"The Original"

COMPLETE

SEVENTY-TWO PART

MANUAL OF HYPNOTISM AND PSYCHO-THERAPEUTICS

AND ALSO

MYSTERIES OF TIME AND SPACE

by

Adolph F. Lonk, D.C., Ph. C.
South Plum Grove Road,
Palatine, Illinois, U. S. A.

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**MANUAL OF HYPNOTISM AND PSYCHO-THERAPEUTICS**

And Also

**MYSTERIES OF TIME AND SPACE**

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Ambitious Friend:

Your remittance for the book, which accompanies this letter, is evidence that you are the kind of person who will recognize the value in, and will get the value out of this book.

Unlike the person who expects something for nothing, you will profit by all of the parts or divisions of this book, each loaded to running over with information.

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No matter what you have studied before, you will find in this book, suggestions, aids, helps, new knowledge gleaned from the obscure corners of the hypnotic world, that will repay you over and over, if you will but take the time to study long, carefully, deeply, and conscientiously into the hidden mysteries of hypnotism that may now become plain and understandable to you.

When uncertain and puzzled over knotty, perplexing problems in hypnotism, this book will serve as a reference that will never fail you. Prove yourself a worthy companion and co-worker in the noble field of hypnotism.

I feel sure that you will measure up to the high standard of a conscientious student and benefactor of humanity.

Cordially and fraternally yours,

[Signature]

Adolph F. Lonk, D.C., Ph.C.
This book is dedicated to all hypnotists, suggestionists and healers of the world who by their untiring efforts are elevating the art and science of hypnotism and suggestion to a professional plane.

Adolph F. Lonk, D.C., Ph.C.
Can You Be Trusted with Power?

Because one can soon learn to control others by putting into practical use information contained in this book, the author will not knowingly permit same to fall into the hands of minors, curiosity seekers or the unscrupulous. It is the author's sincere wish that the wonderful Science of Hypnotism and Allied Studies as taught herein be used for good only and never for a diabolical or criminal purpose.

Your Success is Assured

For a few years all people coming into this world live in it as they find it. Then a few commence to think and make effort to control their destinies. You are one of these people. You are wide awake, intelligent, have imagination, courage and faith in your ability to accomplish wonders. Because you can think wisely, quickly and intelligently is the reason you have chosen this book to study of all other books. You are destined to make a remarkable success of your life. You will let nothing stop you to become a grand success. You will take my word for it that you can have anything you want, yes anything. You need but to carefully study this book of practical information and put into practice that which it teaches. This then makes you a typical Lonk Student of the wonderful Science Of Hypnotism and Allied Studies and so a master of your destiny. Therefore, you at once will commence to attract to yourself Health, Happiness, Power, Success and Prosperity.

Adolph F. Lonk, D.C., Ph.C.
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REVISED THIRD EDITION

The extreme enthusiasm with which the first and second editions of this work was received encouraged the author to revise it, and to enlarge, improve, and to clarify it in some particulars. While the first and second editions of this work won nation-wide popularity and a tremendous sale, this edition it is expected will far surpass the first. A friend and collaborator recently said this of this work: "Dr. Lonk, I have been a student of hypnotism ever since I was a mere boy. I have practiced hypnotism as a means of entertainment and aid to friends for years. I let no opportunity go by to learn more about the subject. Therefore, I have taken paid for and studied about every course that was ever offered for sale, and I can say this for your work, that it has everything in it that the rest put together have and then some, and you have presented it in a simpler, plainer, more comprehensive and interesting manner than any I have ever studied. This is truly a tribute from one who knows, and it is partially responsible for the enthusiastic, conscientious work which Dr. Lonk has put into this new revised edition of his work on hypnotism and allied studies.

1947

LIMITED EDITION

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and
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PART ONE
INTRODUCTION

The first cause of health and its opposite, sickness, is mental. The uncon­scius or as it is better known, the subconscious mind has control of all bodily functions and keeps the body in perfect health if it is not interfered with. The fact that cures are effected by all schools of healing and in many cases by none of them, be those schools of medicine, diet, manipulation, faith or what not, proves beyond a possible doubt that these cures were not brought about by the particular method used, but by the fact that all these schools utilized the same principle - that of arousing and stimulating into action the indwelling principle which admittedly does the work of healing, and, whatever method is used, it works by the principle of suggestion, and all these methods can serve no other way than as suggestion to the subconscious mind.

