phenomena. Of course mind reading pertains mostly to the past or the present and only to a very slight extent to the future. About ninety per cent of all messages given out by mediums belong to the past and are therefore pure and simple mind reading, when we understand the above lucid principles and know that the Subconscious Mind has a perfect memory and records all our doings. Prophecying the future, foretelling events, must be classed differently.

Children are constantly influenced by and through the Subconscious Mind of their parents. This is one of the rea-

sons why they will take on the characteristics of the father or mother and will discount the bug-a-boo of heredity to a large extent. The future of an infant is therefore in the hands of its parents' mental machinery. Parents should be careful of their Conscious thinking because as they think consciously, so will they think Subconsciously and thereby influence their offspring.

If you wish more information on this subject, read Thomson J. Hudson's "Law of Psychic Phenomena".

THOUGHT TRANSFERENCE

Thought-transference is a deliberate voluntary act by means of which we are able to influence the minds of other people for good or evil. It is Wireless Mental Telegraphy. You are using it whenever you concentrate on anything. You use it in selling goods, healing others or yourself. It is MENTAL SUGGESTION.

To be successful in Thought-transference or Mental Suggestion, all we need is Mental Voltage or Will-Power. As you will use this a great deal if you will practice AUTO-SCIENCE, put forth every effort to practice the exercises given faithfully and diligently as directed.

SCIENTIFIC HANDSHAKE

Before proceeding to our chapter on Salesmanship, it will be necessary to explain and describe to you the Scientific Handshake. The proper way to shake hands is often the difference between success and failure. Many a fortune has been made by the proper handshake and may have been lost by not knowing how. It is the entering wedge to a person's Subconscious Mind and prepares the way for mental action.

Did you ever shake hands with a man and the action send a thrill through you? You liked him at once, but did not know the reason why. Did you ever shake hands with an individual and find the handshake listless, relaxed, clammy? What was your opinion of him? He could not interest you in gold dollars for fifty cents. The person who shakes your hand like a pump handle or the person who uses simply brute force, and tries to crush your fingers, does not impress you favorably.

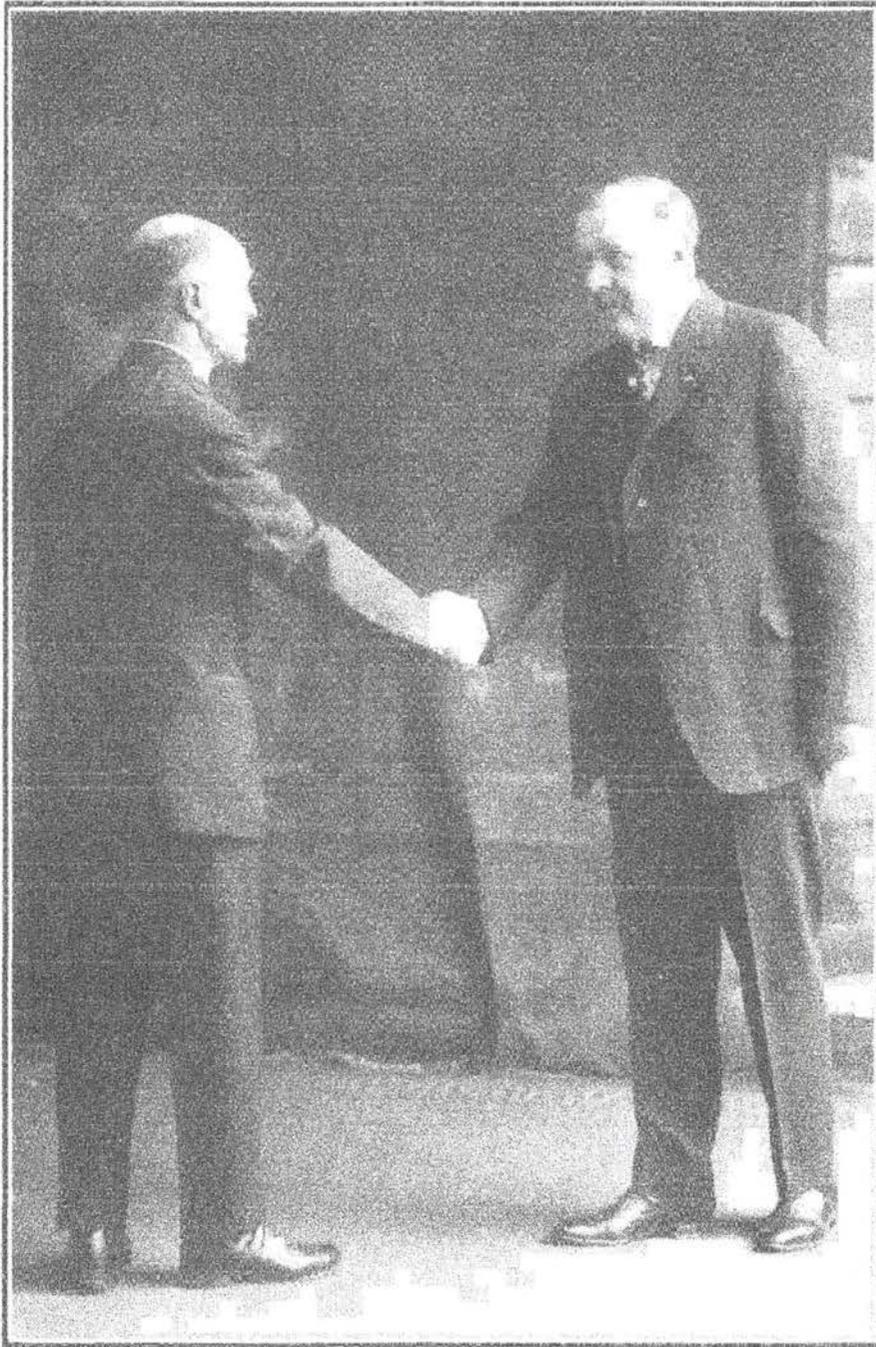


Illustration No. 4

Showing Position in the Act of Shaking
Hands. Note Position and
Expression

Most people have the faculty of judging others by the first impression made and act accordingly.

There is only one proper way of shaking hands and if done properly, expresses Self-Confidence, Force, Sincerity, Honesty and Good Will. Make a favorable impression by shaking hands properly and you have paved the way for the rest of your purpose.

When you meet a man or woman whom you wish to influence, shake hands with them in the following manner. Take as much of his (or her) hand as you can in yours. Grip it firmly. Do not shake it more than once or twice. One foot should be slightly in advance of the other. Now raise yourself as if in the act of walking toward him while gripping his hand. At the same time look him in the eyes, or, rather, through him, as explained in your Eye Exercise, without blinking, and concentrate your will on what you want him to do for you. Have a pleasant look on

your face and show that you are really glad to meet him.

It is best to formulate the suggestion you wish to convey to him beforehand, unless you are merely introduced to someone at a Social Gathering. In that case, while you are still holding his hand and looking at him, say to him mentally: "YOU WILL LIKE ME! YOU CANNOT HELP IT!" In this way you have made a friend.

If you meet anyone on purpose and have formulated the suggestion beforehand, use it in the same manner as described. Never let the hand you are holding loosen suddenly. That will spoil all the good you have done. Rather let your hand glide off his hand in a natural manner as if reluctant to let go. Curl your four fingers around the edge of his little finger and keep them curled while you are withdrawing them.

Watch from now on and when you meet a man whose grip is firm, positive,

energetic, see how he impresses you. You will feel drawn to him. You will like him. He made you like him.

If you are a salesman and want to sell a bill of goods, say to your prospect mentally, while shaking hands: "YOU WILL BUY FROM ME! YOU NEED MY GOODS! YOU CANNOT RESIST ME!", you will find that your sales will increase and you will sell when others absolutely fail. Your Mental Wireless has accomplished its purpose because you have kept your customer's "WATCHMAN" busy shaking hands and your MENTAL SUGGESTION has slipped by him and sold the MASTER (Subconscious Mind). Of course you must know all about the goods you sell so that you will not have to think about them. Also you must practice step by step, how to shake hands, because you will not succeed as well so long as you have to think what to do next. You will soon learn how and will do it unconsciously.

SALESMANSHIP

It is not my purpose to teach the Student salesmanship in the accepted term of the word. I expect to show him how to use his MENTAL WIRELESS to close the sale and get the "BACON". So many people think they are salesmen when all they do is take orders or show a man what they have, and, to a degree, make him want it, but are not able to get him to actually buy it. Suggestion is the power that rules and governs the selling game and the salesman who can use Suggestion, mental or verbal, ALWAYS brings home the signed contract or check. That's what counts. If you are selling goods and want to make more money and get ahead, then follow implicitly the instructions I shall give you. You will succeed, always providing that you have faithfully practiced the Exercises given in the Book.

Salesmanship requires Self-Confidence. Positiveness, Self-Control. Will-

Power and Personal Magnetism. If you have obeyed orders, you have all this by now and are ready to use SUGGESTIONS with PUSH POWER behind them. A suggestion implanted properly in a customer's mind, will produce results.

The trouble with most clerks and salesmen is that they consider themselves beneath the customer. They think, because the customer has the money to buy things, and they, as clerks, are working for a living, that the buyer is doing them a favor by purchasing their goods. This is the wrong mental attitude. Of course, if you have practiced the Exercises gone before in this book, you will feel altogether different.

Hold your head up high, show your Self-Confidence, straighten out your shoulders, stick out your chest, or, "PUSH OUT YOUR THIRD VEST BUTTON" as Hargrave says. This does not mean that you must show an

arrogant, egotistical attitude. Simply show that you are asking no favors, that you have nothing to apologize for and that you have all the reason in the world for holding your head up high. This attitude conveys the impression that you are successful and shows the Confidence you have in yourself as well as in the goods you sell. Having developed Will-Power, you will have attained "Poise" and are therefore able to keep yourself well in hand. This again denotes perfect Self-Confidence. And Remember: "CONFIDENCE BEGETS CONFIDENCE."

Personality is what counts a great deal. If you cannot sell yourself, you cannot sell your goods.

Always be cheerful. A cheerful mental attitude is contagious and customers do not like to do business with a "GLOOMY GUS". Cheerfulness is a suggestion of optimism, prosperity, success, etc. No one likes to buy from a grouch. In fact I have walked out of

more than one store because the salesman had a "HANG DOG MIEN" on his face and would not even give you a civil answer.

Remember what the poet said:

"Laugh and the worlds laughs with you,
Weep, and you weep alone,

For the sad old earth is in need of
mirth;

It has troubles enough of its own."

Cheerfulness is contagious and the merchant is always glad to see the smiling countenance of a drummer. You do not have to act the fool. When the inner self has been changed in the proper direction and made magnetic, it shows up externally, principally in the countenance. Never knock a competitor, for every knock is a boost for the other fellow.

Politeness and tact are qualities essential in salesmanship. Be enthusiastic and show your willingness to help the customer select the goods best suited for his purpose. Never misrepresent

anything you sell, it will make an enemy instead of a friend.

RETAIL SELLING BY IMPULSION

Retail sales can be increased one thousand per cent if you understand IMPULSION. You ask me, "WHAT IS IMPULSION?" By impulsion you make up the customer's mind for him and he will do exactly as you want him to do. Hundreds of my Students have actually demonstrated this principle. It is mostly used in retail sales, but can be used in a great many other ways, as you will see later.

Impulsion is "THINKING FOR HIM". This is much easier than you have an idea of now. To best illustrate this principle, I shall do it in the form of an example.

Mrs. Jones went to town to buy a new dress. She had seen dresses advertised, had been watching the "ads" for some time. She wanted a dress of a CERTAIN STYLE. She wanted to

pay \$35.00 for it. When she got to Smith's Department Store she found a dress she liked. It fitted her perfectly. She asked the clerk if it was one of the advertised dresses and was told that it was not. So she asked the price of it. The clerk replied \$42.50. This was more money than Mrs. Jones intended to pay and she hesitated. She wanted it, liked it, and it fit her perfectly, but the price was higher than she wanted to go. The clerk made remarks about it being beautiful, fitting so good, its wearing qualities, etc. In fact, she tried to force the sale on Mrs. Jones by her suggestions. Now, we know suggestion will take effect if used PROPERLY, but if a woman sees that someone is trying to FORCE her to buy, she becomes stubborn, antagonistic, and refuses altogether. She becomes like the old proverb says:

“You can lead a horse to water
but you cannot make him drink.”

As soon as the clerk tries to force the

issue, an antagonistic mental vibration is set up in the customer's mind and the "Watchman" is on guard and refuses to comply with force. So Mrs. Jones walks out without buying.

If the clerk had used IMPULSION, Mrs. Jones would have been the happy possessor of the dress she wanted, at the higher price. This is what the clerk should have done when Mrs. Jones came to her.

Let us put the transaction into actual conversation:—

Mrs. Jones: I want to look at some dresses.

Clerk: Alright, step this way, please.

Mrs. Jones: Here is one I like, have you my size?

Clerk: Yes, madam. Try it on please.

Mrs. Jones: Fine! I like it splendidly.

Is this at the advertised price?

Clerk: No, this belongs to another lot. It is \$42.50.

Mrs. Jones: That's too bad, it's just what I want but I did not want to go

that high. (She looks at dress, admires herself in it and is undecided what to do. Her mind is passive and therefore receptive.)

This is the time for the clerk to use impulsion and she starts it by standing in front of the customer and repeating MENTALLY as follows:

(Clerk) "WELL, I'LL TAKE IT ANYHOW. IT'S WHAT I WANT. BETTER HAVE THEM SEND IT OUT TO ME."

The clerk keeps repeating this over and over MENTALLY ONLY while Mrs. Jones is admiring herself in the dress and is undecided. In a few minutes she will BLURT OUT with the very words the clerk has repeated mentally and say: "WELL, I'LL TAKE IT ANYHOW. IT'S WHAT I WANT. BETTER HAVE THEM SEND IT OUT TO ME."

WHAT HAS HAPPENED HERE?
The clerk has placed herself, so to speak, into the "CUSTOMER'S

SHOES" and made up Mrs. Jones' mind for her without Mrs. Jones knowing anything about it. No COMPULSION was used. Nothing was FORCED upon her. She was IMPELLED to buy it. In other words, Mrs. Jones is under the impression that she, of her own free will, bought the dress and she is happy. She is henceforth a satisfied customer and will always hunt up that particular clerk when buying dresses.

In using IMPULSION you must always use the first person when transferring your thought-vibration. Never say "You will buy this dress! You will like it!" That is "COMPULSION". Rather always place yourself in the customer's individuality and think your suggestions as he would think them. Always use the word "I" instead of "YOU".

No matter what the customer wants, use the first person always. For example, if you are selling:—

Dress Goods: "Alright, I'll take six yards."

Shoes: "I'll take these shoes."

Pianos: "I like this piano, better send it to my home."

Hats: "This hat is becoming to me, I'll take it."

No matter how small the articles are, use **IMPULSION ALWAYS**, never **COMPULSION**. If you have a small store of your own and you want to increase your customers, say to each customer, mentally, like this: "I am going to bring you another customer." Do this while you are wrapping up articles for him or her. In a little while your patrons will multiply a hundredfold. **TRY IT! IT WORKS!**

A friend of mine in Buffalo had a little grocery store. For fifteen years he had no competition. Then a chain store started up across the street and his trade fell off to such an extent that he wanted to sell out. I stopped in his place one day and he told me his tale of

money hand over fist.

No matter what line of merchandising you are in, if it is retail selling, use IMPULSION, and you will do plenty of business.

If you are a Doctor and want more patients, use IMPULSION. When you treat or prescribe for a patient, say to him mentally: "I AM GOING TO SEND YOU ANOTHER PATIENT. I THINK YOU ARE FINE." If you are a dentist, say to your patient: "I'LL SEND YOU MORE PATIENTS. I LIKE YOU."

No matter what profession you are in, if you will do as I tell you, you will prosper and while prospering gain plenty of friends. Now, don't say, this is impossible! JUST TRY IT! Do It! The proof of the pudding is in the eating. IT WORKS!

"IMPUSION is a force from within, Compulsion is a force from without". By the former method the person is impressed to do as you desire. Where

woe. I told him to use Impulsion and today he has five stores and making does this impression come from? From the Subconscious Mind, implanted by thought-transference from you. It is your Mental Wireless. The impression is so strong it rises above the threshold of his consciousness and is accepted as his own thought or idea. I could cite innumerable cases reported by my Students but space forbids.

“SUCCESS COMES IN CAN’S”

“IT CAN BE DONE!”

THE PSYCHOLOGICAL MOMENT

This pertains more to business transactions of a large scale than to retail selling. I mean by this that there is a certain **MOMENT** when a sale involving large sums of money can be consummated. In selling stocks, bonds, securities of any sort, real estate, goods in carload lots or other large quantities, insurance, etc., there is a definite time

when a sale can be consummated. It may be five minutes from the start of your interview or it may be five hours. It can be seen by the physical action of the prospect. The average salesman does not know when to stop talking, or he talks too little, or not long enough. Most salesmen, in not recognizing the psychological moment, pass it by and proceed to talk themselves out of the sale again. Others, again, are too impatient and cannot wait until the prospect is ready, and quit just short of making the sale.

