

The New Psychology

THE UNIVERSAL MIND
THE CONSCIOUS MIND
THE CREATIVE PROCESS

By
Charles F. Haanel



VOLUME II

THE MASTER KEY INSTITUTE
597 FIFTH AVENUE
NEW YORK, N. Y.

COPYRIGHT 1928

COPYRIGHT 1922

COPYRIGHT 1923

COPYRIGHT 1924

BY

CHARLES F. HAANEL

ALL RIGHTS RESERVED

PRINTED IN THE U. S. A.

V6 1928 \$60

4 1/2

New
Age



033933 R 12/16

THE NEW PSYCHOLOGY

In Seven Volumes

VOLUME TWO

How to master the thought machinery to meet one's desire is not so difficult as it may appear to be to those unacquainted with true mental discipline. That a man can change himself, improve himself, re-create himself, control his environment, and master his own destiny is the conclusion of every mind who is wide-awake to the power of right thought in constructive action.

—LARSEN.

Contents: Volume Two

	PAGE
<i>Part Five</i>	
THE UNIVERSAL MIND	107
<i>Part Six</i>	
THE CONSCIOUS MIND	129
<i>Part Seven</i>	
THE CREATIVE PROCESS	155

The Universal Mind

Part Five

THE UNIVERSAL MIND

THE nervous system is matter. Its energy is mind. It is therefore the instrument of the Universal Mind. It is the link between matter and spirit, between our consciousness and the Cosmic-Consciousness. It is the gateway of Infinite Power.

Both the Cerebro-spinal and the Sympathetic nervous systems are controlled by nervous energy that is alike in kind; and the two systems are so interwoven that their impulses can be sent from one to the other. Every activity of the body, every impulse of the nervous system, every thought, uses up nervous energy.

The system of nerves may be compared to a telegraph system; the nerve cells corresponding to the batteries, the

The New Psychology

fibres to the wires. In the batteries is generated electricity. The cells, however, do not generate nervous energy. They transform it and the fibres convey it. This energy is not a physical wave like electricity, light, or sound. It is MIND.

It bears the same relationship to the mind as a piano does to its player. The Mind can only have perfect expression when the instrument through which it functions is in order.

The organ of the Cerebro-spinal Nervous System is the Brain, the organ of the Sympathetic Nervous System is the Solar Plexus. The first is the voluntary or Conscious, the latter the involuntary or Subconscious.

It is through the Cerebro-spinal Nervous System and the Brain that we become conscious of possessions, hence all

The Universal Mind

possession has its origin in consciousness. The undeveloped consciousness of a babe, or the inhibited consciousness of an idiot, cannot possess.

This mental condition—consciousness—increases in direct proportion to our acquisition of knowledge. Knowledge is acquired by observation, experience, and reflection. We become conscious of these possessions by the mind; so that we recognize that possession is based on consciousness; this consciousness we designate the world within. Those possessions of Form that we acquire are of the world without.

That which possesses in the world within is Mind. That which enables us to possess in the world without is also Mind. Mind manifests itself as thoughts, mental pictures, words, and actions. Thought is therefore Creative.

The New Psychology

Our power to use Thought to create the conditions, surroundings, and other experiences of life, depends upon our habit of thinking. What we do depends upon what we are; what we are is the result of what we habitually think. Before we can Do, we must BE; before we can BE we must control and direct the force of Thought within us.

Thought is Force. There are but two things in the universe; Force and Form. When we realize that we possess this Creative Power, and that we can control and direct it, and by it act on the forces and forms in the objective world, we shall have made our first experiment in Mental Chemistry.

The Universal Mind is the "Substance" of all force and form, the reality that underlies all. In accordance with fixed laws, from itself, and by itself, is

The Universal Mind

all brought into being and sustained. It is the creative power of thought in its perfect expression. The Universal Mind is all consciousness, all power, and is everywhere present. It is essentially the same at every point of its presence, all mind is one mind. This explains the order and harmony of the universe. To apprehend this statement is to possess the ability to understand and solve every problem of life.

Mind has a two-fold expression—conscious or objective, and subconscious or subjective. We come into relationship with the world without by the objective mind; and with the world within by the subconscious mind. Though we are making a distinction between the conscious and the subconscious minds, such a distinction does not really exist; but this arrangement will be found conven-

The New Psychology

ient. All Mind is One Mind; in all phases of the mental life there is an indivisible unity and oneness.

The subconscious mind connects us with the Universal Mind, and thus we are brought into direct relationship with all power. In the subconsciousness is stored up the observations and experiences of life that have come to it through the conscious mind. It is the storehouse of memory. The subconscious mind is a great seed plot in which thoughts have been dropped, or experiences conveyed by observation, or happenings planted, to come up again into consciousness with the fruitage of their growth.

Consciousness is the inner, and Thought is the outward expression of power. The two are inseparable; it is

The Universal Mind

impossible to be conscious of a thing without thinking of it.

We have captured the lightning and changed its name to electricity. We have harnessed the waters and made the remorseless flood our servant. By the miracle of thought we have quickened water into vapor to bear the burdens, and move the commerce of the world. We have called into being floating palaces that plough the highways of the deep. We have triumphed in our conquest of the air. Although we are moored in the silvern archipelago of the Milky Way, we have conquered time and space.