It should be clear, then, that hypnotism which lays hold of this indwelling life principle, this subconscious mind, at a time and under conditions when it is the most sensitive to suggestion as during sleep or a very relaxed, passive, receptive condition when the conscious mind is completely side-tracked, is the most logical and effective method of treatment.

The condition of hypnotism, differs in no particular from ordinary sleep, except that it is artificially induced by suggestion. Ideas planted in the subconscious mind during the time the conscious mind is off guard, are the most effective. That is why many consider the speedy results that follow hypnotic treatment as miraculous.

Remember that any intelligent person who applies himself can become a good hypnotist just as he can learn to play any musical instrument or to study to become a doctor, lawyer or chemist. Study and practice does it.

Steady your nerves. If you are nervous others will become so too by watching you. Keep a clear head, steady hand and employ a positive tone of voice while experimenting.

Be business-like as you go about your work. Never hesitate to do the next thing. If you are not sure that you know what is to be done next, do something even if it is only to give you time to recall the proper thing to do. Hesitation causes subject to lose confidence in your ability, making him think you do not know your business.

The difficult task is to hypnotise your first subject. After that it is a simple process and becomes more so after each success.

Information given to you in this book or any other ever published will prove of no value to you unless you make use of same. The more you study and practice the greater will your returns be on your investment. You can make this book mean nothing to you, or you can make it mean much. Sit down for a few minutes where you will not be disturbed and think the matter over. I want you to make up your mind at this sitting that you are going to be successful; that this book of instruction will help you through life.

Make up your mind that this is true and if you will act upon this suggestion you will find your work much easier. Bear in mind that what others can do and have done, you too can do. Soon you will be able to exercise an influence over others to an extent of which you now little dream.

PART TWO
MESMER AND MESMERISM

The phenomena known as hypnotism today is older than man since the same phenomena applies to animals.

In the 17th century, Father Hell, a Jesuit, and professor of astronomy at
the University of Vienna, became famous through his magnetic cures. He used magnetic iron plates of a peculiar shape which he applied to the naked body of the patient to procure results.

At this time, Friedrich Anthony Mesmer studied Father Hell's system and too obtained gratifying results. It was shortly after he parted with Father Hell that he adopted the theory of animal magnetism.

Mesmer soon threw away his magnets and instead used passes. Animal magnetism became the vogue in Vienna and the medical fraternity there secretly waited for an opportunity to run Mesmer out of town. After Mesmer successfully restored sight to a blind girl who was according to other medical men about, incurably blind, these doctors pounced upon Mesmer and not only succeeded in causing the girl to again go blind but also made Mesmer leave Vienna.

Mesmer then left for Paris. In Paris the French Academy of Medicine refused to recognize him, and so, disgusted with their treatment of him he decided to quit all pretense of practicing medicine and went into charlatanism in a wholesale manner. In the year of 1778 he started his remarkable clinic where both patients and pupils flocked to him from everywhere. Even members of the Royal Court were among his patients.

At first Mesmer used what was called a "valet toucheur," a rod invested with power. With this rod he treated various diseases with excellent results. As business increased he invented the famous "baquet," a large oaken tub at the bottom of which was a layer of powdered glass and iron filings over which were several layers of bottles lying on their sides and with their necks directed toward the center of the tub while the second layer had their necks directed toward the circumference. The tub was filled with water and in a lid that fitted snugly were many holes from which protruded hinged iron rods with which the patients could touch any diseased part of their bodies and so treat themselves.

Wilton Lackaye, veteran actor who created "Trilby" and in which he appeared as Svengali.

Extreme silence was maintained. The patients were arranged around the "baquet" and connected with each other by cords passed around the waist and also by a chain formed by joining hands. Burning of expensive incense was noticed in the air. Aeolian harps sighed melodiously from a distance. Rich stained glass shed a dim religious light into this treating room which was almost covered with mirrors. At the right moment Mesmer would appear garbed in a purple silken robe and would assist in the healing by passing from one patient to the other touching them with the "valet toucheur."