Suppose you want to sell a man a certain issue of bonds. You go into his office. He is sitting in his chair with his FEET CROSSED and his ARMS FOLDED. You start to explain your proposition. If he listens to you but does not UNCROSS his legs or OPEN UP HIS ARMS within five minutes, you might as well go somewhere else, because you CANNOT sell him ANYTHING as long as his LEGS or ARMS

are **CROSSED**. If he starts to open up with arms or legs, he is interested, and you can proceed. Now watch, **WHEN THE LEGS ARE SEPARATED BY UNCROSSING THEM AND THE ARMS AND HANDS ARE WIDELY APART FROM EACH SIDE OF HIS BODY AND HIS HANDS OPEN**, stop talking at once and close the deal. This is the Psychological Moment. It is the **OUTWARD EXPRESSION** of his **MENTAL SATISFACTION** with your proposition. This moment cannot be hurried or forced.

One of my students in Pittsburgh sold a man \$10,000 worth of bonds in less than five minutes. He had never met the man before. He caught him at nine o'clock in the morning with his arms wide open and sold him at once, to his great surprise.

One of my Students, a lady in Columbus, Ohio, had not made a sale in two months. The day after the lesson on Salesmanship she sold enough goods to

make \$625.00 in commission and has since done remarkably well. She told her experience at the class the following night. In addition to watching for the psychological moment, she used IMPULSION. YOU CAN DO THE SAME.

Of course in selling you must be positive, have self-confidence and will-power. When talking to a customer you should always be up higher than your prospect. If your chair is lower than his, stand up and talk to him. You are at a disadvantage if he towers above you. Always be a good listener, never be in a hurry. Have a smile ready when needed, be polite, courteous, but POSITIVE. Show confidence in yourself, in your proposition. "CONFIDENCE BEGETS CONFIDENCE."

UNLOADING

Never try to sell anyone anything if they are angry or have a grievance

against your goods, the house you represent, or against you. Let him "UNLOAD" first. I can best explain this by a true story told to me by a salesman.

This salesman's name was Joe. He had been selling goods to a merchant in a small city for many years. The yearly amount of his sales to this merchant amounted to between ten and fifteen thousand dollars. It gave Joe a nice commission. He called there every three months. The merchant's first name was George and the two of them were friends. It happened that the last bill of goods Joe sold George and shipped by his firm, did not arrive in a satisfactory condition. George complained to the house about them, wanted to ship them back. The firm would do nothing for him and kept stalling him from week to week. This made George angry. He had to have the goods and could not get them anywhere else on short notice. He knew that Joe would not call on him again until the

three months were up . Of course he blamed Joe for unloading the inferior goods on him and he kept nursing his anger more and more each day. He kept saying to himself, mentally, each day, "JUST WAIT UNTIL JOE GETS HERE." In the three months' waiting George succeeded in getting so sore and angry at Joe and the house that he swore he would not buy another cent's worth from him.

One day Joe walked into the store and said, "Hello George, how's things?" He received a grunt in reply. Now Joe knew nothing about the trouble, but he sensed that there was something wrong, so he said to George, "Let's go into the office and talk things over."

When they were alone, George started to tell him what he thought of him, his firm and the goods he sold. He called all of them all the names unfit to print and then some. Joe just sat there and never said a word. HE KNEW PSYCHOLOGY. When George did

not know anything else to say, Joe quietly got up, patted George on the shoulder and said, "I don't blame you, George. I did not know of this. I will try and have the firm make amends as far as possible. Now let's see what you need for the next three months?" George bought three times the amount he usually did, not half an hour after he positively swore to Joe he would have nothing more to do with him, his goods, or his firm.

W h e n c e this change of mind? WHAT HAPPENED? Joe understood his man. He allowed George to UNLOAD all his grievances. He let him "GET it OFF his CHEST," as the old saying is. When he had gotten RID of all his PENT-UP, STORED-UP ANGER, he felt better. He became NEGATIVE. Then Joe became POSITIVE and his suggestions took immediate effect and George could not resist them. In this manner he saved this merchant's account and good will.

Had Joe allowed himself to become angry when George called him vile names, the two would have had a good scrap and Joe would have lost a good customer.

If you have nursed a grievance against someone and you meet them and give them a "PIECE OF YOUR MIND", you always feel better and sometimes are even sorry for them and feel like apologizing. DID IT EVER HAPPEN TO YOU? Be a good listener like Joe was. Don't allow yourself to become angry. Practice Self-Control. You will win out in the end. Let the OTHER fellow UNLOAD FIRST.

COLLECTING DEBTS

The principle of successfully collecting debts is CONFIDENCE, SELF-CONTROL and IMPULSION.

When I was down in one of the cities in Eastern Pennsylvania, a lady came to me at the Hotel and said, "Doctor, I heard your lecture last night and it impressed me, especially what you mentioned about collecting accounts. I do not care about Psychology but if you can show me how to collect ONE old debt I shall gladly pay you \$25.00 for your instructions." I told her that if the party had the money she could collect it. She said he had. She paid the \$25.00 with the understanding that if she did not collect the money before I left the city, she was to receive it back again.

I asked for particulars. She told me that ten years ago she kept company with a certain man and lent him \$67.50 in cash. They were to be married. But

he switched his affections and married some other girl. For seven years she had been trying to get this money back but could not get it. Every time she thought of him and the money she became angry. Every time she went to his office, she went with determination, and anger, to force a settlement. And every time she lost out. Her determination was only false confidence because she knew beforehand that she would not get it. Besides, she was angry and as we all know—like attracts like — she attracted anger-thoughts from him. Now, when two anger waves clash—come together—there is a fight. An angry mental attitude is easily felt by the other person and resistance is the result. No one wants to be COMPELLED to do something. I explained all this to her and told her to go home and sit down that evening by herself, remain passive for at least fifteen minutes. I told her to get rid of all the anger toward him and to become

confident that he would pay the debt to her the following morning. I told her, while she was passive, to repeat over and over to herself, the words she wanted him to say when she met him the next day. I directed her to repeat these same words to herself when on her way to his office and to let me know the result. About 12 A. M. the telephone rang in my room and the lady asked to see me. When she came in I said to her, "Well, I see you got the money!"

"How do you know", she replied. "Oh, I can see it in your face, you look five years younger." "Yes." she said, "he paid it!" "Tell me about it", I urged her.

"Well, I went home and did as you told me last night. I realized my mistake and this morning on my way to his office I kept repeating mentally to myself these words, 'ALL RIGHT, I'LL PAY IT TO YOU. THAT WILL SQUARE US FOREVER.' I had the

bill with me and no one but he was at the office. When he saw me with a smile instead of a frown on my face, he came over to the desk, looked at the bill, went over to the safe, took out \$67.50, came back to me, pushed over the paper to be receipted and gave me the money. Not a word was spoken. I received the money, remarked that it was a nice day and said, 'Thank you'. He said, 'Yes' and 'Good-bye'."

While he did not speak the words she wanted him to, he ACTED them out and that is, after all, the main thing. She got her money and she was happy. Never try to collect money by Compulsion, or when angry. You must have faith that you will get it. "FAITH BEGETS FAITH".

SELF PROTECTION

The Student has a conception by this time of the tremendous Power of Suggestion, whether used mentally or verbally.

He realizes that ALL human beings are subject to the mental influence of each other. He no doubt has had practical experiences in deliberately influencing others for the Purpose of Healing, selling and attracting prosperity by this time.

He is also, by this time, well aware of the fact that if others are influenced by Mental Wireless and understanding the universality of the Law of Suggestion, he himself is also subject to the same law.

Hence the question arises: "HOW CAN I PROTECT MYSELF AGAINST THIS INFLUENCE?"

The purpose of this book would not be complete if the student who has spent his money and devoted his time

to the study of it, could not have the advantage of Self-Protection. Of course, having created a positive mental attitude helps a great deal in refusing to accept suggestions detrimental to him. But the Watchman is not ALWAYS alert and unless forewarned is apt to allow suggestions to slip by him which are not wanted.

I have explained to you that you cannot sell a man a proposition when his arms and legs are folded or crossed. So, when a salesman is trying to sell you something you don't want, fold your arms and legs if sitting down. If stand-up, only the arms. Also another aid is the closing of the hand tightly. When you do this you will be immune from his suggestions. You ask me "Why?" Because the very act is an Auto-Suggestion to resist.

To protect yourself against impulsion when shopping, close your hands tightly when entering a store, and say mentally, "I WILL NOT BE INFLU-

ENCED TO BUY WHAT I DO NOT WANT. I WILL NOT ALLOW ANY IMPULSE TO SWAY ME, EXCEPT IT IS TO MY BEST INTEREST? I AM MY OWN MASTER." By doing so, you will have time to reflect, reason and analyze your actions. You will then be able to discriminate whether your contemplated purchase is to your best interest or not.

If "strange" impulses come to you at home, in your office or other place of business, which seem to be against your best interests, drive them from you by saying mentally: 'I DO NOT WANT YOU. GO AWAY. GO BACK TO THEM THAT SENT YOU". Then dismiss the subject or impulse and you will not be bothered any more with same.

But, the student will say, 'How can I protect myself during sleep, from acting on or accepting wireless messages?' Before going to bed simply say to yourself something like this: "I SHALL

NOT ACCEPT ANYTHING DETRIMENTAL BY MENTAL WIRELESS WHILE I AM ASLEEP. MY SUBCONSCIOUS MIND WILL REFUSE TO ACCEPT ANYTHING WHICH IS NOT OF ADVANTAGE OR BENEFIT TO ME."

All these constitute powerful safeguards against acting on impulses, emanating from other minds, which are constantly floating around in the Ether.

If everybody understood these mental laws of defense, there would be very little damage done in this manner, because those understanding the mental attack would soon recognize the futility of doing so.

Practicing or utilizing Self-Protection as explained, will make the student absolutely immune to anything except that which he desires.

MENTAL HEALING

The wonderful cures performed by Jesus of Nazareth and by His Disciples were called "MIRACLES" by the Church and the people at large. What is a "MIRACLE"? Webster gives this definition: "An event or effect contrary to the established constitution and course of things, or a deviation from the known laws of nature; a supernatural event."

History shows that whenever a Phenomena occurred, especially with reference to healing, it was proclaimed a "MIRACLE", or supernatural event. This is due to the fact that the masses had and still have, no conception of the "LAWS OF NATURE". Therefore, whatever a man does not understand is ascribed to something emanating from external forces or supernatural manifestations.

To him who knows Psychology and the Laws of the Mind, and the principle

of his being, there are no "MIRACLES" and no "SUPERNATURAL MANIFESTATIONS". He knows that "ALL THINGS, ALL ACTION, ALL MANIFESTATIONS emanate from one source, underlying ALL CREATION, i. e., UNIVERSAL MIND, CREATIVE ENERGY. He knows that man is ONE with UNIVERSAL INTELLIGENCE, THE CREATOR — GOD IN FACT. "MAN IS GOD'S CONSCIOUSNESS" and "GOD MANIFESTS THROUGH MAN". The Master said: "YE ARE THE SONS OF GOD. GOD IS WITHIN YOU AND THE KINGDOM OF HEAVEN AMONG YE".

"HE called himself the "SON OF GOD" and so are we all. Jesus never claimed supernatural powers, never used the word "miracle". He never made the assertion that HE was the ONLY ONE WHO COULD heal the sick or perform wonders. On the contrary, He declared plainly that the gift

of healing was not peculiar to Him, but stated that anyone who would follow His teachings could do the same or even more. HE made this plain in St. John 14:12, where He said, "Verily, verily, I say unto you, he that believeth in me, the works that I do shall he do also; and GREATER works than these shall he do; because I go unto the Father."

Christ was preaching a new doctrine of the understanding of God. Up to the time of His advent the Jews prayed to Jehova, the God of the Jews. Jehova, according to the Old Testament, was the God of the JEWS ONLY and they HIS chosen people. Just like the Greek's God was "Zeus", only for the Greeks. But the "GOD" whom Jesus revealed to Mankind was a conception so grand and lofty, as compared with that of the old prophets, that credulity has, in all the ages, been taxed in vain to identify the God of Abraham with the God of Jesus. The new doctrine of a NEW GOD as espoused by the

MASTER, was so radical from the old, preconceived ideas rooted in the minds of the Jews, that few believed HIM. Therefore HE was forced to demonstrate that the God HE represented was more powerful than the old. Thomas J. Hudson in his work on "A Scientific Demonstration of the Future Life", page 145, says as follows with reference to the above:

"The great step in advance which Jesus made was the result, not of a cessation of psychic manifestations, but of a radical change in their character. The conception of GOD which HE evolved was not the result of verbal communications from GOD, after the manner of the prophets, but was the result of the fact that HE WAS EN- DOWED WITH THE FACULTY OF INTUITIVE PERCEPTION OF THE LAWS OF THE HUMAN SOUL (Subconscious Mind). This He demonstrated by healing the sick, and in fact, he was more or less forced to

demonstrate HIS doctrine. This is verified by the fact that HE exclaimed often; "EXCEPT YE SEE SIGNS AND WONDERS YE WILL NOT BELIEVE".

This is true of today also. Human nature does not change very fast. Christian Science would not have gotten the following it has, had it not been able to demonstrate its teachings by healing the sick.

The perception of the laws of the human soul by the Master is in line with the marvelous prodigies who occasionally come to the world's notice, like "Blind Tom", "Xerah Colbum" and others. We have prodigies in music, art, poetry, mathematics, etc. They all manifest their wonderful gifts without any conscious training whatever.

The same with Jesus. He had no precepts to go by or conscious education to rely on. HIS perception of the Universal Law was intuitive or subconscious. But HE was correct and by

constantly demonstrating HIS inherent powers, soon had a large following. However, it is not my purpose to write on the Life of Christ, except to show in a slight measure the connection of the MASTER with the modern methods of Mental Healing. I shall prove to you that there are NO MIRACULOUS CURES made, that there is NOTHING SUPER-NATURAL in the world, but that, on the contrary, everything depends on perfectly natural causes and laws, which are fixed by the Creator and to which we, as Human Beings, are subservient. I shall show you that even Christ had to obey these Laws and did.

HE never even claimed credit for healing anyone, never boasted of any possession of Personal Power, peculiarly HIS OWN, to heal the sick. On the contrary, what HE did say was always full of scientific significance. HE constantly stated that the power to heal was "WITHIN" the patient. The

words "THY FAITH HATH MADE THEE WHOLE" and "ACCORDING TO YOUR FAITH BE IT UNTO YOU" are scientific exact statements of the principles of Mental Healing.

Faith is a product of Auto Suggestion and can be created at will. Faith is the all-powerful force of the Subconscious Mind or Soul, by which everything man wants may be gained. "WITH FAITH EVERYTHING; WITHOUT FAITH NOTHING".

This is plainly shown again by Jesus when HE attempted to heal some people in HIS OWN home town and failed. This was due to the fact that they were skeptics, had no faith in HIM, and the result of adverse or antagonistic Auto-Suggestions. It caused him to exclaim the now famous saying: "A PROPHET IS NOT WITHOUT HONOR, SAVE IN HIS OWN COUNTRY". This is very true, even today. Let a stranger from a different country come with a new theory on

scientific problems, and everybody flocks to him, pays a big price of admission and hears the SAME THING that men in our own country have been talking about for years. If the latter were to advertise a lecture on the same subject, they would not draw a "Corporal's Guard".

It demonstrates again the fact that if, as some claim, the healing of Jesus was done by supernatural means, or by the help of extra Mundane Agencies, HE would not have failed, because all HE would have needed to do was to wave HIS hand and say to the skeptics and unbelievers, "YE ARE HEALED" and they would have been healed. But such was not the case then nor is it now. Mental Healing is based upon strictly scientific principles and is not confined to any one individual's power but is within all of us.

The latter statement has been proven true by the hundreds and thousands of people who have been using these prin-

principles, conscious or unconscious of their scientific purport or existence, ever since man made his first appearance on this Planet.

Mental Healing was practiced before the advent of Christ, but under the guise of extra-Mundane Spirit Power or by invoking the aid of some God or other. Marvelous cures nevertheless were performed by "MEDICINE MEN", "V O O D O O DOCTORS", "WITCH DOCTORS". Every nation and tribe in the world, civilized and savage, has witnessed these marvels, but owing to the inability to diagnose disease, all of these were ascribed to "EVIL SPIRITS" or "DEVILS", and the sick were believed to be possessed by these and the "WISE" men of the tribe, or so-called "DOCTORS" proceeded to drive out these "DEVILS" or "EVIL SPIRITS" by means of exorcism, incantations, charms and amulets, which of course were powerful suggestions and nothing else. For details

see "The Law of Mental Medicine" by T. J. Hudson.