When two electric wires are in close proximity, the first carrying a heavier load of electricity than the second, the second will receive by induction some current from the first. This will illustrate the attitude of mankind to the Uni-

The New Psychology

versal Mind. They are not consciously connected with the source of power.

If the second wire were attached to the first, it would become charged with as much electricity as it could carry. When we become conscious of Power, we become a "live wire," because by consciousness we are connected with the Power. In proportion to our ability to use power, we are enabled to meet the various situations which arise in life.

The Universal Mind is the source of all power and all form. We are channels through which this power is being manifested; consequently within us is power unlimited, possibilities without end, and all under the control of our own thought. Because we have these powers, because we are in living union with the Universal Mind, we may adjust

The Universal Mind

or control every experience which may come to us.

There are no limitations to the Universal Mind, therefore the better we realize our oneness with this mind, the less conscious will we be of any limitation or lack, and the more conscious of power.

The Universal Mind is the same at every point of its presence, whether in the infinitely large or the infinitely small. The difference in the power relatively manifested lies entirely in the ability of expression. A stick of clay and a stick of dynamite of equal weight contain much the same amount of energy. But in the one it is readily set free, whereas in the other we have not yet learned how to release it.

In order to express we must create the corresponding condition in our con-

The New Psychology

sciousness. Either in the Silence or by repetition we impress this condition upon the subconsciousness.

Consciousness apprehends, and Thought manifests the conditions desired. Conditions in our life and in our environment are but the reflection of our predominant thoughts. So the importance of correct thinking cannot be overestimated. "Having eyes and seeing not, having ears and hearing not, neither do they understand," is another way of expressing the truth that without consciousness there can be no apprehension.

Thought constructively used creates tendencies in the subconsciousness, these tendencies manifest themselves as character. The primary meaning of the word character is an engraved mark, as on a seal; and means: The peculiar qualities impressed by nature or habit

The Universal Mind

on a person, which separates the person possessing them from all others. Character has an outward and an inward expression; the inward being Purpose, and the outward Ability.

Purpose directs the mind towards the ideal to be realized, the object to be accomplished, or the desire to be materialized. Purpose gives quality to thought. Ability is the capacity to co-operate with Omnipotence—although this may be done unconsciously. Our purpose and our ability determine our experiences in life. It is important that purpose and ability be balanced; when the former is greater than the latter "the Dreamer" is produced; when ability is greater than purpose, impetuosity is the result, producing much useless activity.

By the law of attraction our experiences depend upon our mental attitude.

The New Psychology

Like is attracted to like. Mental attitude is as much the result of character as character is of mental attitude. Each acts and reacts on the other.

"Chance," "Fate," "Luck," and "Destiny" seem to be blind influences at work behind every experience. This is not so, but every experience is governed by immutable laws, which may be controlled so as to produce the conditions which we desire.

Everything visible and tangible in the universe is composed of matter, which is acted upon by force. As a matter is known to us by its external appearances, we shall designate it as form.

Form may be divided into four classes. That possessing Form only, or the inorganic, as for example, iron, marble, etc. Form that is living, or the organic, as for example, plants and the vegetable

The Universal Mind

world in general. Form that has both sensation and voluntary motion, as in animals. Form that in addition to sensation and voluntary motion is conscious of its own being and its possessions, as man.

The fundamental principle underlying every successful business relation or social condition is the recognition of the difference between the world within and the world without, the subjective world and the objective world.

Around you, as the center of it, the world without revolves. Matter, organized life, people, thoughts, sounds, light and other vibrations, the universe itself with its numberless millions of phenomena; sending out vibrations toward you, vibrations of light, of sound, of touch; loudness, softness; of love, hate, of thoughts, good and bad, wise

The New Psychology

and unwise, true and untrue. These vibrations are directed toward you—your ego—by the smallest, as well as by the greatest, the farthest and the nearest. A few of them reach your world within, but the rest pass by, and as far as you are immediately concerned, are lost.

Some of these vibrations or forces are essential to your health, your power, your success, your happiness. How is it that they have passed you by, and have not been received in your world within?

Luther Burbank says: "We are just beginning to realize what a wonderful machine is the human brain. We are at the threshold of knowledge, but until yesterday we were outside. The human race has been broadcasting and receiving, perhaps millions of years, without knowing, but suffering all the while from bad thoughts received, and inflict-

The Universal Mind

ing suffering by bad thoughts sent. The radio, while but a very simple instrument as compared with the brain, is helping us to understand what the brain is capable of doing—and is doing.

“Those who are familiar with the radio know what jamming means—the crowding into a narrow wave-belt of a great many sending stations, all operating at once. Since we are all transmitting every time we think, it is obvious that the jamming in wave-length belts used by radio transmitters is as nothing compared with the din made by a billion and a half human brains. Din may seem to be a strange word to use in connection with the ether over a quiet meadow, for instance, but those who know how to operate radio receiving sets will understand. No matter how much jamming is going on, a radio receiving

The New Psychology

set is as quiet as the grave until it is adjusted and made resonant by establishing harmony within it. The silence may change into what may seem to be almost screaming.

"With everybody broadcasting at once it follows that the ether must be the sounding chamber into which is crowded every kind of human thought. As we do not broadcast with the same intensity, it follows that the weaker vibrations must be drowned out by the stronger ones. Weak thoughts must soon fall flat, while strong ones may go to the ends of the earth for aught anyone knows. But it seems logical to believe that thoughts, held in common by millions may, because of their identical nature, swell into a tremendous chorus, even though the human transmitters may not individually be very strong senders."