More than once Mesmer created a great sensation in Paris. The medical fraternity became hostile and threatened to revoke his license to practice because he cured without medicine and refused to even pretend to co-operate with the local doctors. He had been branded as a quack and a demon, and today, over two-hundred years since Mesmer's time, the medical fraternity stubbornly refuses to change its opinion about Mesmer. At the same time, the physician repeatedly prescribes many remedies, drugs, serums and vaccines which are useless and oftentimes deadly poisonous, or performs surgical operations that are uncalled for and thereby endangers or takes the very life of the trusting patient.
The study of hypnotism is interesting and instructive. Books that treat the subject fairly and without prejudice are eagerly sought after. Hypnotism is a common topic of conversation among all classes from the college professor to the schoolboy. There never was a period in the world's history when so much thought was given by the masses to mental, psychic, and occult subjects. To be abreast of the times, one must understand psychic processes. That is what, this minute, you have started to learn. You are destined for marvelous results.

After more than twenty-five years of experimental work in hypnotism, during which time I hypnotized thousands of different people and taught a vast number of students the science of hypnotism, I have come to the conclusion that everyone can be hypnotized, providing the correct methods are used for each particular individual. Knowing one or two simple methods, such as are usually taught, will never make you a successful hypnotist.

It is necessary that you have many methods at your command to become a real success. Like the magician, you must have all the tricks of the trade at your command. Therefore, instead of burdening you with a long drawn history and theory of hypnotism, I shall eliminate these altogether and give you information of practical use, and of great value.

Hypnotism is not something supernatural. I wish it distinctly understood that I do not claim, nor have I ever posed before the people as one endowed with occult power differing in any sense from the common gift to humanity. A hypnotist is not a deep-dyed villain who preys upon weaker minds. In fact the weaker the mind of the individual, the more difficult it is to hypnotize him. When I hypnotized a young man over the radio, at Gary, Indiana, when radio was in its infancy, I had to use an intelligent individual in order to make the demonstration a complete success.

Hypnotism involves scientific facts that anyone can learn with more or less success. Some will make more rapid progress than others, on account of devoting more time and more study to what follows. Therefore, be diligent and you will succeed.

At first you will think it impossible that the simple methods given herein will produce hypnosis. But don't pass judgment until you have studied the whole book and put into practice what it teaches. Try the methods, put them into practice, and you will be surprised at your own ability. Even then you have only begun. You will be in a better position to judge their value after you have practiced hypnotism for some time.

The remarkable curative or therapeutic possibilities of suggestions given to patients while in the hypnotic state has led me to specialize in psycho-therapeutics. Since adopting this mode of treatment, I have never had a case that I did not or could not help. Most physicians will admit that a prescription is of little value unless accompanied by suggestion, telling the patient just what that particular medicine is expected to do. Many physicians have unconsciously used suggestion in their daily practice. Had they studied hypnotism and psycho-therapeutics they could have applied these same suggestions more intelligently and brought about more definite results. Prominent practitioners who have brought about wonderful cures through hypnotic treatment as a result of having been taught this system have, we believe, wisely prophesied that the time is near when a physician will not be tolerated or considered qualified to receive a diploma without a thorough knowledge of psycho-therapeutics.

This book is for busy and intelligent people. It is hoped that from its study you will derive such a definite clear understanding of hypnotism that you can hypnotize people for their good.

The many methods of producing the hypnotic state, contained herein, have been gathered from many lands. Some of them are jealously guarded secrets of professional hypnotists. Some of them have been taken from rare books in foreign languages and translated for your benefit. Still others are of my own origin.
It is the essence of hypnotism that I unselfishly reveal to you. Every method is given in detail so that nothing whatever is left to the imagination. The physician, the magician, the student, the amateur and even the professional stage hypnotist, will find many new, practical methods and information of value in the contents of this book. With it you will build a reputation and increase your income.