The healing of the sick was practiced by touch and laying on of hands by the Jews, the Egyptians, the Chinese, etc. Elisha raised the dead son of the Shumanite woman. St. Paul laid his hands on Publius who was sick with fever and healed him. The laying on of hands has always been practiced, before and after Christ. St. Mark says (XXI:18) "They shall lay hands on the sick, and they shall recover." The laying on of hands is Mental Healing, nevertheless, and not purely physical, as we shall see later on. The early followers of the teachings of the MASTER performed many cures by following HIS methods, and in later years we find some very prominent and outstanding figures healing the sick.

St. Patrick healed the blind by laying on of hands. St. Bernard restored to eleven blind people their sight and cured eighteen paralytics in one day at

Constance. At Cologne he healed twelve lame, healed three dumb persons, and restored the hearing to ten deaf. St. Odilia cured a leper by embracing him. Pyrrhus, king of Epirus, cured colic and spleen afflictions by having the patients lie on their backs and passing his great toe over them. The Emperor Vespasian cured nervousness, paralysis, and blindness by laying on of hands. The Kings of England and France cured throat diseases (goitre) by the touch. In England this disease was called "King's Evil". France retained the practice until quite recently.

In Ireland. Valentine Greatrakes cured King's Evil, fever, wounds, gout and other diseases by laying on of hands. Streeper, stroking with his hands, cured hundreds in the City of London. In 1817-18 many thousands were cured by a man named Richter at Royen, Sicily, in the open fields, by touching them with his hands. The

Popes called this laying on of hands "Chirothesy".

Thousands of other cures were performed of which we know little or nothing. It is only within the last hundred years that we have started to recognize the value of this kind of healing, and have commenced to realize that it comes within the domain of Science.

That the followers of Christ's teachings were successful in HIS day and consisted not only of HIS Disciples. is told by St. Luke who mentions the story of the mission of the SEVENTY followers who REJOICED upon their return, because they had found by their experiences that they also could heal or cast out devils, as it was called then, owing to their inability to call a disease by name or diagnose same. That Jesus never pretended to confine the secret of healing to Himself or HIS followers is plainly shown by His rebuking of the overzealous Disciples who wanted to

stop those not belonging to them, from casting out devils in HIS name.

That all mankind shall eventually know how to use HIS principles is plainly stated by Jesus when HE prophesied:

“IN MY NAME SHALL THEY CAST OUT DEVILS; THEY SHALL SPEAK WITH NEW TONGUES; THEY SHALL TAKE UP SERPENTS; AND IF THEY DRINK ANY DEADLY THING, IT SHALL NOT HURT THEM; THEY SHALL LAY THEIR HANDS ON THE SICK AND THEY SHALL RECOVER.”

HE did not specify that any special knowledge or education was required to heal people. This fact is plainly seen by the following HE had. His disciples were uneducated, uncultured, crude and unrefined, coming mostly from the lower classes. But they had Faith and succeeded where the skilled Priests, etc., failed. This should be born in mind today when we are constantly

passing laws prohibiting all except the Medical profession, to treat the sick. There are, of course, innumerable diseases which need the special attention of a skilled Specialist, but on the other hand, there are millions of sufferers who can be healed at once by Mental Healing.

It is of course not within the domain of this book to write History and cite the different cases healed by Christ (you will find them in the Bible). but to teach you the exact "Modus Operandi" of how to heal others as well as yourself by and through the exact principles the MASTER USED.

REQUIREMENTS OF MENTAL HEALING

There are a great many methods in vogue or use today of healing the sick by Mental means. Most prominent among these are—Prayer or Faith Healing, Mind Cure, Christian Science, Spiritualism, Mesmerism, Hypnotism, Magnetic Healing, Sympathetic Healing, Unity, Emanuel Movement, Rawsonism, Auto-Suggestion, Suggestive Therapeutics, Coue-ism, etc.

Each one of these systems has and does produce cures which in any age but ours would be considered “Marvels” or “Miracles”. Each system is based upon widely different theories and yet producing the same result. Therefore it is only reasonable to suppose that there must be some underlying PRINCIPLE common to them all. AND SUCH IS A FACT.

I shall again remind you of the fact as laid down in the Chapter on Mental Wireless, namely: “That man has a

conscious and a subconscious mind.”

“THAT THE SUBCONSCIOUS MIND (OR SOUL) IS CONSTANTLY AMENABLE TO THE POWER OF SUGGESTION AND BELIEVES ALL THINGS TOLD TO IT.” In addition to accepting all suggestions made to it orally, verbally, or mentally.

“THE SUBCONSCIOUS MIND HAS ABSOLUTE CONTROL OF ALL THE FUNCTIONS, SENSATIONS, AND CONDITIONS OF THE BODY.”

To illustrate: If your heart beats too fast, your Conscious Mind cannot make it beat slower, but let the Subconscious Mind think: “MY HEART IS BEATING SLOWER” and the effect is felt at once. If the kidneys are congested, the liver torpid, the colon does not discharge its waste material, you are constipated; the Conscious Mind is powerless to have these organs act, but let the Subconscious Mind know about the difficulties and we have instant action. In

short, suggest to the Subconscious Mind anything pertaining to Body or Mind, and it will absolutely and faithfully carry out the suggestion you have given. This is the SECRET of ALL CURES—so-called MIRACLES. Of course as shown in the chapter on “THE POWER OF SUGGESTION”, a suggestion to make a deep impression upon the Subconscious Mind must be given with force, mental voltage and faith. In other words, you must FIRMLY BELIEVE the suggestions you give to the Subconscious Mind will be carried out and you will succeed in all cases.

There are five things essential to success in healing others:

1. YOU MUST INSPIRE FAITH AND CONFIDENCE OF YOUR ABILITY IN YOUR PATIENT.
2. THE PATIENT MUST BE WILLING TO BE HEALED.
3. THE PATIENT MUST BE IN A PASSIVE STATE OR MOOD.

4. YOU MUST BE POSITIVE IN YOUR SUGGESTIONS.

5. THE PATIENT MUST HAVE FAITH THAT HE WILL BE HEALED.

These five rules must be strictly adhered to as upon the close observance of these depends the success of healing others. By inspiring faith and confidence as to your ability to treat the patient successfully, you arouse favorable expectation in the patient's Conscious Mind, which in turn of course so instructs the Subconscious Mind. In other words, he believes you can help him. Do not urge anyone who does not want to be treated by your method, to submit to your ministrations. That is against the Law. No one NOT WILLING to be HEALED by ANY certain method will be benefited thereby. You must have the patient's cooperation and you gain that by the patient relaxing himself and remaining passive during the treatment.

You must be VERY positive in your suggestion to the Subconscious Mind and use all the force you have generated from practicing the exercises given. Be positive in your statements to the patient that you can help him, not by bragging or boasting, but by calmly explaining to him what you have done for others who had more serious difficulties. Of course, every patient thinks that he suffers more than anyone else and it is therefore well to cite a case or two far worse than his. This will prepare the Patient's Mind more favorably to you because he realizes that his own case is not nearly so bad as he thought. NEVER MAKE THE MISTAKE of telling your patients that they are NOT sick! They will at once lose confidence in you. JESUS, the MASTER HEALER, never tried to make HIS patients believe that they were not sick. On the contrary, HE recognized their disease, OBTAINED THEIR FAITH, and healed them.

HE demanded faith, passivity and willingness to be healed, then told them POSITIVELY that they were whole again. He usually wound up by saying "THY FAITH HATH MADE THEE WHOLE". HE then sent them away and admonished them to TELL NO ONE. Why did He do this? Because He realized the POWER OF SUGGESTION, HEALED THEREBY, and understood the Law perfectly. HE knew the force of ADVERSE suggestions by skeptics and unbelievers upon the ONES HE had just healed and HE therefore commanded them to say nothing of what occurred, in order that they might STAY HEALED, at least for a certain time and therefore lessen the danger of a relapse, by antagonistic suggestions. It was NOT because JESUS feared PUBLICITY that he told ALL of His healed patients to tell no one, but solely because He realized that while suggestion can HEAL all manner of diseases by its PROPER ap-

plication, IMPROPERLY applied it can UNDO all that has been done, because of the fact that: "THE SUBCONSCIOUS MIND BELIEVES ALL THINGS TOLD IT".

Healing by Psychic or Mental means requires FAITH on the part of the healer and the sick, as well. The MASTER recognized this Law by HIS statement: "ACCORDING TO THY FAITH BE IT UNTO THEE". In other words, the more faith the sick have, the quicker the results. All cases are not healed instantaneously, because of the very fact that the time required for a cure is governed by the intensity of the patient's faith. Therefore, the statement by the MASTER. Even the MASTER could not produce instantaneous results in ALL cases. Some were gradual recoveries. But the faith required of the sick is not necessarily a CONSCIOUS FAITH.

"THE FAITH REQUIRED FOR HEALING PURPOSES IS A PURE-

LY SUBCONSCIOUS FAITH AND IS GAINED BY THE CONSCIOUS MIND CEASING TO OBJECT."

In other words the patient need not consciously believe in your method of treatment. All that is needed of him is to remain passive and not object to your healing him. You may tell him that Faith is not required in your system of treating, that you can help him just the same and if he is really skeptical he will at once be at ease and accept your explanation. I have many a skeptic come to me to be healed, sent by someone who was healed, and the first thing they do is to tell me to go ahead but they do not think they can be helped because they do not believe in such things. To all these I give the above explanation and they brighten up with Hope and Expectation and allow themselves to be treated, "FULL OF FAITH THAT THEY ARE TO BE HEALED WITHOUT FAITH". GET THE POINT! You see, the

faith is SUBCONSCIOUS faith, but FAITH it is. Without some kind of faith, Conscious or Subconscious, NOTHING is ACCOMPLISHED, but misery, pain, disease, poverty, failure, etc., hold sway.

ALL our AIMS must be directed to sidetrack the Watchman or Conscious Mind and get at the Master of the House, or Subconscious Mind, who accepts everything we tell it as TRUE.

The healer of course must have absolute confidence in his ability to plant the proper suggestions in the Subconscious Mind of the patient and firmly believe in their efficiency. This establishes a rapport between healer and patient and success is assured.

Remember: "THE SUBCONSCIOUS MIND WILL ACCEPT ANY AND ALL SUGGESTIONS AND IT HAS ABSOLUTE CONTROL OF ALL FUNCTIONS, SENSATIONS AND CONDITIONS OF THE BODY".

This proposition must become second nature with the healer, because upon the proper understanding of this depends his success. All that is needed then in order to heal anyone is to get his Conscious Mind, the reasoning or objective mind, out of the way for the time being, so that you can have a heart-to-heart talk with the Subconscious Mind for a little while, to implant the proper suggestions, either mentally or verbally, for health, happiness or whatever purpose.

Suggestions positively made to the Subconscious Mind are absolutely, faithfully carried out, especially when you have faith in your own ability to do so, and the more firmly you believe that you WILL HELP your patient, the quicker the results will be.

You know that: "CONFIDENCE BEGETS CONFIDENCE". Show your faith in your belief and that faith will be reflected in your patient's mind. In short the requirements to heal by the

methods the MASTER HEALER expounded, are first, last and all time, FAITH, BELIEF, SELF CONFIDENCE, POSITIVENESS, MENTAL-VOLTAGE and a SINCERE DESIRE to HELP your fellow man.

The four principle methods by which the MASTER healed the sick, are used today in practically the same manner by all Mental Healers, no matter under what guise, pretense, or name or system they are practiced. They are as follows:

1. "BY VERBAL SUGGESTIONS FROM OPERATOR TO PATIENT."

2. "BY A COMBINATION OF MENTAL AND VERBAL SUGGESTION AND PHYSICAL CONTACT CONVEYING MAGNETISM FROM THE OPERATOR TO THE PATIENT, OR THE LAYING ON OF HANDS."

3. "BY TELEPATHY OR THOUGHT-TRANSFERENCE."

4. "BY AUTO-SUGGESTION."

The working principles underlying these four systems, as well as ABSOLUTELY ANY OTHER, NO MATTER WHAT IT MAY BE CALLED, is the LAW and POWER of SUGGESTION and ABSOLUTELY NOTHING ELSE. The suggestion may come from WITHOUT or from WITHIN, it may be VERBAL or MENTAL, from NEAR or FAR, but SUGGESTION it is, NEVERTHELESS. I happen to KNOW POSITIVELY, and have demonstrated these laws for the past twenty-two years in my practice, and on the road in my Public Healings.

The wonderful results attending all my free Public Healing meetings, and the amount of good accomplished, is nothing but the result of bringing into actual use the principles expounded in this chapter. And what I can do, YOU, my friend, can DO ALSO, if you will but create FAITH IN YOURSELF.



Illustration No. 5

Proper Position of Patient and Operator in Treating Disease or Habits by the Power of Suggestion

SUGGESTIVE THERAPEUTICS

Assuming that the Student has practiced the exercises given in this book and has created Self-Confidence and Will-Power, and is able to give suggestions in a positive manner with plenty of Mental Voltage and Push Power behind each Thought-impulse or vibration, I shall proceed to describe the "MODUS OPERANDI" of HEALING BY VERBAL SUGGESTION.

Place your patient in a comfortable position in a partly darkened room. It should be as quiet as possible. Having ascertained from him all the symptoms of his ailments, tell him to RELAX ALL of his muscles, to not think of his troubles, to not wonder what you are going to do next, but to try and make his mind a blank.

Then have him close his eyes. Tell him to keep them closed. NEVER TREAT ANYONE WITH HIS EYES OPEN. Talk to him for a little while in a CONFIDENT, EVEN

TONED but POSITIVE VOICE, of how you have cured WORSE cases than his, until you see that he is perfectly at ease. Then give in a POSITIVE, FORCEFUL, EARNEST and CONVINCING MANNER suggestions calculated to counteract every symptom. Repeat these eight or ten times VERY POSITIVELY. If he has relaxed properly, your suggestions will reach his Subconscious Mind and and will take effect at once. Often ONE treatment is all that is needed, other times the improvement is gradual, but a cure will follow in most cases of functional disturbances, if the treatment is kept up. In this method, like in all others, "PERSEVERANCE IS THE PRICE OF SUCCESS". You have seen in the chapter on "Mental Wireless", how suggestions make impressions or create Mental Grooves when given properly. In the sick person, we have a DISEASE GROOVE. If the disease is of long standing, the particu-

lar groove is deep, due to the constant Auto-suggestion and belief in the ailment. By giving this patient suggestions to counteract his suffering, you are creating or starting a NEW GROOVE, one of health, and the disease groove will disappear in exact proportion to the growing depth of the Health groove. Each positive suggestion of health you give the patient INCREASES the size of this groove just like "STEADY DROPPING HOLLOWS ANY STONE". Therefore, repetition of suggestions is absolutely essential. This will bring about an elimination of the disease groove, because the two cannot be there at one and the same time. One cannot be sick and well simultaneously. We are either well or sick.

It may take a week, a month, or six months to bring about a cure, but if you will stick to it, you will win out. I shall now give you a few examples of how to use Suggestion by this method.

STOMACH TROUBLE

Place patient in position as instructed, with his eyes closed. Then say to him **POSITIVELY, MEANING EVERY WORD** you say: "FROM NOW ON YOU WILL HAVE NO MORE TROUBLE WITH YOUR STOMACH. (Look at his stomach as if talking to it). **YOUR FOOD WILL DIGEST PROPERLY FROM NOW ON, YOUR STOMACH WILL GET STRONGER, STRONGER, EACH AND EVERY DAY. THERE WILL BE NO MORE GAS FORMING IN YOUR STOMACH. MORE BLOOD WILL FLOW TO THE STOMACH. AND YOU WILL BE ABLE TO EAT ANYTHING YOU WISH. IT WILL NOT HURT YOU AT ALL. EACH AND EVERY DAY YOU WILL FEEL BETTER AND BETTER.**"

Give these or similar suggestions eight or ten times.

Then say to him, "NOW, MY FRIEND, WHEN I COUNT THREE, YOU MAY OPEN YOUR EYES AND YOU WILL FIND THAT YOU ARE FEELING FINE, BETTER THAN YOU HAVE FELT FOR SOME TIME. PHYSICALLY, MENTALLY AND SPIRITUALLY YOU ARE MUCH BETTER. ONE—TWO—THREE! ALL RIGHT!" (Treat him daily until cured).

CONSTIPATION

This trouble is usually at the bottom of all other diseases, and therefore to cure this trouble is most important. Constipation is nothing but a "HABIT LOST". By the following method, the "HABIT" is recreated. It has never failed to cure and the expressions of gratefulness from hundreds of people who were cured by this method would fill a book in themselves. So use it exactly as I give it to you.