The Universal Mind

Considering consciousness as a general term, we may say that it is the action of the objective upon the subjective. This takes place continuously whether we are awake or asleep. Consciousness is the result of sensing or feeling.

We easily recognize three phases of consciousness, between each of which there are enormous differences.

1. Simple consciousness, which all animals possess in common. It is the sense of existence, by which we recognize that "we are," and "that we are where we are;" and by which we perceive the various objects and varied scenes and conditions.

2. Self-consciousness, possessed by all mankind, except infants, and the mentally deficient. This gives us the power of self contemplation, i. e., the effect of the world without upon our world

The New Psychology

within. "Self contemplates self." Amongst many other results, language has thus come into existence, each word being a symbol for a thought or an idea.

3. Cosmic-consciousness, this form of consciousness is as much above self-consciousness as self-consciousness is above simple consciousness. It is as different from either as sight is different from hearing or touch. A blind man can get no true notion of color, however keen his hearing or sensitive his touch.

Neither by simple consciousness nor by self-consciousness can one get any notion of cosmic-consciousness. It is not like either of them, any more than sight is like hearing. A deaf man can never learn of the value of music by means of his senses of sight or of touch.

Cosmic-consciousness is all forms of consciousness. It overrides time and

The Universal Mind

space, for apart from the body and the world of matter, these do not exist.

The immutable law of consciousness is: that in the degree that the consciousness is developed, so is the development of power in the subjective, and its consequent manifestation in the objective.

Cosmic-consciousness is the result of the creation of the necessary conditions, so that the Universal Mind may function in the direction desired. All vibrations in harmony with the Ego's well being are caught and used.

When truth is directly apprehended, or becomes a part of consciousness, without the usual process of reasoning or observation, it is intuition. By intuition the mind instantly perceives the agreement or the disagreement between two ideas. The Ego always so recognizes truth.

The New Psychology

By intuition the mind transforms knowledge into wisdom, experience into success, and takes into the world within the things that have been waiting for us in the world without. Intuition, then, is another phase of the Universal Mind that presents truth as facts of consciousness.

The Conscious Mind

Part Six

THE CONSCIOUS MIND

ALL the lost mines of Mexico, all the argosies that ever sailed from the Indies, all the gold and silver-laden ships of the treasure fleets of storied Spain, count no more in value than a beggar's dole compared to the wealth that is created every eight hours by modern business ideas.

Opportunity follows perception, action follows inspiration, growth follows knowledge, environment follows progress, always the mental first, then the transformation into the illimitable possibilities of character and achievement.

The progress of the United States is due to two per cent of its population. In other words, all our railroads, all our telephones, our automobiles, our libra-

The New Psychology

ries, our newspapers, and a thousand other conveniences, comforts and necessities are due to the creative genius of two per cent of the population.

As a natural consequence, the same two per cent are the millionaires of our country. Now, who are these millionaires, these creative geniuses, these men of ability and energy, to whom we owe practically all the benefits of civilization?

Thirty per cent of them were the sons of poor preachers who had never earned more than \$1,500 a year; twenty-five per cent were the sons of teachers, doctors, and country lawyers; and only five per cent were the sons of bankers.

We are interested, therefore, in ascertaining why the two per cent succeeded in acquiring all that is best in life, and the ninety-eight per cent remain in per-

The Conscious Mind

petual want. We know that this is not a matter of chance, because the universe is governed by law. Law governs solar systems, sun, stars, planets. Law governs every form of light, heat, sound, and energy. Law governs every material thing and every immaterial thought. Law covers the earth with beauty and fills it with bounty—shall we then not be certain that it also governs the distribution of this bounty?

Financial affairs are governed by law just as surely, just as positively, just as definitely, as health, growth, harmony, or any other condition in life, and the law is one with which anyone can comply.

Many are already unconsciously complying with this law; others are consciously coming into harmony with it.

Compliance with the law means join-

The New Psychology

ing the ranks of the two per cent; in fact, the new era, the golden age, the industrial emancipation, means that the two per cent is about to expand until the prevailing conditions shall have been reversed—the two per cent will soon become the ninety-eight per cent.

In seeking the truth we are seeking ultimate cause; we know that every human experience is an effect; therefore, if we may ascertain the cause, and if we shall find that this cause is one which we can consciously control, the effect or the experience will be within our control also.

Human experience will then no longer be the football of fate; a man will not be the child of fortune; but destiny, fate and fortune will be controlled as readily as a captain controls his vessel, or an engineer his train.

The Conscious Mind

All things are finally resolvable into the same thing, and as they are thus translatable, one into the other, they must ever be in relation and may never be in opposition to one another.

In the physical world there are innumerable contrasts, and these may, for the sake of convenience, be designated by distinctive names. There are surfaces, colors, shades, dimensions, or ends to all things. There is a North Pole, and a South Pole; an inside and an outside; a seen and an unseen; but these expressions merely serve to place extremes in contrast.

They are names given to two different parts or aspects of the same quantity. The two extremes are relative; they are not separate entities, but are two parts or aspects of one whole.

In the mental world we find the same

The New Psychology

law. We speak of knowledge and ignorance, but ignorance is but a lack of knowledge and is therefore found to be simply a word to express the absence of knowledge; it has no principle in itself.