PART FOUR

MEDICAL HYPNOTISM

In using hypnotism in medicine, it is necessary that you know just what to do and when to do it. Remember also that the marvels of hypnotism lie in the simplicity of its methods. Remember also that what others have done with hypnotism, you too can do. You can have just as perfect control over your subjects as the most skilled hypnotist in the world. You must know that you will succeed and have confidence in yourself. Make people believe that you thoroughly understand this science. Never let them know that you are a beginner. Let every look, every word, every act, convey to the subject the impression that you will succeed. The more subjects you hypnotize, the more confidence you will have in yourself and the more confidence others will have in you.

I will now explain just how I apply suggestion in my daily office practice, for relieving a vast number of disorders, some of which have been pronounced incurable by the medical profession. Suggestion is one of the most successful of all healing methods. Whether used consciously or unconsciously results always follow.

There are two minds. One we call the conscious mind and the other the subconscious mind. The conscious mind manifests itself through the five physical senses. It is the mind that is capable of all forms of reasoning, such as inductive and deductive reasoning. It is located in the cerebral cortex, which is the gray matter composing that part of the brain where the objective or conscious mind manifests itself. The subconscious mind is in the medulla oblongata and is connected with all other intelligences of the entire organism. A point to remember here is that each cell of which our bodies are composed has intelligence and is not a dead mass as many think.

The conscious mind has reasoning power as already explained, while the subconscious mind has no reasoning power and will accept suggestions whether good or bad, and will work just as hard to produce a crop of weeds as a garden of flowers.

In order to evoke the necessary force to successfully hypnotize the subject it is necessary for the operator to inspire his own subconscious mind with confidence. This can be done by the simple means of auto-suggestion. The power to do this does not depend upon his own conscious belief. The power to control subconscious belief is inherent in the conscious mind; and that control may be made absolute, even in direct contradiction to conscious belief. If, therefore, the operator doubts his power over his subject, he can, nevertheless, exert all the necessary force simply by reiterated affirmation to himself that he possesses that power. This affirmation need not, and perhaps should not be uttered aloud. But it should be constantly reiterated mentally while passes are being made; and if in addition to this he concentrates his gaze upon the open or closed eyes of

Dr. Loun demonstrates hypnotism in surgery plus some showmanship that often goes over nicely with both the subject as well as onlookers.
the subject, or upon any part of the head or face, the effect will be all the more powerful. Whatever effect is desired should be formulated in the mind of the operator, and reiterated with persistency until it is produced. The subject is passive, and receptive of subconscious mental impressions. The subconscious mind of the operator is charged with faith and confidence by auto-suggestion. That faith is impressed telepathically upon the subconscious mind of the subject; and even though his conscious belief may not coincide with the subconscious impression thus received, the latter obtains control unconsciously of the subject, and the end is accomplished just the same.

You need but sufficient intelligence to understand the above directions, sufficient mental balance to follow them with persistency with a willing subject who is possessed of the requisite mental equilibrium to enable him to become passive and receptive during the experiment.

In giving treatment with suggestion, the subconscious mind must be told just what is expected of it, just what disorder should be corrected. Simple suggestions are first given in order to induce the psychological state or condition before actual treatment is given. In some cases as long as one hour is necessary to bring about this state.

I generally have the patient sit in an easy chair with his back toward the light. Now I tell him to close his eyes, saying to him that in a little while he will feel a heaviness starting in his eyes and head. The heaviness will extend down his back and all over his body, but will not in any way interfere with the normal circulation of the blood. The blood will circulate freely, the heart will beat regularly, but the heaviness will be so great that he will be unable to raise his head or open his eyes. I continue and repeat that the eyes are becoming tightly closed. That the head feels heavier and heavier, et cetera. I now tell him to try to open his eyes but at the same time I assure him it is impossible for him to do so. Then I ask him to try to raise his arm or leg, which he also finds impossible to do, because my suggestions are being acted upon by his subconscious mind.

Unless there are indications that the patient would greatly be benefited by being put into a deep sleep, I do not suggest sleep to him. On the contrary I tell him he will not go to sleep and will understand all that is going on, but that he will feel so heavy that he could not rise under any circumstances. I always use a very positive tone when talking to patients.