After the patient is in proper posi-

tion, ascertain from him the EXACT time he arises each morning. If he says "7 o'clock or sometimes 8 o'clock", tell him that you must know the time most convenient to him, because he will have to use that time REGULARLY from now on.

Having ascertained the above, say to him as follows:

"TOMORROW MORNING AT 7 O'CLOCK (or time agreed upon) YOU WILL AWAKEN. ARISE AND DRINK TWO GLASSES OF COLD WATER AND AT 7:30 O'CLOCK SHARP YOU WILL HAVE A STRONG DESIRE TO GO TO THE BATHROOM. WHEN YOUR BOWELS WILL MOVE NORMALLY. (Repeat this forcefully eight or ten times). Then say:

"IN A FEW DAYS YOUR LIVER WILL ACT MORE NORMALLY AND BE ABLE TO THROW OFF THE ACCUMULATED POISON IN

YOUR SYSTEM AND YOU WILL FEEL BETTER EACH AND EVERY DAY".

When giving these suggestions, put your whole soul into them. Think what you are doing. A SINCERE desire on your part will produce wonders.

NEURITIS

Place patient in position as directed.

Find out where the pain is. Supposing it is in the shoulder, say to him as follows:

"MY FRIEND, WHEN I GIVE YOU PERMISSION TO OPEN YOUR EYES, YOUR PAIN IN THE SHOULDER AND ARM WILL HAVE ABSOLUTELY DISAPPEARED." (Touch the painful spot lightly). "FROM NOW ON YOU WILL FIND THAT YOU ARE GETTING BETTER AND BETTER, EACH AND EVERY DAY. YOU WILL SLEEP WELL EACH AND EVERY NIGHT. YOUR LIVER,

KIDNEYS, LUNGS AND SKIN WILL START TO ELIMINATE THE POISON FROM YOUR SYSTEM WHICH HAS CAUSED THIS NEURITIS. YOU WILL GET PERFECTLY WELL AND REMAIN SO. AND REMEMBER WHEN I COUNT THREE, YOU MAY OPEN YOUR EYES AND YOU WILL FIND ALL THE PAIN HAS LEFT ABSOLUTELY." (Repeat these suggestions eight or ten times very positively). Then say:

ONE — TWO — THREE! ALL RIGHT! OPEN YOUR EYES.

In the majority of cases, all pain has left entirely.

INSOMNIA

A great many people are troubled with this Malady. It is easily cured by Suggestion, either induced or auto-suggestion. The reason of their inability to go to sleep is because they lack the

confidence to do so. Like constipation, it is a habit lost.

After seating patient with eyes closed, talk to him as follows, after ascertaining his usual retiring and arising time:

“FROM NOW ON, AT 10 O’CLOCK (or whatever time is suitable) EVERY NIGHT YOU WILL GET SO SLEEPY THAT YOU CANNOT STAY AWAKE. NO MATTER WHERE YOU ARE, YOU WILL AT ONCE GO TO YOUR HOME AND TO BED. YOU WILL NOT AWAKEN DURING THE NIGHT. YOU WILL SLEEP SOUND ALL NIGHT THROUGH AND HAVE PLEASANT DREAMS ONLY. YOU WILL AWAKEN PROMPTLY AT 7 O’CLOCK IN THE MORNING (or whatever time agreed upon) HAVING HAD AN UNDISTURBED, REFRESHING, RESTFUL SLEEP, EVERY NIGHT FROM NOW ON YOU WILL

SLEEP BETTER AND BETTER”.

Repeat these suggestions very positively eight to ten times, then tell him that when you count three, he may open his eyes and he will find he is feeling much better, physically, mentally and spiritually. Then say:

“ONE — TWO — THREE! A L L R I G H T !” Treat daily until cured.

PARALYSIS

If the Paralysis is not due to accident or an organic lesion, **SUCCESS** is **ASSURED**. Personally speaking, I have been able to cause great improvement and cures, in a number of cases, due to **APOPLEXY**, which of course involves a brain lesion. This was due to the fact that the suggestions implanted created **SELF - CONFIDENCE** and **FAITH** in the sufferer. This is half the battle. Get a patient to believe that he will get well and—well—he usually does. As long as a Paralytic believes

that he cannot use his legs or his arms, just so long will they remain useless. But just as soon as he commences to think that he CAN walk or use his arms, he is cured.

I have demonstrated this truth in untold cases of different diseases. "WHAT YOU BELIEVE YOU CAN DO, YOU WILL DO; BUT WHAT YOU BELIEVE YOU CANNOT DO, THAT YOU WILL NOT BE ABLE TO DO."

This applies also to the healer. If he believes that he can help the sick, he naturally will, because it is the Law of Suggestion and Faith. If he has not faith in himself, he cannot expect the patient to believe or have faith in him. Hence, if you do not FIRMLY believe to the best of your ability that you can help the patient, you must not take the case because you will fail.

This principle was made plain by Jesus time and again, when HIS Disciples returned from the Mission HE

had sent them to perform, and complained that they were not able to cast out the Devil or Evil Spirits, by His exclamation: "OH, YE OF LITTLE FAITH!"

Inasmuch as FAITH is a product of SUGGESTION, it is ABSOLUTELY SCIENTIFIC and never fails to perform according to the DEGREE of its INTENSITY. THE MASTER absolutely recognized and understood the REASON for their failures. HE always emphasized FAITH as the prerequisite to a cure. HE demanded it from the patient as well. "BELIEVEST THOU THAT I HAVE POWER TO DO THIS?" proves the point absolutely.

Thus it will readily be seen that unless you have practiced the exercises and created Faith and Will-Power within yourself, you will make a poor healer. If you have followed instructions, and you have a case of paralysis before you, go about it as follows:

Place patient in comfortable position as previously instructed. Should Paralysis be in lower limbs say to him:

“FROM THIS TIME FORTH YOU WILL FIND THAT YOUR LEGS GET STRONGER AND STRONGER EVERY HOUR. YOUR SUBCONSCIOUS MIND WILL CAUSE MORE BLOOD SUPPLY TO FLOW TOWARD YOUR LEGS AND BETTER CIRCULATION WILL BRING MORE AND MORE STRENGTH TO YOUR MUSCLES. EACH AND EVERY DAY YOU WILL BE ABLE TO WALK BETTER AND BETTER, GET STRONGER AND STRONGER.” (Repeat eight or ten times). “WHEN I TELL YOU TO OPEN YOUR EYES, YOU WILL FIND THAT YOU CAN WALK FINE, WITHOUT ANY TROUBLE AT ALL. NOW, WHEN I COUNT THREE. YOU MAY OPEN YOUR EYES AND YOU WILL FIND THAT YOU CAN WALK FINE,

MUCH BETTER, THAN BEFORE.”

“ONE — TWO — THREE! A L L RIGHT!”

If he makes no motion to get up, you take him by the hand and MAKE him get up. Insist that he CAN walk and you will be surprised at the improvement. Be VERY POSITIVE with your suggestions in ANY CASE of Paralysis. Treat every day. Never give up. It may take one treatment or one hundred. Stick to it. You will perform a cure when you least expect it.

PAIN

Any case of pain yields at once, if the Suggestions are give POSITIVELY, FORCEFULLY and with CONVICTION. Wherever the pain may be, after seating the patient according to instructions given and with eyes closed, touch the painful spot lightly and say:

“WHEN I GIVE YOU PERMISSION TO OPEN YOUR EYES, THE PAIN WILL HAVE DISAP-

PEARED AND YOU WILL BE PERFECTLY FREE FROM IT. BETTER CIRCULATION HAS BEEN ESTABLISHED IN THE PART YOU ARE COMPLAINING OF AND THE PAIN WILL NOT RETURN. YOU WILL BE ABLE TO SLEEP FROM NOW ON AND REMAIN FREE FROM PAIN OF ANY DESCRIPTION. NOW, REMEMBER, WHEN I COUNT THREE, YOU CAN OPEN YOUR EYES, AND ALL YOUR PAIN HAS LEFT YOU AND YOU FEEL PERFECTLY WELL."

"NOW — ONE — TWO—THREE —ALL RIGHT!"

In ninety-nine times out of one hundred all pain has gone. This applies to any case of pain except when due to accident broken bones, displacement of joints, exposed nerves in decayed teeth, etc. Such cases belong to the surgeon or dentist and not to the mental healer.

GENERAL INSTRUCTIONS

Read again the general procedure under "Suggestive Therapeutics" as to how to start your treatments. Do the same in all cases. For the balance of cases not mentioned, simply vary the Suggestions to suit the particular case. Start and finish the same way. Use common Sense and above all, have FAITH, and you will inspire FAITH, and the reward is HEALTH.

Be sure to emphasize the necessity of the patient to TELL NO ONE about his cure, if he desires to stay well. This precaution should be observed at least for several days so that ANTAGONISTIC SUGGESTIONS from his WELL-MEANING, but too ignorant friends, will not nullify or undo the good you have done. This is plainly illustrated and was understood by the Master. I shall give only one example: (Matthew 8:2-4).

"And behold there came a Leper and worshipped HIM, saying 'Lord, if

Thou wilt, Thou can'st make me clean'. And Jesus put forth HIS hand and touched him, saying, 'I WILL. BE THOU CLEAN!' And immediately his leprosy was cleansed. And Jesus said unto him, 'SEE THOU TELL NO MAN'."

The Master knew human nature and the tendency to exuberant joy of one who was healed from disease, to go and proclaim it from the housetops. HE also understood the Law of Suggestion and knew the man was in danger of relapse due to antagonistic suggestions from skeptics. HENCE THE COMMAND!

Read the chapters of "Mental Wireless" and "Mental Healing" and familiarize yourself with them and understanding will come to you. The principles underlying ALL FORMS of Mental Healing are strictly SCIENTIFIC and are NOT due to anything supernatural, as so many suppose.

"KNOWLEDGE IS POWER."

AUTO-SCIENCE AND THE PHYSICIAN

The physician, in his capacity of health dispenser, can increase his practice a thousand percent if he will make use of the Power of Suggestion. His field of usefulness is very large and only limited by his ability to restore health to his patients. That many physicians realize this is demonstrated by the fact that a great many have come to me to take private instructions. The first question always is: "Doctor, can I use Suggestion in such a manner that the patient does not know about it?"

Absolutely, my dear Doctors, you are using Suggestion constantly, but with no definite purpose. You are allowing the prescription to do its own suggesting instead of backing it up with a **POSITIVE VERBAL STATEMENT** as to its **EFFICIENCY** and **RESULTS**. You know yourself that

there are only about twelve drugs which act specifically. These are not used very often. You use more of the other two thousand or so of combinations of drugs, of whose actions we know very little. It is these latter whose efficiency is in exact ratio to the patient's faith in them. Therefore, if the patient comes to you with symptoms of an obscure nature, and you dare not prescribe a "specific". your course of action is to give him something else. The average physician will say to the patient, "Have this prescription filled and take it as directed and if you do not feel better in a day or so, come back and I will change it." Nine times out of ten he will be back, or will go to some other doctor because he received no benefit.

The Suggestion given was negative, did not arouse confidence in the medicine or in the ability of the doctor. The very suggestion of probably having to change it aroused antagonistic sugges-

tions in the patient's mind and lessened his confidence in the physician's ability to diagnose his trouble and cure it. Hence, no results.

CONFIDENCE BEGETS CONFIDENCE. The physician who can arouse faith in the patient of his ability to cure him, has won half the battle. Suggestion arouses Faith. If you prescribe for your patient and tell him positively that this prescription will fix him up by the following day or so, you will be surprised at the result. The patient need not know what the medicine is, all he wants to know is what it will do for him. Therefore, a "Placabo" or "bread-pill" prescribed with the positive assurance that it will make him well will produce results when all other means fail.

Learn to give **POSITIVE** suggestions, create confidence in yourself, and your patients will have confidence in you.

Is it not surprising that every once in

a while an obscure country doctor springs into prominence because of the remarkable cures he performs? People from far and near crowd to him for treatment. Upon investigation it is found that he is no prodigy, knows no more, or maybe a great deal less than his investigators. The secret is that he has the confidence of the people. They believe in him; his word is law. Whatever he tells them is Gospel. He uses Suggestion, positive suggestion.

Everywhere you find people who would not trust a strange physician. They believe in their family doctor and will wait for him in spite of all advice to the contrary.

Proper suggestions used in connection with drugs is a wonderful aid in a great majority of cases of Functional Derangement. Arousing the patient's resisting powers by the positive assurance that he will get well, secures his co-operation. Never discourage a patient by telling him that there is no

hope because by so doing you knock all the props from under him.

Having read this work, you should understand what happens in the Subconscious Mind by detrimental suggestions.

Never allow your patient to lose confidence in you and no matter how difficult the case might be, do not tell him that if you cannot cure him, he cannot be cured.

Remember how many cases are constantly healed by Christian Science, that were pronounced incurable by Medical Science.

Christian Science is ABSOLUTELY NOTHING BUT SUGGESTION. Why don't YOU apply the principles laid down in this book? No one has a better chance than you, dear Doctor, to follow and practice the principles laid down by the MASTER HEALER, CHRIST.

THE LAYING ON OF HANDS

In Mark (XVI:18) we find this: "THEY SHALL LAY HANDS ON THE SICK, AND THEY SHALL RECOVER".

In Acts (28:8-9) it is recorded of St. Paul: "And it came to pass, that the father of Publius lay sick of a fever and of a bloody flux: to whom Paul entered and prayed and laid his hands on him, and healed him." "So when this was done, others also, which had diseases in the Island, came and were healed."

The power to heal seems to be multiplied by the use of certain physical means as by using the hands to lay upon the sick. This is also exemplified by Jesus of whom St. Matthew (13:58) says, "AND HE DID NOT MANY MIGHTY WORKS THERE BECAUSE OF THEIR UNBELIEF", except as St. Mark says (6:5); "HE LAID HIS HANDS UPON A FEW

SICK FOLK AND HEALED THEM." These passages refer to the Master's visit to His own home town. It was then that Jesus said unto them (St. Matthew 13:57) "A PROPHET IS NOT WITHOUT HONOR, SAVE IN HIS OWN COUNTRY AND HIS OWN HOME."

The fact that HE could not heal them by the Power of Suggestion alone, but had to resort to the LAYING ON OF HANDS, and succeeded in healing a few in this manner, pre-supposes a power stronger than the mental force alone. THIS IS TRUE.

The Student will remember that man is a TRIUNE BEING, composed of spirit, soul and body (Father, Son and Holy Ghost). Or, in other words, a spiritual, mental and physical force. We may employ through our Conscious Mind, any one of these forces separately, or all together. It is only natural to suppose that by using ALL in a COMBINATION, we can do GREAT-

ER things, than by using ONE of them alone.

Inasmuch as this book is not a THEORETICAL work on the subject in hand, but for the purpose of teaching the Student HOW to PRODUCE RESULTS, ACTUALLY, I shall refrain from going into minute details as to what the opinions of different scientists are regarding the efficiency of laying on of hands, and the explanation of the force emanating by way of the finger tips. To those who desire to know more about the theories regarding this force, I advise reading T. J. HUDSON'S WORKS, as I consider them the best in their line.

It shall be sufficient for me to say that: "THERE IS A FORCE WITHIN THE HUMAN BEING, AKIN TO A POWERFUL CURRENT OF ELECTRICITY AND IT IS CALLED MAGNETISM OR MAGNETIC FLUID", which emanates from the healthy person and transfers itself to

the sick body by THOUGHT-FORCE, or WILL-POWER of the Operator or Healer. This magnetic force can be seen under certain circumstances and is of a HIGH VIBRATORY CHARACTER. It acts as a powerful stimulant to a diseased part which is usually in a low state of vibration, by raising the vibration to normal. A large percentage of people notice this force coming from the healer. It feels to some like Pin Pricks when he lays or moves his hands over an exposed part of the body. Even when passing the hands over clothing, not too heavy, a prickling sensation is often felt.

This Magnetic Fluid or Electrical Energy is transferred to the sick by means of stroking movements of the hands over the exposed skin of the part affected. These movements are called "PASSES". Passes are made VERY LIGHTLY. No pressure is used. A mere touching of the skin, like a camel's hair brush would make when brushed

over the skin, is all that is needed. It is NOT massage, NOR physical manipulation.

All "Passes" must be made over the painful part or diseased area, from six to eight inches ABOVE the painful part in a downward fashion, and must be drawn off at some joint, like the elbow, the knee, the toe, the hand, the chin, etc. The hands should be shaken with a QUICK FLING at the end of each pass, in the same manner as you would flip some molasses from the tips of your fingers. Passes are ALWAYS made from the head downward toward the feet, never upward or toward the heart or head. REMEMBER THIS.