In the moral world we speak of good and evil, but upon investigation, we find that good and evil are but relative terms. Thought precedes and predetermines action; if this action results in benefit to ourselves and others, we call this result good. If this result is to the disadvantage of ourselves and others, we call it evil. Good and evil are therefore found to be simply words which have been coined to indicate the result of our actions, which in turn are the result of our thoughts.

In the Industrial World, we speak of Labor and Capital as if there were two

The Conscious Mind

separate and distinct classes, but Capital is wealth and wealth is a product of Labor, and Labor necessarily includes Industry of every kind—physical, mental, executive, and professional. Every man or woman who depends in whole or in part for his or her income upon the results of his or her effort in the Industrial World must be classed as Labor. We therefore find that in the Industrial World there is but one Principle and that is Labor, or Industry.

There are many who are seriously and earnestly trying to find the solution to the present industrial and social chaos, and we hear much of production, waste, efficiency—and sometimes something in regard to constructive thinking.

The thought that humanity is on the borderland of a new idea, that the dawn of a new era is at hand, that a new epoch

The New Psychology

in the history of the world is about to take place, is rapidly spreading from mind to mind, and is changing the pre-conceived ideas of man and his relation to Industry.

We know that every condition is the result of a cause, and that the same cause invariably produces the same result. What has been the cause of similar changes in the thought of the world; the Renaissance, the Reformation, the Industrial Revolution? Always the discovery and discussion of new knowledge.

The elimination of competition by the centralization of industry into corporations and trusts, and the economies resulting therefrom, have set man to thinking.

He sees that competition is not necessary to progress and he is asking: "What will be the outcome of the evolution

The Conscious Mind

which is taking place in the Industrial World?" And gradually the thought begins to dawn, the thought which is rapidly germinating, which is about to burst forth in the minds of all men everywhere, the thought which is carrying men off their feet and crowding out every selfish idea, the thought that the emancipation of the Industrial World is at hand.

This is the thought which is arousing the enthusiasm of mankind as never before; this is the thought which is centralizing force and energy, and which will destroy every barrier between itself and its purpose. It is not a vision of the future; it is a vision of the present; it is at the door—and the door is open.

The creative instinct in the individual is his spiritual nature; it is a reflection of the Universal Creative Principle; it

The New Psychology

is therefore instinctive and innate; it cannot be eradicated; it can only be perverted.

Owing to the changes which have taken place in the Industrial World, this creative instinct no longer finds expression; a man cannot build his own house; he can no longer make his own garden; he can by no manner of means direct his own labor; he is therefore deprived of the greatest joy which can come to the individual, the joy of creating, of achievement; and so this great power for good is perverted and turned into destructive channels; becoming envious, he attempts to destroy the works of his more fortunate fellows.

Thought results in action. If we wish to change the nature of the action, we must change the thought, and the only way to change the thought is to substi-

The Conscious Mind

tute a healthy mental attitude for the chaotic mental conditions existing at present.

It is evident that the power of thought is by far the greatest power in existence; it is the power which controls every other power, and while this knowledge has until recently been the possession of the few, it is about to become the priceless privilege of the many. Those who have the imagination, the vision, will see the opportunity of directing this thought into constructive and creative channels; they will encourage and foster the spirit of mental adventure; they will arouse, develop and direct the creative instinct, in which case we shall soon see such an industrial revival as the world has never before experienced.

Henry Ford visions the approach of

The New Psychology

the new Era in The Dearborn Independent. He says:

"The human race is now on the border line between two periods, the period when to use is to lose, and the period when not to use is to waste. For a long time mankind has been conscious of somehow coming to the end of irresponsible childhood; the provision made by the Parent of mankind has seemed to be coming to the end of its lavishness. That is, there has been a sense that the more we used the less we had in reserve. This feeling has been expressed in the popular adage, 'You can't eat your cake and have it.'

"But now that man is learning enough to plant his supply as well as reap it, to make his supply a recurrent crop instead of a slowly diminishing original store of natural resources, the time is

The Conscious Mind

coming when instead of being afraid of wasting our resources by using them we shall be afraid of wasting them by not using them. The stream of supply will be so full and constant that when people worry it will not be worry about not having enough, but about not using enough.

“If you can imagine a world in which the source of supply will be so plentiful that people will worry about not using enough of it, instead of worrying as we do now about using too much, you will have a picture of the world that is soon to be. We have long depended on the resources which nature long ago stored up, the resources which can be exhausted. We are entering an era when we shall create resources which shall be so constantly renewed that the only loss will be not to use them. There will

The New Psychology

be such a plenteous supply of heat, light and power, that it will be sin not to use all we want. This era is coming in now. And it is coming by way of Water.

“With the fuel question settled, and the light question settled, and the heating question settled, and the power question settled, on such terms as actually liberate the whole world from the crushing weight of these four great burdens; and not only that, but with the whole fuel and light and heat and power situation turned around so that people will have to use all that they want, in order to prevent waste—don’t you see how economic life will swing loose and breathe deeply, as if a new spring day had dawned for humanity?

“That is the era we are approaching. There is no question about that. There will be, of course, the usual preliminary

The Conscious Mind

skirmish between selfishness and service, but service will win. The ownership of a coal mine located on a man's property may easily be granted to private parties; but the ownership of a river! Nature itself rebukes the man who would claim ownership of a river.