If the suggestions are given properly, and the subject has kept his eyes closed all this time, he is now under muscular control and ready for the suggestive treatment. This is to be given for twenty or thirty minutes, according to the case. Simply tell the patient what you want his subconscious mind to do in order to restore the body to a normal state of health.

Another method I use is to arrest the visual attention by holding some bright object, as a coin, about ten inches in front of him and on a level with top of his head. The subject’s eyes will be under some strain to see it. I then give monotonous suggestions, such as that the pupils of the eyes will soon dilate, that his eyelids will feel very heavy and will close unconsciously. I never hurry a subject, but take him step by step, as that is the only way to get the proper subconscious state for treating.
In starting, it may take ten to twenty minutes before his eyes close. The subject must be in an easy position with the light coming from behind, so that it is reflected from the bright object into his eyes. This is a good method and does not frighten the patient as some other methods do.

My third method is the same as above, but instead of looking steadily at the bright object, held on a level with top of his head, I ask the patient to open and close his eyes at each count while I continue to count.

Before commencing I assure him that very soon he will experience difficulty in opening his eyes. In time he will be unable to open them. Many patients go into the subconscious state after fifteen counts. If after one hundred or two hundred counts, he is still able to open his eyes, I tell him to close them. Then I give suggestions as in the first method, following with the suggestive treatment. After two or three attempts with these methods, the subject will generally go into a subconscious state, in spite of the fact that they seemed to have little or no effect upon him at first. One of the three methods or a combination of them will develop the subconscious condition in every person of sound mind, if the person does not resist the hypnotist's efforts.

The SIX STAGES OF PSYCHOLOGICAL INFLUENCE are now given:-----

1st.- The subject is unable to open his eyes--ocular muscles are affected, preventing the lids from being raised.

2nd.- All skeletal muscles are under control of the suggestionist. The subject cannot get up from a sitting position, raise his head, or bend his arm. Yet he is awake, but drowsy. He is not hypnotized, in the full sense of the word, because there is no sleep. This, according to my experience, is a good time for therapeutic suggestions.

3rd.- This is the stage of sleep (hypnotism). The subject is unaware of his surroundings, his five senses being locked up. He knows nothing consciously. This hypnotic state differs but little from ordinary sleep. The difference is that in natural sleep his mind is subject only to his own consciousness, while in the hypnotic sleep his mind is subject to the consciousness of the hypnotist. He obeys the operator only, regardless of the number of people who may try to gain his attention.

4th.- This stage is known as the somnambulistic state. It is very similar to that of the sleep-walker. Suggestions are acted upon. The eyes are open or closed. The subject is told what he should see. The delusion must be suggested to the subject while his eyes are closed. Upon opening his eyes he will see the very things suggested to him. If requested, he will talk and describe in detail just what he sees, which in reality is only in his subconscious mind. If he does not see what has been suggested, he is still in the third stage, and suggestions of sleep must be continued.

5th.- This is the stage of clairvoyance. In this state the subject can describe hidden objects, tell what is taking place at any distance, even on the other side of the earth. While his eyes are closed, and he is in a deeper sleep than in the fourth stage, he sees. This proves that we have psychic eyes as well as physical eyes.

6th.- The sixth stage is the last in which the subject is in a lethargic condition or deep trance. As a suggestive state it is not good except in the case of very sensitive people. It is into this stage that the professional hypnotist throws his subject when he desires him to sleep twenty-four or forty-eight hours in a show window. It is only with difficulty that one can get a subject in this stage to answer questions. For therapeutic purposes I never try to induce this stage except where rest is indicated.

There is a common superstition that a hypnotist is a deep-dyed villain who preys upon weaker minds. This, I assure you, is wholly untrue. I leave it to your own judgment. Neither is there any evil in hypnotism itself, any more than there is evil in a knife. There may be evil in the hearts of those who use either.

Hypnotism, which really begins with the third stage, does not weaken the will, but on the contrary strengthens it if properly used. As an example it may be used to overcome the tobacco or drug habit.