In making passes, use BOTH HANDS with fingers spread slightly apart. Pressure should be as described before. The movement should be nice and even, not too fast and not too slow. If passes around the heart become necessary, they must be made from RIGHT to LEFT. ALL circular

passes are made the same as the movement of the hands of a clock, FROM RIGHT TO LEFT. The reason for this is that circulation is moving in the same manner. Reversing the process would interfere with the Circulation or the proper activities of an organ. The only exception is in cases of Diarrhea, Flux, and afflictions of hyper-activity of the intestines, when, in order to stop it, reversed passes may be made. Also, in cases of profuse bleeding, when in order to stop it, passes should be made in a direction toward the head.

The hands must be DRY and WARM when touching the patient. Always warm them by RUBBING them TOGETHER, BRISKLY, and NOT by holding them over a fire or by heating them in hot water. There is only one exception to this rule and it will be explained later.

This force or magnetism thrown off by the hands has healing power ONLY when properly directed by the Mind.

Should you make passes over anyone for the relief of pain while thinking of SOMETHING ELSE, altogether, no results will be obtained. It is always under the direction of your WILL and only ACTS when directed by the same. Thus, if you mentally desire that by making passes the pain will leave, you are using MENTAL SUGGESTION plus a spiritual desire to help the sufferer, and the result will be perfect because you have utilized all the forces of the spiritual, the mental and the physical in one operation. In other words, you have TREBLED the power to heal.

To make it plainer: Always, while making passes, be sure to use your will and think earnestly that you WILL cure him, THAT YOU CANNOT FAIL. The secret of success in the laying on of hands is: FAITH, supreme SELF-CONFIDENCE, and a SINCERE desire to help your fellow man. Do not expect to cure everybody at once, but never give up. TRY

AGAIN. This is new to you and "Rome was not built in a day", but after you have relieved one or two cases, your confidence in your ability will be so great, that you will have very few failures. This demonstrates the fact that as you gain "FAITH" in yourself, you are creating MENTAL VOLTAGE or Push power and are thus able to send your mental suggestions with SUCH FORCE, supplemented by physical contact, to the Subconscious Mind of the patient, that a deep groove is made at once and IMMEDIATE REACTION takes place.

That more people are healed by using ALL the agencies in man is demonstrated by the fact that the MASTER in most of HIS cures, touched the sufferer and then told him in a very POSITIVE manner that he was healed. HE was using MAGNETISM plus MENTAL SUGGESTION plus VERBAL SUGGESTION, whenever possible. The principle underlying all however is

purely SCIENTIFIC and just as available today as then, and is pure and simple, "THE POWER OF SUGGESTION".

NO TREATMENT SHOULD LAST OVER TWENTY MINUTES. Also, no time can be set for a complete cure. Some cases are cured instantaneously, for others it takes longer. But never give up, you will get results when you least expect it. It depends a great deal upon the observance of the proper conditions by the patients, as well as the healer, as to how quickly the results will be obtained. Follow instructions in the next chapter and study this one thoroughly, and you are bound to succeed.

HEALING BY THE LAYING ON OF HANDS

I shall now give you specific instructions in a number of cases, such as I have practiced for twenty-two years, of healing by the above mentioned method. The conditions as I shall lay them down must be strictly adhered to.

What is needed before giving any treatment is perfect passivity on the part of the patient. Have him in a quiet room and allow no one else there, unless the patient is a child when the parent or other near relative may be permitted in the room. Or, if a young lady, very nervous, and it will quiet her to have a relative there, well and good. But you must caution these "outsiders" to be perfectly quiet.

Seat your patient, or have him on a couch or bed if the trouble is in the back or hips. Tell him to "CLOSE HIS EYES" and to "NOT OPEN THEM"



Illustration No 6

Correct Way of Treating Headache.
Read Instructions Carefully.

on "ANY ACCOUNT" until you give him your permission to do so. This facilitates concentration. Then tell him to relax all the muscles if possible and not to wonder what is going to happen. Advise him to try and think of nothing at all, to just LET HIMSELF GO. Give him to understand that it is up to you, now, and that you will soon make him better.

The following method for the treatment of headache should be memorized thoroughly, as it gives you the basic "MODUS OPERANDI" of all other ailments treated in this manner.

HEADACHE

Patient is seated in a straight chair facing AWAY from any light—gas, sun or electric. Find out where the pain is. Tell him to close his eyes, relax his muscles all over, and think of nothing. Tell him to KEEP his eyes closed. If the headache is in his forehead, place your left hand firmly across

the back of his head near the base of the brain and your right across his forehead, and press together firmly with an upward tendency. Do not relax this pressure for at least one-half to one minute. Then stand behind the patient and take both hands and start to make passes from the center of the forehead outward over the temples, and throw off.

I mean by "throwing off" to fling or snap your hands in such a manner as if you had some sticky substance on them and you wish to forcibly throw it off. This throwing off applies to all cases where passes are used.

After making twelve or fourteen passes, use the pressure again for one-half to one minute, then make twelve to fourteen more passes as described, throwing off at each pass with both hands. Then while standing behind your patient, tell him, with both hands still on his forehead, to take a DEEP breath through the nose, open his

mouth wide and expell it QUICKLY by that channel. While he is expelling the inhaled breath draw off your hands as directed previously over each side of the forehead at the EXACT moment, or as nearly as possible, as the patient finishes exhaling.

DO THIS THREE TIMES. Then take a towel, fan or newspaper and stand in front of him. Wave it up and down and say to him with all the positiveness at your command: "WHEN I COUNT THREE YOU MAY OPEN YOUR EYES AND YOU WILL FIND THAT ALL YOUR HEADACHE HAS DISAPPEARED. YOU ARE FREE FROM PAIN AND ARE FEELING FINE. ONE—TWO—THREE. NOW YOU ARE ALL RIGHT!"

As a rule his pain is gone. If some of it should remain, repeat the treatment at once. The time for a headache treatment should not exceed ten minutes.

If the headache is on the top of the head, press both sides of the head (temples) together and make passes from top of head down over the temples; if in the back, press as at first instructed, but make passes from top of head down over seat of pain to shoulders, and throw off same as previously instructed.

If the patient is a lady, have her take down her hair as you might hurt her by pressing a hairpin in her scalp.

When you can relieve headache, you will be able to relieve almost any kind of pain instantly. I have found this curing of headache to be the best exercise for the beginner as it is easily done and gives the Student a great amount of CONFIDENCE and that is absolutely needed for SUCCESS.

If your patient should get sleepy while making passes, or actually go to sleep, do not be alarmed but simply clap your hands together and say: "ALL RIGHT! WAKE UP! YOUR



Illustration No 7
Treating Toothache by Means of
Laying on of Hands and the
Use of Hot Breath as
Per Instructions

HEADACHE IS GONE." Make a few passes UPWARDS, without touching the patient, from the waist up to over the head, which will dispel any drowsiness.

TOOTHACHE

Seat your patient as previously directed. Have him close his eyes. Find out where the aching tooth is. Start to make passes from above the seat of pain, draw down over the aching tooth and throw off at the chin. Fling off same as in headache. Make twelve to fourteen passes, then take a cloth or handkerchief, fold it two or three times and place it on the seat of pain, and blow hot air through it on to the bad tooth three times. NEVER USE SILK.

In blowing hot air, go about it in the following manner: Inhale through the nose and exhale through the mouth slowly in the same manner as when you

try to melt ice and make a hole through a frozen window pane. Form your lips like the letter "O". Do you get the idea?

Place your lips on the cloth and force this breath through the cheek and it will reach the seat of pain O. K. Then remove cloth and make twelve to fourteen passes again then use the hot breath again, three times as before. Then have patient take a deep breath three times and while he does so, you draw off fingers as described in headache.

Finish up the same way except to say that "YOUR TOOTHACHE IS GONE" instead of headache. Of course, if the nerve is exposed, it should be taken care of by a dentist.

NERVOUSNESS

In case of nervousness, where there is no pain, have the patient lie on his face, and make passes all the way down

both sides of the spine, commencing on the top of the head and throwing off at the heels. This should be done in contact with the skin or over thin sheeting. Finish the same as directed in Headache.

RELIEVING PAIN

All manner of pain is relieved by a combination of passes over the afflicted part, hot breath and suggestion. Simply use the directions given as to the proper conditions for the treatment. Always make passes first, then use hot breath as directed in "CURING TOOTHACHE" and finish up with the Suggestion as in Headache.

The greater the FAITH in your ability to relieve pain, the greater your success.

GENERAL ADVICE

At the risk of repetition, I shall again call the Student's attention to

some conditions necessary to success.

If your patient is discouraged by not having received any relief from medicine, cheer him up, tell him that you have cured worse cases than his and you feel sure you can cure him. GET HIS CONFIDENCE. The Master always did. Witness (Matthew 9:28) when He said to the blind man. "BELIEVE YE THAT I AM ABLE TO DO THIS?" He required and obtained his faith and healed him.

Make him like you. Let no one butt in on the conversation with your patient, but ask anyone who happens to be there, to retire until you are through with your patient. Remember that even the MASTER always chased people away from the sick until the Cure was complete. Then HE always told the one HE cured to go forth and TELL NO ONE.

HE knew the law of suggestion and the adverse conditions created by unbelievers and scoffers, and the influence

such people had if they were allowed to talk to and ridicule the person made well by HIM immediately after the cure.

So be sure to tell your patient to say nothing of his cure to anyone who may be skeptical or who would ridicule, because they do not understand. If he is among friends who are in sympathy with him, then the danger of adverse suggestion is eliminated.

A L W A Y S R E M E M B E R T H E F A C T T H A T : " S U G G E S T I O N C A N M A K E Y O U W E L L A N D S U G G E S T I O N C A N M A K E Y O U S I C K . T H E L A W W O R K S B O T H W A Y S . "

RHEUMATISM

Seat the patient or have him lie on a bed or couch, all depending on the seat of the trouble. Have him close his eyes as directed and relax all over. If the pain is in the elbows, start your passes from the shoulder down, for five minutes, over the seat of pain and in con-

tact with the bare skin, to the finger tips and throw off. Then use hot breath three times on the seat of the pain, use passes again for five minutes, then hot breath again three times through cloth; then finish up with passes in connection with the three deep breaths taken by the patient as previously described.

If the pain is in the knee, start eight or ten inches above it and throw off at the toes. Finish the same way.

Have patient drink plenty of water during the day.

Always have your hands warm before touching the bare skin of a patient, because if they are colder than his body, it will produce a disagreeable shock. Warm them as previously instructed.

INFLAMMATORY RHEUMATISM

In this disease it is essential to remove all clothing covering the parts affected.

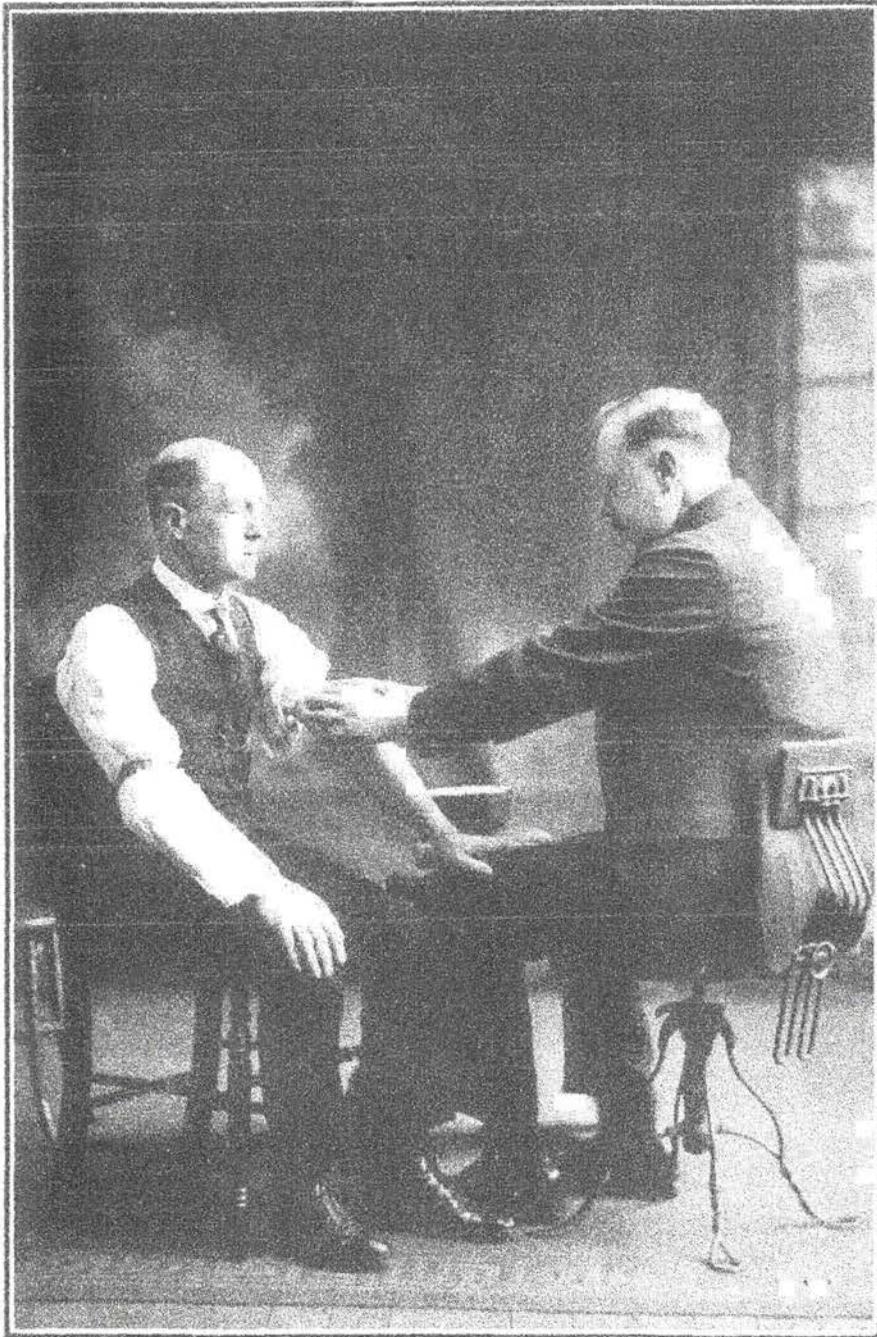


Illustration No. 8

Treatment of Inflammatory Rheumatism. Note Bowl of Water Also Read Instructions Caretully.

Seat or have the patient lie down. Proceed according to general directions, then get a basin of water, not too cold, just from the faucet, and whenever you finish a pass, dip your fingers in it before making another pass. Do not wet your fingers until you have made eight or ten passes with the fingers dry to accustom the painful, swollen or inflamed parts to your touch.

Then go on as previously directed and wet your hands, making passes over affected parts for ten minutes. Then use hot breath over seat of pain. Then make passes again for five minutes. Use hot breath again and finish treatment the same as in headache.

This is the ONLY disease where the hands are used wet.

Treat daily until swelling is reduced, then about three times per week until cured.

ALWAYS USE HOT BREATH IN PAINFUL CONDITIONS.

NEURALGIA

Use same treatment as in toothache.

EARACHE

Use general directions. Passes, first around the ear affected, then blow hot breath into the ear. Throw passes off at shoulder point.

The worst cases are instantly relieved.

HEART TROUBLE

Use general directions. Blow hot breath over the heart. Make passes over same and throw off at left side, for ten minutes. Then use hot breath again and finish with passes as given in the treatment for Headache. Treat every other day.

General directions are given under the treatment for headache as to the starting and finishing of the treatment by this method for all diseases. Read it again and again. Familiarize yourself with it thoroughly.

EYE TROUBLE

Painful, aching, inflamed eyes, also weakness, astigmatism, near and far-sightedness, respond readily to this treatment. Use general directions. Then make passes with one finger of each hand over the eyelids TOWARD the nose, for a few minutes, then use hot breath, then passes again, then hot breath, and finish up same as in headache.

Many a sight has been restored by this treatment, all depending on the Faith and Sincerity of Purpose of the healer and the patient.

GENERAL DEBILITY

Have your patient lie on his stomach at first and make passes from the top of the head down the full length of the spine, then draw your hands across the kidneys and down along each leg to the heels and throw off. Make passes for ten minutes and increase the speed

gradually. Then turn the patient on his back and make passes from the shoulders down, first over body to toes, then over arms to finger tips and shake off, for ten minutes.

This treatment should be given when patient is in bed, and the following morning, he will, in nine out of ten cases, be 75 per cent improved.

FEVERS

Fever of any kind can be reduced at once by this method. Place your right hand on the patient's forehead for a few minutes, then make passes down over the body to toes and throw off, for ten or fifteen minutes. Tell him when he opens his eyes that the fever has left him and that he feels much better.

In all cases, direct your Will to your work and earnestly desire to help and relieve the sick and you will be rewarded beyond your fondest DREAMS.

CONGESTION OF THE LUNGS

Bronchitis, and other afflictions like asthma, etc., will respond wonderfully well to the laying on of hands. Start your passes from each side of the neck and draw fingers down over lungs and throw off at hips, for twenty minutes, no longer. Treat daily until relieved.

Start and finish same as in headache.