"Our next period is before us, not the first period of reckless waste, nor the second period of anxious accounting, but the third period of overlapping abundance which compels us to use and use and use, to fulfill every need."

Thought is mind in motion, just as wind is air in motion. Mind is a spiritual activity; in fact, it is the only activity which the spiritual man possesses, and Spirit is the creative Principle of the Universe.

Therefore, when we think, we start a train of causation; the thoughts go forth

The New Psychology

and meet other similar thoughts; they coalesce and form ideas; the ideas now exist independently of the thinker; they are the invisible seeds which exist everywhere, and which sprout and grow and bring forth fruit, some an hundred—and some a thousandfold.

We have been led to believe, and many still seem to think, that Wealth is something very material and tangible; that we can secure and hold it for our own exclusive use and benefit. We somehow forget that all the gold in the world only amounts to a very few dollars per capita. The entire supply of gold for the world is only eight billion dollars.

This includes all the gold coined or in bars in the various banks or Government treasuries of the world. This quantity of gold could be easily contained in a sixty-foot cube. If we depended upon

The Conscious Mind

the supply of gold it would be exhausted in a single day, and yet with this as a basis we spend hundreds and thousands, millions and now billions, of dollars daily, and yet the original supply of gold is not altered. The gold is simply a measure, a rule; with one ruler we may measure thousands and hundreds of thousands of feet, so with one \$5 bill hundreds and thousands and millions of people may have the use of it by simply passing it from one to the other.

So it is that if we can only keep the tokens of wealth, which we call money, circulating, everyone could have all he or she might want; there need be no lack. The sense of lack comes only when we begin to hoard, when we are seized with fear and panic and fail to give out, to release.

It is therefore evident that the only

The New Psychology

way we can get any benefit from wealth is by its use, and to use it we must give it out, so that someone else can get the benefit of it; we are then co-operating for our mutual benefit and putting the law of abundance into practical operation.

We also see that wealth is by no means as substantial and tangible as many suppose, but that, on the contrary, the only way to get it is to keep it going; as soon as there is any concerted movement whereby there is any danger of stopping the circulation of this medium of exchange there is stagnation, fever, panic, and industrial death.

It is this intangible nature of wealth that makes it peculiarly susceptible to the power of thought and has enabled many men to secure fortunes in a year or two which others could not hope to

The Conscious Mind

acquire in a lifetime of effort. This is due to the creative power of mind.

Helen Wilmans gives an interesting description of the practical operation of this law in "The Conquest of Poverty." She says:

"There is an almost universal reaching out for money. This reaching out is from the acquisitive faculties only, and its operations are confined to the competitive realm of the business world. It is a purely external proceeding; its mode of action is not rooted in the knowledge of the inner life, with its finer, more just, and spiritualized wants. It is but an extension of animality into the realm of the human, and no power can lift it to the divine plane the race is now approaching.

"For all lifting on this plane is the result of spiritual growth. It is doing

The New Psychology

just what Christ said we must do in order to be rich. It is first seeking the kingdom of heaven within, where alone it exists. After this kingdom is discovered, then all these things (external wealth) shall be added.

“What is there within a man that can be called the kingdom of heaven? When I answer this question not one reader out of ten will believe me—so utterly bankrupt of knowledge of their own internal wealth are the great majority of people. But I shall answer it, nevertheless, and it will be answered truly.

“Heaven exists within us in the faculties latent in the human brain, the superabundance of which no man has ever dreamed. The weakest man living has the powers of a God folded within his organization; and they will remain folded until he learns to believe in their

The Conscious Mind

existence, and then tries to develop them. Men generally are not introspective, and this is why they are not rich. They are poverty-stricken in their own opinions of themselves and their powers, and they put the stamp of their belief on everything they come in contact with. If a day laborer, let us say, does but look within himself long enough to perceive that he has an intellect that can be made as great and far reaching as that of the man he serves; if he sees this, and attaches due importance to it, the mere fact of his seeing it, has, to a degree, loosened his bonds and brought him face to face with better conditions.

“But there is wanted something more than the fact of knowing that he is, or may become, by recognition of self, his employer’s intellectual equal. There remains the fact that he needs also to know

The New Psychology

the Law and claim its provisions; namely, that his superior knowing relates him to a superior position. He must know this and trust it; for it is by holding this truth in faith and trust that he begins to ascend bodily. Employers everywhere hail with delight the acquisition of employes who are not mere machines—they want brains in their business and are glad to pay for them. Cheap help is often the most expensive, in the sense of being the least profitable. As brain growth or development of thought power in the employe increases his value to the employer, and as the employe grows to the degree of strength where he is capable of doing for himself, there will be another not yet grown so strong to take his place.

“The gradual recognition by a man of his own latent powers is the heaven

The Conscious Mind

within that is to be brought forward in the world and established in these conditions which correlate it.

“A mental poor-house projects from itself the spirit of a visible poor-house, and this spirit expresses itself in visible externals correlated to its character.

“A mental palace sends forth the spirit of a visible palace with results that correlate it. And the same may be said of sickness and sin, of health and goodness.”

The Creative Process

Part Seven

THE CREATIVE PROCESS

IF THE chemist produces nothing of value, nothing which can be converted into cash, we are not interested.