To give suggestions properly, one must be positive. To receive them so that the subconscious mind will act upon them, one must be negative.
Some of the morbid conditions which readily respond to proper suggestions are---

- Sleep-walking.
- Pains of all description.
- Sleeplessness (insomnia).
- Functional paralysis and contractions.
- Loss of appetite and all digestive disorders.
- Chlorosis or green sickness.
- Menstrual disturbances.
- Perverse sex appetites.
- Alcoholism and morphinism.
- Chronic muscular and arthritic rheumatism.
- Stammering, nervous disturbances of the vision, hiccough, neurasthenic disturbances, nightmare, especially in children, uncontrollable vomiting, bed-wetting, chorea, nervous attacks of coughing, hysterias of all sorts, weak will-power may be strengthened, memory improved, and anaesthesia may be produced for minor and major operations and also for labour.

PART FIVE

THE HYPNOTIC GAZE

It is necessary that the student learn just how to flash messages of power, conviction and sincerity by means of his eyes. By doing so, he will develop one of the strongest faculties of his personality.

The power of the human eye is well known. As an inducer of mental states in others, the eye has no equal among the physical agencies. It is a direct avenue for the passage of mental currents. While one may speak false words, and the lips utter intentional untruths, saying things opposite to the inner thoughts, the eye honestly tells the truth. Regardless of how false a story may sound, if a man's eyes support his words, we are inclined to listen and approve of it.

A powerful glance will halt people in their tracks. It is said that Andrew Jackson so paralyzed the will of a noted desperado by his glance that he surrendered and meekly accompanied his captor, although fully armed and therefore seemed absolutely fearless and dangerous. The bandit afterwards said that he could not understand just why he did not kill Jackson where he stood.

We have all flinched at one time or another under the masterful gaze of one possessed with the secret I am about to reveal to you.

There are many theories set forth by those who try to explain just how thoughts are transmitted by the eye. None of these seem quite correct, therefore, I will not burden the reader with any of them just now but will go on to tell just how to develop a powerful hypnotic gaze.

Most teachers of hypnotism teach the student to stare straight into one of the
NERVE AND MUSCLE CONTROL METHOD

Press back with thumbs so thumbnails are on line with eyes.

Pressure is applied on line with jaw.

Transverse process of 2nd cervical vertebra.

Cross-section of neck showing related parts.

FOR REFRACTORY SUBJECTS

Deep-breathing and retention of breath exercise to increase the carbonic acid in the system for refractory subjects.

Dr. Lonk's Hypnotic Gaze.

Learn to look 'thru' subject as in day-dreaming but add force to your thought. You throw your gaze through and about five feet behind your subject.

HYPSOSGENIC ZONES

Root of nose known as the Organ of Individuality.

Base of skull between the two cords.

Professional cataleptic bow. Correct support of subject is shown. Chairs are padded which note.
subject's eyes... This is not at all practical because the operator can look into but one eye at a time and it is quite fatiguing. Other teachers advise the student to gaze at a point between the eyes or at the root of the subject's nose. This is not so hard on the operator but the effect of the gaze is lost, just as it is in the first method, should the subject's gaze wander from one eye to the other of the operator's.

The most perfect method, and the one I use daily—a method which does not fatigue the eyes is not to direct the gaze at some point on the subject's face, but to look through him, so to speak. If the subject is about three feet in front of me, I throw my gaze through him and behind him, so that my focus is fixed at a point about five feet behind him. This keeps the operator's pupils far enough apart to give the subject the impression that each one of the operator's eyes are looking into each of the subject's. The subject finds it impossible to avoid the gaze regardless of whether he shifts his gaze from one of the operator's eyes to the other. To the operator, the subject's face will not be distinct because of the distant focus. It is like the distant look in daydreaming. It is no strain upon the eyes, but a relaxed condition that is beneficial. Therefore, if you use this gaze more or less continuously, you will find that your eyes do not become fatigued as readily as they did before using it.