TREATING CHILDREN

Treat children in the same manner as grown-ups. They respond readily to this method and also to suggestion. Their Subconscious Minds are very susceptible to Suggestion, having no previous, preconceived ideas to overcome. The best time to treat a child is when it is asleep, unless the case demands immediate attention, like toothache, earache, etc., when the treatment mentioned should be applied at once. Otherwise go to the child's bedside

when it is asleep, touch it lightly and give Suggestions in an undertone, to counteract every symptom of which the child complains. If there should be a tendency for the youngster to awaken, desist for the time being, but if not, talk to it for at least five to ten minutes.

Remember, you are sending Thought-vibrations to the child's Receiving Station and it accepts them as true. Try it on your child. **IT WORKS.**

TREATING HABITS

There is no difference in treating habits than in treating diseases, except that passes need not be used. Suggestions to counteract the habit are practically all that are needed. Of course the patient must evince a **DESIRE** to be **CURED**, otherwise the result will be in doubt by this method of treatment.

You will never cure anyone of a habit **AGAINST** his will. The essential part is to repeat each suggestion **VERY POSITIVELY** many times, as suggestions gain in strength with each repetition. So many students think it superfluous to repeat a suggestion more than once or twice, and the result is that they fail. Patience and not haste is the essential requirement for successful treatment of vicious and other habits.

DRINK HABIT

Although we have Prohibition now, there is still plenty of "booze", espec-

ially moonshine to be had and from appearances of people on certain nights in cities where I have been one is led to believe that the Eighteenth Amendment is a joke. Therefore it will not be amiss to include a mode of treatment for the drink habit. About a year ago a gentleman came to me to be treated for alcoholism. He said that he had been drinking better than a quart of whisky per day for over a year and as a consequence had not been able to work at all. He realized in a hazy way that it was ruining his career, hence the request.

After seating the gentleman comfortably I told him to relax as much as he could, to close his eyes, and to listen to what I had to say. I started by telling him of the ultimate outcome if he kept up his drinking, then described the joy of his family and the appreciation of his friends and business associates if he stopped drinking. I appealed to his pride and ambition and painted a bright

future for him. Then I placed my right hand on the top of his head, with the thumbs resting on his forehead, touching the bridge of the nose, and said as follows:—

“MY FRIEND, FROM NOW ON YOU WILL ONLY DRINK ONE-HALF OF WHAT YOU HAVE BEEN USED TO DRINKING. IF YOU DRINK ONE GLASS MORE IT WILL TASTE LIKE VINEGAR TO YOU. YOU CANNOT DRINK MORE THAN THAT. EVERY DAY YOU WILL CARE LESS AND LESS FOR WHISKY. YOU WILL LEARN TO HATE IT. IT WILL MAKE YOU SICK TO DRINK IT. YOUR CRAVING FOR LIQUOR IS LEAVING YOU. YOU CAN GET ALONG WITHOUT IT EASILY. YOU WILL LOSE ALL DESIRE FOR IT. YOU WILL NOT BE NERVOUS WHEN YOU STOP DRINKING. YOU WILL SLEEP WELL NIGHTS AND YOU WILL

NOT CRAVE LIQUOR IN THE MORNING. YOU WILL DRINK AT LEAST A GALLON OF WATER EACH DAY.”

I repeated these suggestions for fifteen or twenty minutes. I did not tell him to stop at once but reduced his allowance every day for three or four days or a week. Then I told him positively that he did not care for the stuff any more at all.

This man has stopped drinking, started in business again, out in Oregon, and is on the high road to prosperity.

This is only one example of several hundred I have cured of the drink habit.

YOU can do the same for others.

MORPHINE AND COCAINE HABIT

Use the same method only fit your Suggestions to the dope instead of the whisky. Reduce the dose gradually and a cure will follow.

CIGARETTE HABIT

Seat your patient the same as described. Then tell him the consequences. Then suggest the bright side of life to him and start by giving him suggestions as follows:—

“MY FRIEND, FROM NOW ON YOU WILL HATE THE SMELL OF A CIGARETTE. YOU WILL NOT BE ABLE TO SMOKE THEM ANY MORE. TOMORROW YOU WILL SMOKE ONLY ONE-HALF THE USUAL AMOUNT AND YOU WILL FEEL PERFECTLY SATISFIED. YOU WILL NOT GET NERVOUS AS YOU DECREASE YOUR AMOUNT BUT YOU WILL COMMENCE TO FEEL BETTER EACH DAY, THE LESS YOU SMOKE CIGARETTES.

After you have gradually reduced the number of cigarettes per day to the minimum, tell him at his last treatment:—

“THE NEXT TIME YOU TRY TO SMOKE A CIGARETTE IT WILL MAKE YOU VOMIT. YOU ARE THROUGH WITH CIGARETTES FROM NOW ON.”

Give these Suggestions POSITIVELY for ten or fifteen minutes daily until cured. I have cured hundreds of cases in my Public Healings.

TOBACCO HABIT

Tobacco habits in any form are treated in the same manner as Cigarette Habits. If the person is addicted to chewing excessively decrease his allowance to one-half the first treatment. On the second or third treatment tell him that he does not care to chew any more at all and that if he takes another chew of tobacco it will make him deathly sick. Should he wish to stop smoking, give suggestions similar to the above, changing them so as to fit the smoking instead of chewing.

You may stop one from cigarette smoking, and still let him smoke cigars, or you may stop him from cigars and still let him smoke a pipe. Or you may stop him from all tobacco; it depends on the patient.

Of course you have POWERFUL CO-OPERATION by the patient's WILLINGNESS to be cured.

STAMMERING

This is a Habit acquired in youth by hearing someone else stammering, or the result of a fright, dream or accident in later life. It may also be the result of timidity, bashfulness, etc. Whatever the cause, the remedy is the same as long as the vocal organs are organically perfect.

No medicine on earth will cure stammering, yet it is easily overcome by Suggestive Therapeutics. No set time can be given for a cure. Some will respond in a few treatments, others may

take several months depending a great deal on the age of the patient and the length of time since the habit was first started.

To cure a stammerer requires tact and patience on the part of the healer. Notice the words the patient hesitates on. Then have him take a seat and tell him to close his eyes and relax as much as possible. Next, make him repeat the difficult words after you and you will find that in nearly all cases he will repeat them without hesitation at all. When that happens, call his attention to this and tell him how easy it is to speak correctly. He will at once see the point and from then on he will help you greatly because Confidence is being restored to him. Then say to him:

NOW, WHEN I COUNT THREE,
YOU MAY OPEN YOUR EYES
AND YOU WILL FIND THAT YOU
CAN SPEAK THESE WORDS
WITHOUT ANY DIFFICULTY AT
ALL. EVERY DAY FROM NOW

ON YOU WILL SPEAK PLAINER AND BETTER AND IT WILL BECOME EASIER FROM NOW ON TO ADDRESS PEOPLE.”

“ONE — TWO — THREE. ALL RIGHT! Now you can open your eyes.”

When he has opened them, make him repeat the difficult words and you will find that he can say them fine.

Never try to hurry a case of this kind. You must take only one or two difficult words at a time. Have patience and give daily treatment and give Suggestions constantly to the effect that it will be easy for him to speak plainly.

ALL HABITS CAN BE CURED

I shall enumerate a few habits and psychic disturbances that can be greatly benefited and, in the majority of instances, entirely cured—drug habits of any kind—worry — melancholia — abnormal fears — mental delusions—and

other derangements of the mind—loss of voice—stammering — stuttering, etc. — kleptomania — mania for lying — bragging — infatuation—moral perversion — onanism—drink habit—tobacco habit—snuff habit, etc.—nervous troubles — epilepsy — St. Vitus dance, etc., bed wetting — clay eating—swearing—gambling—bashfulness — stubbornness, etc.

All these are easily cured by applying the Suggestion to suit the case. Go about it in the same general manner as told in the case of DRINK HABIT, but vary the Suggestions to suit each case. The amount of good accomplished is not easily overestimated.

HEALING BY THOUGHT TRANS- FERENCE

Healing by absent treatment or Thought-transference was practiced by the MASTER on numerous occasions, St. Mark (7:24-30) reports the case of the Greek woman who came and besieged the MASTER to drive out the devil that had possession of her daughter at home. Reluctantly, and only because the woman persisted, and showed great faith in HIM, was He moved to say to her:

“FOR THIS SAYING, GO THY WAY, THE DEVIL IS GONE OUT OF THY DAUGHTER”. When the woman returned home, she found the daughter well.

Another case is reported in Matthew (8:5-13). When Jesus was entering Capernaum there came to him a Centurian, beseeching him and saying,

“Lord, my servant lieth at home sick of the palsy, grievously tormented”. And Jesus sand unto him, “I will come and heal him”. The Centurian answered and said “Lord, I am not worthy that Thou shouldst come under my roof, but speak the Word only and my servant shall be healed.” When Jesus heard of it, he marveled and said to them that followed, “VERILY, I SAY UNTO YOU, I HAVE NOT FOUND SO GREAT FAITH, NO, NOT IN ISREAL.” Unto the Centurian he said, “GO THY WAY: AND AS THOU HAS BELIEVED, SO BE IT DONE UNTO THEE”. And the servant was healed in the self-same hour.

These cases demonstrate the fact that Jesus understood the Law of Telepathy of Thought-transference, fully. It appears that in either case the cure was accomplished by means of the mental mechanism of the one PRESENT who KNEW the SUFFERER.

Absent treatment cannot be given

with any assurance of success unless you know the person you are treating, or you have a photograph of him. But, as in the case of the Greek woman's daughter and the servant of the Centurian, THEY both KNEW the patients and the message of healing was sent by and through the Mental Wireless of them, to the patients. In other words, the message was relayed in this manner. (Read the Chapter on Telepathy again).

Of course FAITH enters into healing by telepathy with even greater force than healing by personal contact. Therefore if you wish to heal by Absent Treatment, be sure and practice the Exercises given. They will create FAITH in you. Then it is not so difficult if you follow directions.

The Centurian had FAITH that if the MASTER only spoke the word, his servant would be well. All he was waiting for was the "WORD". In other words, his mind was PREPARED to

send the healing message to his servant as soon as Jesus said the "WORD". Therefore the comment of Jesus, "Verily, I say unto you, I have not found so great a faith in Israel".

If the Student has followed closely the chapters in this book he understands the Power of Thought and the underlying principles, so I shall not repeat what has been given but will give some examples of how to give Absent Treatments.

In the first place, you must know the patient or somebody closely connected with him, or have a photograph of him. This is for the purpose of knowing WHERE TO DIRECT your wireless message. If you know nothing about the patient you are about to treat, you surely do not expect any results. Man is so far the ONLY Wireless Instrument that can direct and confine his messages to an Individual Receiving Station. But he must know where the station is. Indiscriminately sending

out healing thoughts affect nobody.

Distance does not make any difference. One mile or one thousand miles is all the same. It works on the principle of wireless telegraphy or the radio-phone. All that is required is that the patient be **PASSIVE** or "**EN RAPPORT**" with the healer, when treatment is given. Therefore it is always best to give your patient a **SPECIFIED TIME** to relax himself **MENTALLY** as well as **PHYSICALLY**, in order to receive your Mental Suggestions.

Unless you know your patient by sight, it is best to have a photograph of him.

Place this photograph on a stand in front of your chair in a quiet room. This must be done at the **EXACT** time that your patient is sitting down or lying on a couch or bed and is relaxing.

Look at the photograph for a few minutes, recall the trouble or disease your patient is afflicted with, and give sug-

gestions VERBALLY in an undertone to it. Talk to the photo very POSITIVELY as if the patient were ACTUALLY in front of you, sitting or lying there. Give suggestions to counteract every symptom he complains of, the same as in SUGGESTIVE THERAPEUTICS.

If sufficient Mental Voltage or Faith accompanies the effort, you will be surprised at the results.

If you desire to heal anyone without their knowing about it, give your treatment when they are ASLEEP. The Conscious Mind is at rest in natural sleep and your Thought-vibrations will reach their Subconscious Mind without any difficulty. Of course in a case of this kind you must not look for gratitude, because they will ascribe their change for the better to everything else but the true cause.

In the same manner you can change the character of a person to what you want it to be, or can cause them to do

what you want them to do, providing it does not conflict with their natural settled characteristics. I mean by this that you cannot make them do something dishonorable or immoral, unless they are naturally so inclined. So do not attempt anything of the sort. "DO UNTO OTHERS AS YOU WOULD BE DONE BY."

Some of the most marvelous cures have been performed by THOUGHT-TRANSFERENCE. You have the key to it. YOU CAN DO IT ALSO.

WHO MAY BE A HEALER?

I have often, after my Public Healings, been asked this question: "Is it necessary to be a doctor to heal others by Mental Means?" To all these I have replied: "ABSOLUTELY NOT!" In fact it is a disadvantage to know anything about the Pathology of Disease.

The Master selected HIS disciples from the most ignorant, uncultured and uneducated of people. HE had good and scientific reasons for doing so. Mental Healing is accomplished by means of the action of the Subconscious Mind solely. The instrument of healing is within each one of us and responds to the stimulus set up by the Conscious Mind, backed up by will-power and faith. This as you know is Voltage or Push Power. The "STIMULUS" is suggestion. Healing takes place "ONLY" when the Subconscious Mind is reached by suggestions with sufficient power or faith back of them.

Therefore those who have never studied Anatomy, Physiology, Pathology, are better qualified to employ faith to heal than the physicians. The doctor who knows the pathology of cancer, tumors, tuberculosis, paralysis, rheumatism, is always handicapped by PRECONCEIVED IDEAS as to the curability of a certain disease. There is not a doctor in the world who would concede that leprosy can be cured by any means. Yet the MASTER cured it. But the MASTER knew nothing of Pathology. HE simply had FAITH that the instrument within the leper would heal him. "ACCORDING TO THY FAITH", etc. HE had NO preconceived idea to handicap HIS faith. GET THE POINT?

As explained in other chapters, Faith is the main requisite to heal others as well as yourself. Therefore, the LESS the HEALER KNOWS ABOUT DISEASE and its PATHOLOGY the LESS will his FAITH be

SUBJECT to ATTACKS of DOUBT, and the BETTER HEALER WILL HE BE.

Thus, if the healer is attempting to treat a case of supposed cancer and he believes that cancer is INCURABLE, owing to previous education and consequently preconceived ideas from college, he will not heal the patient. The faith has been shattered and what the healer does not believe himself, he cannot make the patient believe. Faith, as has always been emphasized by Jesus, is the only essential to heal and He required faith from the patient as well.

The MASTER also never inquired as to the cause of the trouble. HE always treated the symptoms only. And HE was right in doing so because when a symptom is removed, the conscious awareness of the disease is gone and the subconscious mind removes the cause automatically.

I have demonstrated this fact in thousands of cases of pain, neuritis,

rheumatism, headache, neuralgia, paralysis, etc. For example: A patient goes to a doctor with a terrific pain in his shoulder. The doctor, who by some means or other, except narcotics, is able to remove that pain then and there, sends the patient home happy and contented. He thinks no more about his shoulder and consequently is well. The symptom has been removed, irrespective of the cause which produced it. The minute the symptoms are gone, the minute he stops worrying about being sick.

If you, dear Student, never have any pain or discomfort of any kind you naturally do not think yourself sick, because you are perfectly well, but let anything disturb this tranquility, and your mind tells you: "I AM SICK", and the more you think about it the worse your trouble becomes. When the symptoms of pain or otherwise, disappear, the patient is either well at once or on the high road to health.

Hence, the less you know about disease, the less you are handicapped by doubts and the better your chances are for success. All you need is SINCERE DESIRE to help the sick, with plenty of confidence in yourself and your ability to help him. In other words, all you need is FAITH. Remember: "TO HIM THAT BELIEVETH ALL THINGS ARE POSSIBLE."

HEALING BY AUTO-SUGGESTION

Auto-Suggestion has been given its share of attention within the last year, owing to the world-wide publicity accorded MONSIEUR EMILE COUE', of Nancy, France. Everybody, young and old, knows the phrase he made famous. "Day by day in every way, I am getting better and better".

In my first book of 1912, entitled "PRACTICAL HYPNOTISM", I used similar phrases for Self-Healing. This book is being sold all over the world, by mail only. AUTO-SUGGESTION is the MOST POWERFUL system of healing ONE'S SELF. It is THAT which is suggested by our CONSCIOUS MIND to our SUBCONSCIOUS MIND, of all that the former sees, hears, feels or perceives, Physically, Mentally or Spiritually.

All of this is stored up in the Subconscious Mind and either acted upon AT ONCE, at some FUTURE TIME, or left dormant.

If the suggestion is made by the Conscious Mind to its own Subconscious Mind in a very POSITIVE manner and with ABSOLUTE FAITH and CONFIDENCE of the real self back of it, the REACTION is PERFECT. In other words, the Thought-vibrations set up by the Conscious Mind are taken up by the Subconscious Mind and acted upon, and it will act absolutely in conformity with the thought sent it by Desire, or Will, or Reason. Whatever the thing imaged by the Subconscious Mind, due to suggestions from the Conscious Mind, it will be acted upon exactly as desired.