But, fortunately the chemist in this case produces an article which has the highest cash value of any article known to man.

He provides the one thing which all the world demands, something which can be realized upon anywhere, at any time; it is not a slow asset; on the contrary, its value is recognized in every market.

The product is thought; thought rules the world; thought rules every Government, every bank, every industry, every person and everything in existence, and

The New Psychology

is differentiated from everything else, simply and only because of thought.

Every person is what he is because of his method of thinking, and men and nations differ from each other only because they think differently.

What then is thought? Thought is the product of the chemical laboratory possessed by every thinking individual; it is the blossom, the combined intelligence which is the result of all previous thinking processes; it is the fruit and contains the best of all that the individual has to give.

There is nothing material about a thought, and yet no man would give up his ability to think for all the gold in Christendom; it is therefore of more value than anything which exists. As it is not material it must be spiritual. Here then is an explanation of the won-

The Creative Process

derful value of thought. Thought is a spiritual activity; in fact, it is the only activity which the spirit possesses. Spirit is the creative principle of the Universe; as a part must be the same in kind and quality as the whole, and can differ only in degree, thought must be creative also.

The ancients felt that every piece of sculpture was the embodiment of an idea or sentiment, and was produced on the principle that there is a perfect correspondence between mental states and physical expression.

We of the present day recognize that there is a direct correspondence between mental states and the condition of the human body, and that knowledge has been so formulated that we now know that every condition is an effect, and this effect is a result of a cause which had its origin in an idea.

The New Psychology

Modern science is now directing attention to the fact that ideas are also responsible for every form of wealth and its distribution. The science of economics is therefore seen to be the science which treats of the laws governing ideas and their expression on a material plane.

It takes the sun about two thousand years to pass from one sign of the Zodiac to another. In oriental literature these are called sub-race periods, for it is during such a period that a nation is born, matures, grows old and dies. Most of the European nations are now ending their two thousand year cycle, and the necessary readjustments are taking place. It remains then for us, a new nation, in a new world, to assist in the readjustment.

In this readjustment it might be well to remember that intelligence rules; that

The Creative Process

constructive thought, intelligently directed, automatically causes its object to materialize on the objective plane; that cause and effect are supreme in a universe governed by immutable law; that it is the mind alone which can furnish the knowledge with which to ameliorate the conditions of life. It is the mind which builds every house, writes every book, paints every picture; it is the mind which suffers and enjoys; it follows that a knowledge of the functions of the mind ranks first in importance to the human race.

Senator Wadsworth recently said: "I pray that the time will come when American public opinion will come to an appreciation of what organic chemistry means, of what research means, in the way of progress. We have been interested as a people in the development

The New Psychology

of material resources—the digging of iron and coal from the ground, the raising of crops upon the surface, and the engaging in transportation and other forms of commercial effort. As a people we have paid little attention and given little encouragement to scientific research, but Mr. President and Senators, the progress of the future depends upon scientific research. It is the man working in the chemical laboratory who is to blaze the way for human progress.”

He went on to say: “I believe that in organic chemistry lies the solution of the secrets of the past and of the future. I believe that its establishment and maintenance in this country, even under an embargo, means the happiness, the progress, and the security of 100,000,000 people.”

Senator Frelinghuysen added: “When

The Creative Process

we realize that it was due to the genius of the German chemists, and the advance in the science by the German industries, that enabled Germany to get almost to the channel ports; when we realize that the next war will be fought with chemicals, I think it is our patriotic duty to give this industry the highest protection that can be imposed."

It is true that many of the more important discoveries in science are due to the genius of German chemists; it is also true that the next war, if there be one, will be fought with chemicals, but the next and all future wars will be won by an understanding of mental chemistry.

Try to realize the situation, think for a moment, see an army of men pass in review, four abreast, all men in the prime of life, see them march on and on,

The New Psychology

men from Germany, men from France, from England, from Belgium, from Austria, from Russia, from Poland, from Rumania, from Bulgaria, from Servia, from Turkey, yes and from China and Japan, India, New Zealand, Australia, Egypt and America, on they go, marching all day long, all the next day and the day after, all the week they keep coming and the next week, and the next week, and the next month, for it would take months for this army of ten million men to pass any given point. All dead, and dead only because a few men in high places were more concerned about organic chemistry than they were about mental chemistry. They did not know that force can always be met with equal or superior force; they did not know that a higher law always controls a lower law, and because intelligent men

The Creative Process

and women allowed a few men in high places to control their thinking processes, the entire world must sit in sack-cloth and ashes, for the living will find it necessary to work the rest of their lives in order to even pay the interest on the obligations assumed, and their children will find these obligations an inheritance, and they in turn will pass them on to their children and their children's children.

A celebrated European statesman visions the present situation as follows:

"Unfortunately, the ills of a war like that of 1914-1918 are repaired but with difficulty. Given even the entire good faith of the conquered, if the latter by conscientious labor genuinely desired to help the world out of its sanguinary nightmare and back to normal life, that world would none the less remain for a

The New Psychology

long time hopelessly adrift and at sea. We are assisting today at the prolongation of a war which is not even likely to approach a conclusion unless there is a new orientation of a peace-time energy. Finances upside down, budgets artificially met, rates of exchange giving 65 francs to the pound and 14 to the dollar, a terribly distorted fiduciary circulation, an ever-increasing cost of living, strikes, rapid changes in the stock markets, making commerce and industry impossible; accumulation of stocks—such is the ransom of these four years of war. It was materially impossible that either for conqueror or conquered aught else should result from this world catastrophe than complete chaos for all. Millions of men are not consecrated for 52 months to a work of death and destruction for the world to be re-established on the morrow

The Creative Process

of peace. Such rapidly reacquired equilibrium is beyond the bounds of human practicability."