THE EVIL EYE

To master this gaze, practice the following exercise. Look out of the window at some object. A tree will do. Now while your eyes are focused upon the tree, pass a newspaper before your eyes, retaining the original long distance gaze. Your eyes will be focused for the distant object and not for the close object. By daily practice you will become perfect in this method of "seeing thru." A few minutes daily will suffice. You may also practice seeing through your image in the mirror. Two friends may practice this exercise together with benefit to both. An advantage of this long distance focus is this: should the subject you are trying to hypnotize or influence in any way have a stronger will-power than you, you will not be affected by it in the least, for your vision of him or of his eyes is a blurred one. What you do not see cannot worry you.
After you have mastered this long distance focus, go back to the mirror exercise and throw into your glance the force of the thought: "I AM MORE POSITIVE THAN YOU. YOU ARE FEELING MY POWER. I CAN OUT-GAZE YOU. ET CETERA." You will soon be surprised at the power you will have over others, especially so if you will use a very positive tone of command when speaking, which permits of no disobedience. It is not necessary to raise the pitch of the voice. On the contrary, it is preferable to employ the ordinary pitch, but stress every word in a dry and imperative tone.

This method of gazing was taught by a well known teacher of occultism, who gave personal instruction in one of the large cities a few years ago. This teacher charged enormous fees. The following suggestions formed the keynote of his entire system of psychic influence. He taught the pupil to gaze steadily and earnestly at the other person, at the same time sending him the strong, earnest thought statement: "I AM LOOKING AT YOU. I AM LOOKING THRU YOUR EYES INTO YOUR BRAIN. MY WILL-POWER IS STRONGER THAN YOURS. YOU ARE UNDER MY CONTROL. I SHALL COMPEL YOU TO DO WHAT I WISH. YOU MUST DO WHAT I SAY. YOU SHALL DO THIS. DO IT AT ONCE! ET CETERA." It is claimed that some of his pupils attained such terrible proficiency in this art of psychic influence, that public attention was directed to this teacher. He was compelled to discontinue his teaching, and leave the country for Europe. Among his pupils were some of the most prominent men of this country.

PART SIX

WAKING HYPNOSIS

For the beginner, I advise that he put his subject through the preliminary experiments in this part. In doing so, the subject will become trained to respond to suggestions, and other experiments will be more easily carried out. These experiments will create confidence in the subject's mind for the operator. It is necessary that the operator win the subject's confidence at the start. Putting the subject through these experiments is about the quickest way of doing this.

Drawing Subject Backward.

Have the subject stand upright. Tell him to imagine that he is rigid like a board, his ankles like hinges, and that his feet are glued to the floor. Have him understand that if you push him forward or backward he is to fall as a mass, without resistance, in the direction in which he is pushed. Stand to one side of him, with one hand on his chest and the other on his back, sway him to and fro several times to let him see that you will not permit him to fall to the floor. Then step behind the subject and tell him to throw his head back, shut his eyes, and that very shortly he will feel your power drawing him backward. Tell him that he must not resist but to let himself be drawn backward, that you will catch him as he comes. Now place your right fist on the lower part of his neck between the shoulder blades, and your left hand on his forehead. Say to him, "You are now falling backward, back, back, you cannot resist, you feel yourself falling, that's right don't resist, et cetera." At the same time slide the left hand slowly backward over left temple, over the head above ear and slowly remove as you draw him back. Also, at the same time remove the right fist. If you have done everything right you will see the subject start falling. If he starts to fall and stops himself, have him try again, telling him that he must not resist this time. Let him fall but a few inches the first time, and as you repeat the experiment several times, let him fall farther and farther. As you catch him always say, "All Right" and snap your fingers. This will train him to come out of the deeper stages more quickly.

Drawing Subject Forward.

This experiment resembles the above in many respects. The subject faces the operator, his eyes open, and he must look into the pupil of one of the operator's eyes. Operator uses the Hypnotic Gaze, placing his open hands alongside of the subject's temples to act as blinders as those used on horses. Tell the subject that he will soon feel himself drawn forward and that he must not resist but let himself fall. The operator must lean slowly backward so as to coax the subject forward. IMPORTANT---It is necessary for the operator to keep up a running fire
of suggestions, suited to the experiment. This applies to ALL experiments. RE­
MEMBER THIS -NEVER allow a subject to think of anything but what you are suggest­
ing.