The Student will remember that: "THE SUBCONSCIOUS MIND IS CONSTANTLY AMENABLE TO THE POWER OF SUGGESTION FROM ITS OWN CONSCIOUS MIND AND BELIEVES ALL THINGS TOLD IT". "IT HAS CHARGE OF ALL FUNCTIONS.

SENSATIONS AND CONDITIONS OF THE BODY.”

Therefore, WHATEVER suggestion by ONE'S OWN Conscious Mind is made to it, it will be acted upon as desired, providing the suggestion is made with SELF-CONFIDENCE, FAITH and a firm belief that it will be carried out.

Remember, Faith is Mental Voltage or Push Power and COUE' constantly makes the statement that faith or confidence is necessary for the efficiency of his Formula. But he NEGLECTS to teach the creation of Faith. This is one of the reasons why I have met so many people for whom the formula did no good. THEY LACKED FAITH.

An Auto-Suggestion must be made SINCERELY, POSITIVELY, EARNESTLY and in the FULL BELIEF that it will take effect. If this cannot be done, then it is only time wasted.

Another enemy to Auto-Suggestion is EFFORT. Mental laziness has ever

been the stumbling block to man's progress. And yet, it requires so little time, ten minutes at night and about five minutes in the morning. Fifteen minutes per day to change from Illness to Health is surely worth one's effort.

Auto-Suggestion is also the cause of much sickness, misery, unhappiness, poverty, etc. This is because, as our CONSCIOUS or Reasoning Mind THINKS (and that is always a suggestion) so does our Subconscious Mind ACT.

On the other hand it is the secret of success, prosperity, wealth, happiness, achievements, etc. The Subconscious Mind is the Soul or the Creative Force in man. It is also the seat of emotion and imagination. The IMAGE of ALL that the CONSCIOUS MIND SEES, HEARS OR PERCEIVES is reflected on the Subconscious Mind. This I would call an INVOLUNTARY-AUTO SUGGESTION.

These involuntary Auto-Suggestions

continuously sent to the Subconscious Mind set up a HABIT or in other words, a FIXED IMAGINATION. This FIXED IMAGINATION may be very HARMFUL to our physical as well as mental well-being, or it may produce HEALTH, WEALTH, HAPPINESS.

It is true that as "Coue" says, the Imagination always governs the Will, but it is only true in people who have never developed Will-power and Self-Confidence. The proper education of the "WATCHMAN" or Conscious Mind will prevent these detrimental suggestions from reaching the Subconscious Mind. (Read again the chapter on Conscious and Subconscious Mind).

The imagination can be made to become subservient to the Will or Conscious Mind of anyone. THIS WILL STAND NO REFUTATION. Witness the structural iron worker who climbs up on the steel beams twenty-five stories in the air with only a slender hold between him and the earth. His

imagination is ABSOLUTELY under control of his WILL. If it were not so, he would, upon looking down to the ground, become dizzy, picture himself as falling, and take a tumble. The same way with brick-layers, carpenters, steeple-jacks, etc., who climb to great heights.

They did not acquire this SELF-CONFIDENCE all at once. I know a steeple-jack, a brother-in-law of mine, who, when he used to see another climbing to great heights, would say to himself: "I CAN DO THAT, TOO. I AM NOT AFRAID OF FALLING. I CAN BEAT THAT FELLOW." He was at first a structural iron worker and became gradually used to being up high. He knew nothing of the Force of Auto-Suggestion. So I am safe in saying that what he said to himself was an INVOLUNTARY AUTO-SUGGESTION which controlled his imagination with reference to falling, absolutely HE SUCCEEDED.

He could have used CONSCIOUS or VOLUNTARY Auto-Suggestion and produced the same results. To use an Auto-Suggestion "CONSCIOUSLY" or in other words "PURPOSELY" with a DEFINITE INTENT to bring about a certain thing is the surest method to train the imagination.

Imagination ONLY gains the upper hand in people who are negative, vacillating, without will-power and have a "wish-bone" where a back bone ought to be. People who have acquired Self-Confidence, Will-Power and Faith have trained the Conscious Mind or Watchman, so that he will prevent harmful suggestions from reaching the seat of the imagination or Subconscious Mind.

Always recall the fact that "THE SUBCONSCIOUS MIND ACCEPTS ALL SUGGESTIONS AS TRUE", no matter how ridiculous or harmful they are.

That is the reason we must start and

re-educate the Conscious Mind, so that it may perceive dangerous ideas or suggestions that come to it from ANY SOURCE and is thereby able to stop them from reaching the Subconscious Mind.

Fear and worry are nothing but manifestations of a weak or negative will. They are suggestions so harmful that they are the cause of the premature death of more people than all the wars and pestilences in the whole history of the world. They are the most dangerous of all "INVOLUNTARY AUTO-SUGGESTIONS". They are usually super-induced by someone else.

Experienced physicians will tell you that in cholera epidemics a large proportion—sixty per cent—of the cases are the result of "fear" or auto-suggestion. All the symptoms are identical with the typical Asiatic Cholera except perhaps the absence of "BACILLI". The percentage of death is even greater

in these cases than in the genuine infection.

It is also a well known fact that in case of a convalescence from any disease, the doctor will prescribe a certain diet by telling the patient that certain foods are harmful, indigestible, etc. The patient after recovery remembers the forbidden articles of food mentioned by the physician and refuses to eat them. If he does eat them, he is troubled by stomach disturbances. This is because his Conscious Mind was negative and he accepted the doctor's suggestion as Gospel, transformed it into an Auto-Suggestion and his imagination pictures to himself the dire results if he eats them.

Many people suffer constantly because someone told them not to eat this and not to eat that. Some people believe that HARD BOILED EGGS are difficult to digest and are constipating, and that milk is the same. Those who believe so dare not eat the eggs or drink

the milk. This is positively foolish because we know absolutely that hard boiled eggs are one of the easiest digestible foods and anything but constipating. People who do not believe that milk acts as told above, say that it is a laxative. So you see it is all in how your imagination tells you.

It is a fact that whatever you are told to look for and expect, and you believe it by suggesting it to yourself, will come to you. However, the same force that is capable of inducing a mental condition unfavorable to you, is also capable of preventing disease or harmful conditions.

The power to produce disease is also equal to the task of healing diseases, conditions being simply reversed.

Auto-Suggestion is, therefore, the mental energy which is capable of inducing, preventing or healing disease.

Not long ago a woman was brought back from Saranac Lake to New York City, to die of tuberculosis. She was

not able to walk and the doctors gave her a few weeks at most to live. Her husband got hold of one of Coue's books and gave it to her. She read it and became enthusiastic and said to her husband: "I AM NOT GOING TO DIE". She started to practice this formula with ABSOLUTE FAITH. In six weeks' time she was able to walk outdoors five miles per day with her husband. She is well today. The spirit of "I WILL" and "I CAN" is a powerful force or suggestion to one's own Subconscious Self and NEVER FAILS to produce the desired result.

I know a man who had been paralyzed for many years in the lower limbs. He moved around on crutches and thought he could not walk. One day while out on a ranch watching a bee-hive the bees became angry and got after him. A dozen or more stung him and the pain became so great that he forgot he could not walk and got up from the bench where he was sitting,

and started to run away from his tormentors. Of course he could not run very far before he fell down, exhausted. When his sons found him, he was all swollen from the stings of the bees, but he got up and walked home. What happened here was that his imagination told him to run away from the bees. It made him forget momentarily that he was paralyzed and showed him that he was only in that condition because he believed so.

I could of course enumerate thousands of examples of cures by Auto-Suggestion, but that is not the purpose of this work.

I will now give you specific instructions as to how to use this force for yourself.

The basic law of Auto-Suggestion is that "every idea which enters the Reasoning Mind, if it is ACCEPTED by the SUBCONSCIOUS MIND, is TRANSFORMED by it into REALITY".

Voluntary or conscious auto-suggestions should be made to one's self just before retiring at night, and in the morning. They may be made sitting by yourself in a darkened room, or when actually in bed. If you share your bed with someone else, then be sure to go by yourself into another room before starting on them. The reason for this is that I want you to speak the suggestions out loud so that you can hear them, and that would be embarrassing if someone else is in bed with you.

The reason for speaking the suggestions out loud is explained in the chapter on 'Concentration'. It facilitates the latter. **THE EYES SHOULD BE CLOSED.** Sit down or lie down as the case may be.

Suppose you wish to treat yourself for one particular trouble. In a case like that, we use what is called "specific suggestion." If you have trouble with your stomach, use this formula:

"FROM NOW ON MY STOMACH

WILL GET BETTER. MY FOOD WILL DIGEST PROPERLY. MORE BLOOD WILL FLOW TO MY STOMACH AND MY FOOD WILL AGREE BETTER WITH ME. IT WILL GET STRONGER AND STRONGER EACH AND EVERY DAY. THERE WILL BE NO MORE GAS FORMING IN MY STOMACH TO BOTHER ME. MY APPETITE WILL INCREASE. I AM GETTING BETTER AND BETTER EVERY DAY.”

If you are sitting up, repeat these suggestions for ten minutes, if in bed, until you fall asleep. Let no other thoughts enter your mind while doing so. Say them over and over in a nice, easy manner and when finished, forget about them and go to sleep.

Suppose you are constipated, say to yourself something like this:

“MY BOWELS WILL MOVE PERFECTLY NORMAL IN THE

MORNING. I SHALL HAVE NO MORE TROUBLE WITH THEM. THEY WILL ACT PERFECTLY FROM NOW ON."

Repeat as directed at night only.

If you have rheumatism:

"MY PAIN IS GOING TO LEAVE ME FROM NOW ON, MORE AND MORE. MY LIVER, KIDNEYS, BOWELS, LUNGS AND SKIN ARE STARTING TO THROW OFF THE POISON IN MY SYSTEM. I AM GOING TO GET WELL. I AM GETTING BETTER AND BETTER EVERY DAY."

Repeat as directed night and morning.

If you are paralyzed.

"FROM NOW ON I SHALL HAVE BETTER CIRCULATION IN MY LIMBS (or arms, as the case may be) AND THEY WILL GET STRONGER AND STRONGER EVERY DAY. I WILL SOON BE

ABLE TO WALK AGAIN. I AM GETTING BETTER AND STRONGER ALL THE TIME.”

Repeat night and morning as directed.

Whatever disease you may have and you wish to treat it specifically, simply fit the suggestion to suit the case and do as directed.

Suppose you wish to improve your memory, that is the CONSCIOUS MEMORY:

Sit down as previously instructed and say to yourself:

“FROM NOW ON MY MEMORY WILL IMPROVE. EACH DAY IT WILL BECOME BETTER AND BETTER. IT WILL CONTINUE TO IMPROVE DAILY. I WILL CONCENTRATE MY MIND BETTER. I CAN RETAIN EVERYTHING I READ. MY MEMORY IS POSITIVELY IMPROVING.”

If you are nervous, say this to yourself:

‘FROM NOW ON ALL MY NERVOUSNESS WILL DISAPPEAR. I SHALL HAVE PERFECT CONTROL OVER MY NERVES. THEY WILL NOT BOTHER ME ANY LONGER. I WILL FEEL PERFECTLY AT EASE AND HAVE ABSOLUTE CONTROL OVER MY NERVES. I AM GETTING BETTER EVERY DAY.’

If your eyesight is poor:

“MY EYES ARE GETTING STRONGER. MORE BLOOD WILL BE BROUGHT TO THE OPTIC NERVE WHICH WILL STRENGTHEN MY EYES. I SHALL HAVE PERFECT EYESIGHT AGAIN. THEY ARE GETTING BETTER AND BETTER EACH AND EVERY DAY.”

If you wish to cure yourself from smoking:

“FROM NOW ON I WILL NOT SMOKE ANY MORE. I DO NOT LIKE TOBACCO. IT IS INJURIOUS TO MY HEALTH. I CAN REFRAIN FROM SMOKING WITHOUT ANY TROUBLE. MY WILL-POWER IS STRONG.”

Any disease, habit, deficiency or hobby can be eliminated or corrected in this manner. All you have to do is to word the suggestion to fit the case. It will require a little practice, but after you have cured yourself of a few minor troubles, it will become easy.

If you have, as so many people do, a dozen or more diseases or think you have, then it is best to use a general formula that embraces everything. This should be used in the same manner. You may use COUE'S formula or as follows:

“EACH AND EVERY DAY, ALL MY TROUBLES ARE GETTING BETTER AND BETTER.”

This will take in all of your difficulties and is the most effective way of ridding yourself of all of them.

Having studied the Course, you should have no trouble at all in making effective Auto-Suggestions, because you understand the reason for them and have created Faith and Self-Confidence in yourself. This latter is the absolute essential in all forms of Suggestions. If they are made with Faith and Belief, they will positively produce Results.

TRY THEM. IT WORKS.

THE "SO-CALLED MIRACLES AT HOLY SHRINES"

A certain religious denomination still maintains that "miraculous" cures are being performed daily. Their leaders claim that the cures which happen at the different shrines, like Lourdes, France, or at St. Anne, Montreal, and others, are supernatural manifestations of the healing powers of certain Saints, who passed the "Great Divide" hundreds of years ago. It is true that many are healed by making a pilgrimage to these shrines. Many have left their crutches, walking sticks, braces, etc., behind them and gone home happy. Millions in money and valuables are left in gratitude to the saint for his or her "SUPPOSED" help. In Montreal at the Shrine of St. Anne there is a bone, supposed to have belonged to the body of the saint. This bone, according to the Church, is invested with wonderful healing powers.

In Lourdes, France, the spring which is there is supposed to heal any affliction, either by bathing in it or drinking of it.

At the Shrine of St. Anne, the sufferer is told to kiss the bone and he will become perfectly well. Those in charge of these shrines and the officials of the Church are constantly telling of those who have thus been healed, but they never tell of the hundreds of thousands who have NOT been benefited. Less than five per cent of the people who visit these shrines for the purpose of being healed, receive help.

Why is it that the Saints are so "discriminating" and so "chary" with their supernatural power? Why does not everybody get healed at once if the virtue is in the "bone" or in the "water of Lourdes"? For the same reason that the MASTER could not perform wonders in HIS home town—Lack of Faith in the individual.

To receive benefit from any source, or to be healed by anyone, one must have FAITH that the benefit will be received. Faith is a product of "Auto-Suggestion" and that will explain the "Miracles" of the Holy Shrines. All those who by Auto-Suggestions have inculcated a FIRM SOLID FAITH OR BELIEF in themselves, that by going to the Shrine of St. Anne and kissing the bone there, they will receive help and be healed, are the ones who are made whole. As the MASTER would say: "THY FAITH HATH MADE THEE WHOLE".

There are thousands who journey to these shrines every year and go home in the same condition, without the slightest improvement, simply because they lack FAITH. Faith and the firm belief that the thing we expect will happen, brings it about. As St. Paul said. Faith is the substance of things hoped for". It is true, because what we expect we surely get, providing we expect

it with sufficient belief and faith.

Constantly picturing and visualizing perfect health will positively bring it about, without going to any shrine. That is Systematic AUTO-SUGGESTION. But owing to the fact that most people know nothing about the Power of Suggestion, and are still susceptible to the superstition of things supernatural, these shrines are a blessing in disguise to those deeply religious. It gives them a focal point to concentrate on in their misery. They are told that if they go there and drink the water or bathe in it, or kiss the bone of the Saint, they will get well. This is Suggestion in itself. It is accepted, and from this time on, every energy, every thought, every effort is made with the idea of making the trip or pilgrimage, with the picture of perfect health awaiting them at the end of the journey. They take on a new lease of life, and the more difficulties that are placed in their paths to make the trip, the more

determined they become to go. This perseverance and determination is the result of Auto-Suggestion, pure and simple. It is Faith in disguise. Every faculty is concentrated upon the act of getting there, kissing the saint's bone and being healed. The longer the distance to travel, the greater the cost, and the greater the difficulty of getting there, the greater the faith in the ultimate result will be.

This is also demonstrated by the woman who was in a great throng of people pressing around JESUS. She had been trying to get near the MASTER and get healed, but found it almost impossible to get to him. All her mental faculties were concentrated upon touching HIS garment only and she knew it would heal her. "For", she said, "If I may touch but his clothes, I shall be whole". And she was instantly healed. This is faith, surely, and Faith is Auto-Suggestion. When JESUS felt the touch HE inquired and

said, "Who touched my clothes?" The woman tremblingly admitted that she had and told HIM that she was healed. And he said to her "Daughter thy faith hath made thee whole. Go in peace and be whole of thy plague". The very words of the woman when she said, "If I may but touch his clothes, etc., constituted an Auto-Suggestion and is exactly the same thing as when one says: "If I can only get to the Shrine of St. Anne, and kiss the bone, I shall be well again."