It will be remembered that the Master Metaphysician said the same thing in somewhat different language many years ago:

"Then shall be great tribulation such as never was since the beginning of the world, nor never shall be afterwards, and if that period would not be shortened no flesh at all would be saved, but for the elect's sake that period will be shortened."—Matt. 24:21, 22.

That people are beginning to think is evident; formerly when men were discontented or dissatisfied they met in a near-by saloon, had a few drinks and promptly forgot their discontent and dissatisfaction. The situation is very different under existing conditions, men

The New Psychology

spend their time reading, studying and thinking, and the more they think the less satisfied they become.

Leaders of men all know this, for this reason England has her ale, Scotland her whisky, France her absinthe, Germany her beer and we of America who are recruited from all of these have had all forms of alcohol; it is by far the easiest way of keeping the people "happy and contented." A man who has access to a fair percentage of alcohol, will not ask too many questions; if he does give him another drink.

This method of reducing the citizens of a country to a kind of idiotic servility has the additional advantage in that it produces enormous revenues which may be used for reducing them to economic slavery as well as spiritual slavery, for the man who cannot think has but small

The Creative Process

prospect of ever coming into any understanding of spiritual truth.

The history of the world confirms this conclusion. Egypt, once at the head of nations, has, under the weight of her own effeminacy, gone down to the dust. The victories of Greece let in upon her the luxuries of the East, and covered her glory with a night of ages. And Rome, whose iron foot trod down the nations and shook the earth, witnessed in her latter days faintness of heart and the shield of the mighty vilely cast away.

Ten years ago the securities of German corporations sold side by side with those of England and America, no one dreamed that they were not absolutely safe. The Municipal bonds of any large German city sold freely on a 4 per cent basis in London, Paris and New York.

The New Psychology

The mark was as stable as the dollar or pound sterling.

The interest is still being paid upon these securities and the principal will be paid at maturity, but in money that is hardly worth the paper it is printed upon, and so the conservative German investor, the man who made only "safe" investments, who was careful to buy only first mortgage bonds that yielded not more than 4 or 5 per cent is practically penniless, but as a compensation he can reflect that a liberal Government allowed the people to have plenty of beer, and when men have plenty of beer they will usually be glad to let some one else do the thinking for them, for the use of beer is not calculated to produce deep, clear, sustained or logical thought.

Thousands and tens of thousands of American citizens are slowly and pain-

The Creative Process

fully creating a fund which they hope will protect them in the days to come; is it impossible that they, too, will be paid in valueless dollars ten years from now?

The reason that the dollar will probably remain at par is because we do not desire the kind of personal liberty that enriches a few at the expense of the many, the kind of liberty that attempts to reduce American citizens to automations in order that a few may dictate the destiny of the nation.

We of America must remember that the large business of life is not economically conducted unless we succeed in transforming our resources into the highest grade of physical, mental and moral persons evolvable.

Marion Leroy Burton, President of the University of Michigan, says: "Per-

The New Psychology

haps the most solemn question that can be put to a person today is, 'Can you think?' The test of individual efficiency and usefulness to society centers in a man's ability to use his mind. Emerson never erected a more arresting danger signal than when he exclaimed: 'Beware when the great God lets loose a thinker on the planet.' If we could only harness the mental power of America today we could solve the gigantic problems of the world. Not by appeals to prejudice and class interest, not by the hurling of epithets, not by the ready acceptance of half truths, not by superficial, but by careful, painstaking, scientific, scholarly thought combined with wise and timely action, will civilization be rescued and human freedom made secure. Upon Education depends the future of Democracy. Therefore, every

The Creative Process

loyal citizen, every self-respecting person, must utilize his opportunities to strengthen his grip on knowledge and to stimulate his mind. The truth has always made men free, and truth is available only for him who thinks."

Roger W. Babson says: "If statistics have taught us any one thing during the past twenty years, it is that the spiritual factor is the greatest factor in the growth of communities and nations. It is well enough to talk about land, labor and capital. They all have their uses and functions, but of themselves they are helpless in bringing about prosperity. Land, labor and capital existed long before there was even civilization. Many great nations, such as Babylon, Persia, Egypt, Greece, Rome and even Spain, have possessed land, labor and capital in abundance, but fell for want of this

The New Psychology

far more important quality—the spiritual factor.

“I’m looking out of my window at the highway where a man is at work with a pick. The highway is the *land*; the man is the *labor*; and the pick is the *capital*. This is a perfect illustration of land, labor and capital; but it also illustrates that such a combination can be used either to destroy or to construct,—to break up the road, or to repair the road. The man can use the pick to make the ruts and holes deeper, or to fill them up. It all depends upon the purpose, the motive and the desire of the man. Purpose, motive and desire are spiritual factors and are all important. Land, labor and capital, and even education, are mere tools which can be used either for good or for evil. Two men graduate from the same law school

The Creative Process

and get the same degree;—one uses his education to *uphold* the law, and the other uses his education to help men *evade* the law. Two chemists graduate from the same technical school in the same class;—one uses his training to make foods *pure*; and the other uses the same training to *adulterate* foods.”

Thinking is a creative process and combination is the key. Nature combines electrons, atoms, molecules, cells and the final result is the Universe. In the field of human endeavor all progression, development and achievement is the result of following the lesson learned from nature, and man has risen step by step from the primitive brute state to his present position of mastery by combining, uniting and relating thoughts, things and forces.

In the domain of science and inven-

The New Psychology

tion, in the realm of art, literature, and business, in every department of human activity, by combining the common, the usual, the known, man has unveiled and discovered the uncommon, the unusual, the unknown. Man has progressed rapidly in spite of the fact that the method pursued in finding out new combinations was used unconsciously and unsystematically. In order to eliminate accident and chance, there must be employed a scientific method, applied consciously and systematically, exhaustively, earnestly, honestly, continuously, resulting in greater success, more wonderful discoveries, more numerous and astounding inventions.

Every time we breathe, we take into our lungs not only air, but spirit or Prana, the breath of life.

Every element in the material world

The Creative Process

is in every breath we take. From these elements the cabbage takes what it wants to form a cabbage. From these same elements, the apple tree forms and colors an apple, and the rose from these elements produces, colors and perfumes a rose. Surely, it was intended that man should know as much as the cabbage, the apple, or the rose about handling these elements.

There is one universal substance, out of which all things are formed, and the difference between flesh, vegetable, stone, iron, glass, etc., is the difference in the vibration, or motion of these particles of substance, as they are brought together and act and react upon each other.

Form is the expression of Spirit, Mind, Life, Energy. The human brain is the finest, most vibrant vehicle on this plane of existence, and thus it has power

The New Psychology

to control all things. When we think or concentrate along any particular line, we start a train of causation, and if our thought is sufficiently concentrated and kept continuously in mind, what happens?

There is only one thing that can happen. Whatever the vision we have, the imagination we have—the image is accepted by the Universal Intelligence expressing through the cells of our physical body and environment, and these cells send out their calls into the great formless energy for the material which corresponds with the image and harmonizes in its vibration with it. If the image is for success along any particular line or fear of a particular thing, we call the atoms from out of the formless energy which make for the success or the thing we fear—and thus we relate

The Creative Process

with conditions according to the energy created through the instrumentality of the human mind.

Thought acts upon the body or environment subconsciously. The New York Times tells how the same result is being accomplished by the Government by the use of mechanical means. The subject of the article is How Skill Is Gained in Sleep.

"Wise folk will refrain from expressing either amusement or incredulity when they read about the discovery at the Government station near Pensacola that students in the radio school conducted there are gaining speed otherwise unattainable in the receiving of code radio from rapidly transmitted messages heard by them through instruments strapped to their ears when they go to bed. Why the expectation of getting

The New Psychology

the messages does not keep them awake is a little mysterious, but go to sleep they do before taking these strange lessons, and discoveries made in the last twenty years in the domain of the unconscious or subconscious are sufficient to account for the possibility of teaching in this way. After all, whether it can be done or not is a matter of fact, to be determined by experience.

"According to the officials at the station, the thing has been done and now has become a routine procedure.

"The subconscious part of the brain possesses many remarkable abilities, some of which long have been known, though unrecognized for what they are, while others are coming to light almost daily as the investigations of the psychologists go on. Not a few familiar activities are performed really well only after

The Creative Process

we have ceased to do them by conscious effort. The skilled typist leaves the finding of the keys entirely as it seems to her fingers, and the piano player does the same thing. The driver of a motor car who has to think what to do when an emergency arises is a dangerous person to ride with; to be safe he must do the right thing 'automatically,' it used to be said, but now his efficiency is ascribed to the training which his subconscious has received.

"As the subconscious never sleeps and never forgets, the teaching it receives has lasting effects, and there is no reason why such teaching should not be direct and intentional rather than indirect and unintentional, or at least unrealized, as it has been in the past.

"If radio operators can attain by practice in receiving code messages while

The New Psychology

asleep a skill which is beyond their reach when all their practicing is done while awake, it seems more than probable that instruction for other purposes can be given in the same way. Thence the humorist presumably will imagine and describe schools and colleges where both teachers and pupils do all their mental labor after they have gone to bed and put the lights out. The fact, however, that a theory can be reduced to an absurdity by pushing it to its logical extremity does not prove the theory unsound when its application is kept within reasonable bounds.

“Anybody who, under expert guidance, makes a list of the number of tasks he daily entrusts with entire confidence to his subconscious powers will be surprised at their number. They begin with the beating of the heart and the drawing

The Creative Process

of the breath and they go on to decision as to which hand shall be extended for shaking when we meet a friend, and into which pocket we shall reach to get a knife or a pencil.

"The difference between ability and inability to swim is a mystery to the conscious mind, for no swimmer can tell what he does after he learns that is different from what he did before the art was gained. But the subconscious knows, and makes an easy job of what a little before was an impossibility."

There is nothing truer than that the quality of thought which we entertain correlates certain externals in the outside world. This is the Law from which there is no escape. And it is this Law, this correlative of the thought with its object, that from time immemorial has led the people to believe in special providence.

—Wilmans.