It is the Power of Suggestion that creates Faith, and with faith all things are possible.

The MASTER did not tell the woman that the fact that she had touched HIS clothes made her well. HE said, "Thy faith hath made thee whole."

And in all HIS healing, HE insisted that the power to heal was WITHIN the individual. And that power is FAITH. Cultivate faith by Auto-Suggestion as told in this volume. my

Friend, and you need not go to any shrine to be healed, you have the instrument within you. Make use of it, discard superstition and follow the teachings of the Master. It will lead you to the Kingdom of Heaven where health, happiness and contentment abound.

HOW TO GET WHAT YOU WANT

Do you want Wealth? If so, remember that there is an unlimited supply of EVERYTHING man needs, in "CREATIVE ENERGY". The only thing that is limited is the visible supply, but the invisible is absolutely unlimited. Read again the Chapters on "THE LAW OF VIBRATION", and "THE MENTAL WIRELESS".

In the former, this proposition is set forth:

"MAN CAN FORM PICTURES IN HIS MIND' AND THEREBY SET UP A CERTAIN RATE OF VIBRATION WHICH IN TURN WILL BE THE MEANS OF ACTUALLY PRODUCING THE PICTURE IMAGED."

These pictures are the result of Auto-Suggestion and Concentration. Suggestions are the verbal or mental expressions of an idea. desire or thought. They in turn create Emotions or Imagi-

nation, according to the nature of the thought or idea. Thoughts cause action because they are a REAL FORCE or ENERGY, the same as the vibrations sent out from a wireless apparatus, only much finer in character, magnetic, and of an infinitely higher rate of vibration. Being magnetic, they will naturally attract things to them. "LIKE ATTRACTS LIKE" and sending out thought-vibrations by the Mental Wireless with plenty of Voltage (Faith, Will-power) behind them will create a disturbance in CREATIVE ENERGY and cause things to come about, when least expected.

It is possible to create what you want by just sending out vibrations in a general way or indefinite broadcasting. But the Law of Attraction usually works through the RECEIVING STATIONS of the human being. Mental suggestions are received by the Subconscious Mind of man in the same manner as the vibrations from a wire-

less broadcasting station are received by the receiving apparatus.

If you desire wealth, as most people do, you must be able to give something in return for it. It must be an exchange for either services, manual or mental, merchandise or labor, but it must be something that you can give for value received.

You must not expect wealth to come to you by merely broadcasting for it without offering something in return. That would be utter selfishness. Always recall the fact that "GOD HELPS THOSE WHO HELP THEMSELVES". In other words, you must not be lazy, but you must do your part by giving value received.

To give a few concrete examples:

A lady in Newark, Ohio, has a fruit farm. She sold a great many apples but had lots of them left in the latter part of November, 1922. These did not seem to want to move and she almost despaired of selling them and she com-

menced to think of what a shame it was to let them rot in the cellar. The lady was one of my Students in Auto-Science in that city in the month of October, 1922. So, suddenly, she said to herself, "I am going to try Auto-Science and see if I cannot sell these apples!" She did, and that same day people came in groups of four and five and bought all she had. I have her letter to this effect.

How did this come about? Her thought-vibrations sent out with plenty of voltage behind them, were received by people who could use or wanted apples. They were received by them subconsciously so strongly that the impression created there was perceived consciously and acted upon. In plain language, they had a sudden "HUNCH", "IMPULSE" or "URGE" to buy apples. You see, she sent out the call for someone to buy APPLES, not cabbage, carrots or flowers. Therefore, she attracted buyers for apples and

nothing else. Does this make the "Law of Attraction" clear? It should.

It brought WEALTH to her in actual MONEY. She pictured or imaged people coming to her to buy apples and the image came true. This is the way plenty of business men bring about good business, when their neighbor next door is starving to death. They may not do this consciously, but they do it nevertheless. You never hear these people complain of "slack times" or "rotten business". Oh, no, they are always cheerful and they can constantly see a stream of people coming into their store to buy goods. They are forever, without knowing that they are, using a scientific principle, sending out magnetic vibrations that attract.

You can do the same. It makes no difference what business you are in, as long as you have SOMETHING to offer in return for wealth, you can attract it.

Another example: A lady in the

building where this is being written has a very valuable cat. The colored janitor heard us talking about visualizing money and attracting it, and set his mind and visualized five dollars. In other words, he wanted five dollars at once, but had no idea where he would get it from. The cat of the lady upstairs took a notion to wander forth and explore the universe, and said owner became very excited about the loss of the cat. The colored janitor found the cat, brought it back to its owner, and received a reward of five dollars so unexpectedly that he was taken aback completely. It all happened in the same day. He visualized the money, received it, but he rendered service for it.

In the same manner I know of many cases where people have visualized or concentrated upon money or other commodities and realized them.

That we can by "ASKING" or "VISUALIZING" or in other words

“CONCENTRATING” bring things into visibility, was demonstrated by Jesus when he fed five thousand people, besides women and children, with five loaves of bread and two fishes, and after everyone had eaten, there were twelve baskets full left over.

Of course most people ascribe this feat to supernatural powers. As stated before, there is absolutely nothing supernatural in the universe. Jesus simply made use of the law of creating a visible supply from the unlimited, invisible supply or Creative Energy. HE simply “ASKED AND RECEIVED.” HE told them to bring the basket with the five loaves and two fishes to HIM. HE did not look at them, but while breaking off from the loaves, HIS gaze was up in the sky, visualizing the unlimited supply which the Creator had placed there and by HIS mental vibrations caused the coagulation and combination of different chemical elements to produce visible bread which HIS

Disciples distributed among all the people until they had sufficient. Then HE told them to gather up the fragments and there were twelve baskets full left over.

This was an unselfish deed and demonstrates the saying of HIS: "BELIEVE YE THAT YE HAVE RECEIVED AND ALL THINGS SHALL BE ADDED UNTO YOU."

This again proves the necessity of FAITH. "Believe ye that ye have received" indicates the fact that all things are here NOW. Creative Energy is the unlimited supply of all things and is here always. We have it, are part of it, are living in it. All we have to do is bring it into visibility. This bringing into visibility means to bring it into physical form, so we can see it, feel it, use it materially, when "all things shall be added unto you". This is, as previously stated, accomplished by thinking or setting up Thought-Vibrations, EACH DESIRE,

DEPENDING ON THE THOUGHT OR IDEA, SETS UP CERTAIN RATES OF VIBRATIONS, THAT PRODUCE CERTAIN COMBINATIONS OF THE CHEMICAL ELEMENTS IN CREATIVE ENERGY IN EXACT CONFORMITY WITH THE IDEA OR THOUGHT."

Thus, if your ideas are for bread, bread will be created; for fish, fish will be created; wealth, it will be manifested; business, it will be brought to you; happiness, it will come; success, it will be achieved, etc.

In exact proportion to the INTENSITY of your desires or thoughts, will these images be actually created. This is one of the reasons why the Student must first create Self-Confidence, Faith, Will-Power, etc. This is MENTAL VOLTAGE or Push Power that will project or propel or force your thought-vibrations out into Creative Energy sufficiently strong to actually set up a commotion which in turn creates things.

Negative, vacillating people have no will-power and you never see them successful.

But before you attempt to get something from "CREATIVE ENERGY", "UNIVERSAL MIND", you must know "WHAT" you want. If you do not know what you want or have a dozen things in your mind, you will not get any of them. Or if you are in the position of many people who have asked me: "Doctor, TELL ME WHAT I WANT", you are unfortunate. The only advice I can give to them is to practice the Exercises and become POSITIVE and then something definite will suggest itself to your Conscious Mind, that will be worth while to strive for. This of course pertains more to a vocation or avocation.

It is remarkable how few people really know what they want, even in material things. Most of them only have a "HAZY" idea of their desires, consequently none of their desires are

realized. Or if they have a definite conception of what they want, being of a negative mind, they are constantly side-tracked from their main object, by adverse suggestions from other people. Then again, others constantly talk about what they are going to do or get for themselves, but they never get it, because they scatter all their energy by talking about their anticipation. Hence the old saying: "ANTICIPATION IS GREATER THAN REALIZATION". This proverb ONLY pertains to people of this class and was only intended for the spineless, negative, will-power-less.

The man or woman who conserves his energy, mental especially, will find that in his case: "REALIZATION IS EXACTLY AS GREAT OR EVEN GREATER THAN ANTICIPATION".

The former are like the man who was operating a flour mill by means of water power brought to the mill in a "flume". This flume contained just so

much water and flowed at a certain rate of speed and its length was over ten miles. It had force enough to turn the mill-wheel and move the machinery to grind the wheat into flour. So one day some people, who owned land over which this flume was built, came to the mill-owner and asked him to let them have some water from the flume to water some of their dry land, so that they might grow some produce. They offered him a fancy price for the privilege of tapping the flume at several places to water the land. Greed said, "Take the offer". He did, and made a contract with the men. After the water was diverted as agreed upon, the mill-owner found that the mill wheel refused to turn. It stopped. As long as he had directed all the water in the flume to the wheel, it had force enough to run it, but as soon as the stream was partly diverted into different channels, it stopped.

It is exactly the same with Human Mentality. Trying to do a dozen

things at once will never accomplish anything. It is like being a "JACK OF ALL TRADES AND MASTER OF NONE". If you wish to get the thing you REALLY want, providing you KNOW WHAT YOU WANT, you must put all your energy into getting that "ONE" thing. VISUALIZING, THINKING, DREAMING, ANTICIPATING, EXPECTING, that "ONE" thing ONLY, will cause it to be manifested for you. After you have that, it is easy to get what you want next. Always do "ONE THING" at a time, and you will waste no ENERGY.

Always remember when picturing or visualizing something you want, that "CREATIVE ENERGY" is "UNIVERSAL INTELLIGENCE" or "UNIVERSAL MIND", and that ALL THINGS first existed ONLY in Universal Mind, and that the world is merely a physical expression of "CREATIVE INTELLIGENCE" or

“MIND EXPRESSED.” And you as an individual are also the visible manifestation of this Creative Power and the Universal Mind works through you.

Always talking about what you want scatters your Mental Energy. After you have made up your mind as to what you want, tell “NO ONE” about it at all. Keep it to yourself until all the plans have been gone over and every detail has been fixed in your mental picture.

Suppose you want a house. Visualize the kind of a house you want; stone, brick or frame. Mentally plan the rooms and how you want them laid out; the kitchen, the cellar, the porch, etc. Have every detail thoroughly in mind so that you can see it instantly. Do not think about furniture as yet. Get the house first. Furniture will come much easier. After you have the mental picture of the house clearly before you and can call it into perspective instantly, then and not until then is when we in-

voke the POWER OF SUGGESTION.

Now sit down by yourself in the evening. Light your candle as told in the chapter on "Concentration" and say to yourself audibly as directed:

"I WILL BE ABLE TO BUILD THIS HOUSE. SOMEONE WILL HELP ME BUILD IT. IT IS COMING SOON. IT WILL BE EXACTLY AS I WANT IT. I SHALL GET THE MONEY TO BUILD IT WITH FROM SOMEONE. I AM GOING TO HAVE IT."

Do this for at least thirty minutes each evening and your Thought-Vibrations will be received by some one, some where, who is interested in you or in building houses. Someone will respond. It is the same principle as sending out the S. O. S. to buy apples.

But remember you must persist, day after day. You must not quit because it does not come to you in forty-eight hours. You must have "FAITH"

“ACCORDING TO YOUR FAITH BE IT UNTO YOU.”

This applies to everything man wants. EFFORT and WILL-POWER, PERSEVERANCE and FAITH will PRODUCE WONDERS. Will-power and self-confidence are the VOLTAGE back of your Thought-waves and you are therefore able to make your Wireless Message understood and acted upon.

Suppose you want money. Sit down as directed before. Then say to yourself: “I SHALL GET MONEY FROM SOMEWHERE. MONEY IS COMING TOWARD ME ALL THE TIME. MONEY IS EVERYWHERE. THERE IS NO LACK OF IT. THERE IS PLENTY. SOMEONE WANTS MY SERVICES IN EXCHANGE FOR MONEY I SHALL GET ALL I WANT. IT IS HERE”.

Practice this every day faithfully. NEVER allow the SLIGHTEST

DOUBT to enter your mind. YOU WILL GET IT.

Do you wish any particular success?

Sit down as told before, and if you want to succeed as a merchant say to yourself something like this: "I AM GOING TO SUCCEED IN MY BUSINESS. PEOPLE WILL COME AND BUY FROM ME. EVERY DAY I SHALL DO MORE BUSINESS. IT WILL INCREASE MORE AND MORE. PEOPLE WILL LIKE ME AND BUY FROM ME. I WILL SUCCEED."

If you wish to achieve an ambition, say to yourself in front of the candle as directed: "I SHALL BECOME GREAT IN MY CHOSEN CALLING. I WILL REACH THE GOAL OF MY AMBITION. I WILL BECOME A GREAT ACTOR (dancer, singer, etc.) PEOPLE WILL HAIL AND ACCLAIM ME. I WILL ACHIEVE MY INNERMOST DESIRES."

If you want happiness say: "EVERY

DAY I WILL BE HAPPIER AND HAPPIER. EVERYBODY WILL LIKE ME BETTER AND BETTER. I SHALL RADIATE HAPPINESS ALL AROUND ME. I WILL BE HAPPY AND CONTENTED”.

Practice these exercises with the aid of my system of concentration and do as it tells you. Be faithful to whatever you have started and never start anything else until you have accomplished the thing you have started. Forget everything but what you want. No matter what you want, know what it is first, then formulate the sentence most suitable and use it as described. But remember: I F Y O U D E S I R E H E A L T H , A V O I D R E A D I N G , S T U D Y I N G O R L E A R N I N G A N Y - T H I N G A B O U T D I S E A S E .

If you desire Wealth: D O N ' T S T U D Y O R T A L K A B O U T P O V - E R T Y .

If you desire happiness: D O N ' T I N -

VESTIGATE MISERY OR
TROUBLES.

If you desire success: DON'T
TALK, THINK OR INQUIRE INTO
FAILURES.

“Things are NOT BROUGHT into
BEING by THINKING of their OP-
POSITES.”

Whatever your ambition may be, you
will realize it if you do as directed. Of
course I do not mean that all you have
to do is to sit in a chair and expect all
things to come or materialize for you.
No! But the way will open unexpectedly
and then you must GRASP the OP-
PORTUNITY and ACT ON IT.
THOUGHTS BEGET ACTION and
ACTION LEADS to WHAT YOU
WANT.

THE GOLDEN RULE

“DO UNTO OTHERS WHAT YOU WOULD THEY SHOULD DO UNTO YOU.”

Dear Student, if you will follow this rule, you will never regret it. You have received information enough in this volume to get what you are after and you can get it without injuring your fellow man.

Always remember that your fellow being is of the same substance you are made of and therefore spiritually your equal. I fully realize that the Power which you have put in motion if you have done as directed, can be used for good or evil. Used for good it is called “White Magic” and used to harm your fellow man—“Black Magic”. Therefore I caution you to use it only for the good it will bring your fellow man.

The Law of Compensation is like a boomerang. It is expressed by the

MASTER when HE said: "WHATSOEVER A MAN SOWETH, THAT HE SHALL ALSO REAP".

Ever recall the fact that the CREATOR in HIS wisdom has placed at our disposal an UNLIMITED SUPPLY of everything in the form of "CREATIVE ENERGY" and all you need to do is use your mental wireless as directed and take from the Supply as desired. Be a Creator of things. You need not worry that there may not be enough for you. There is plenty for all of us. Therefore live on the creative and not on the competitive plane. You can create for yourself whatever you desire without taking anything from your fellow man. And whenever you cause your neighbor to act for the purpose of helping you attain a certain thing, be sure to see that you give value received. Live up to the golden rule.

Psychology is an immense subject and no one man can ever write all there is to know about it. I believe I have how-

ever laid down practical rules and exercises, such as are not found in any other work on Psychology, in such a plain manner that all may understand and apply them for their own benefit and that of others.

A knowledge of these Laws and Principles are essential for your welfare and success and if you will only follow instructions, you will soon prove to yourself and to others that A U T O - S C I E N C E is the stepping stone to H E A T H , W E A L T H , A M B I T I O N , S U C C E S S , P R O S P E R I T Y and H A P - P I N E S S .

Let me admonish you once more to create F A I T H in yourself, for the Master said:

“BELIEVE YE THAT YE
R E C E I V E T H : A N D A L L
T H I N G S S H A L L B E A D D E D
U N T O Y O U .”

“GREATNESS”

He who would be great,
Must live all of his life today
He who would be great,
Must give all that he hath away
He who would be great
Must serve, what e'er the service be
But he who would be greatest,
Loves God's Humanity.

GEORGIA B. CANTWELL,

Battle Creek. Mich.