Fastening The Eyes

Subject may stand or sit. Tell him to close his eyes tightly and to roll his eye-balls upward as if to look at his brain. With your thumbs in contact with his eye-lids, make a few outward passes over his eyes. Then place the fingers of the right hand on top of the subject's head with the thumb at root of his nose, between his eyebrows, pressing downward as if to keep his eyes closed. Place the second finger of your left hand at the base of the brain between the cords of the neck. Now say to him, "Your eyes are fastened, your lids are stuck, and you cannot open your eyes. You may now try, but you CAN'T." Emphasize the important words with extra pressure of your thumb in front and your finger in the back. He will not be able to open his eyes. Let him try for a moment and then say "ALL RIGHT!"

Fastening The Hands

Have the subject standing before you, clasp his hands together, fingers interlaced. Give him the Hypnotic Gaze and have him look into one of your eyes as before. Keep his elbows close to his sides. Clasp one of your hands over his, while with the other apply the second finger to the base of the brain as before. Now say, "Put your hands still more tightly together until they tremble. They are sticking, sticking! Should you try to take them apart you will find them stuck. Tightly stuck! Now try to separate them, but you CAN'T. The more you try, the more THEY STICK!.....Et Cetera." You need but snap your fingers and say "ALL RIGHT" to release him.

Other Experiments

After you have mastered the technic of the foregoing experiments you may then apply the same technic to other experiments such as stiffening the arm, the leg, fastening subject's jaws open or shut, rendering him incapable of speaking his name, rotating the hands so that he cannot stop their movement, patting his hands, et cetera.

REMEMBER--That contact is fifty percent of the power of suggestion, and emphasizing the important words with added pressure adds at least ten percent more to the power of suggestion. Always carry out these experiments in a serious manner. Do not try them on people who are inclined to act silly or girls that giggle. Such people never put their minds on what they are doing, or on what you are saying.

If you find that a subject is getting his eyes open or his hands apart, do not wait until he is successful in his attempt, but immediately say "ALL RIGHT" so as to beat him to it. If he succeeds by himself, he will lose confidence in you to some extent and you will have difficulty with him later on. Let him think that he got his eyes open because of your command and not of his own free will.

Even though you have never hypnotized anyone in your whole life, you will succeed with these experiments if you will carefully follow these directions, and if you will try them out on at least five subjects. Strangers are best because they take much for granted, while relatives or close friends know, or think they know how little you know. Out of five that you try you should be successful with at least two, after which the remaining three should be easily handled by you. Your increased confidence in yourself will rapidly increase your ability and success.

PART SEVEN

HYPNOTIC PASSES

Passes are generally believed to be unnecessary but they greatly assist by way of suggestion. They are of assistance to the operator, as they enable him more effectually to concentrate his mind upon the work in hand and to fix his at­
tention upon the parts of the body of the subject which he desires to affect.
Er. Lank demonstrates the use of passes in hypnotism.

The student of hypnotism should carefully acquaint himself with the various passes he will use in his work. By familiarizing himself with the movement he not only leaves his mind free for concentration upon the work of healing but prevents his actions from appearing awkward.

Before you make any passes of any kind, it is always best to rub the palms of the hands together very briskly as though to warm them up. If this is done correctly your hands and fingers should tingle. This means you have improved the circulation and increased the flow of nerve force to the finger tips.

Passes may be made by direct contact of the subject or patient as in magnetic healing or they may be made without contact or just barely touching the individual as is done in the demonstration of hypnotism.

Longitudinal passes are the passes most commonly used by the average hypnotist. The hands are held well apart, palms down, fingers extended and separated. With the hands above the subject's head you now make a slow downward sweeping movement before him to about his knees. As you come down with the hands and approach the knees you close the hands, bring them outward and upward in a semi-circle to where you started and make your second pass. Such passes may be made to great advantage while your subject either sits or stands, whether you remain silent or are giving him suggestions of sleep, whether he has his eyes open or closed, and whether you are experimenting with him privately or on the stage before an audience.

Passes may be varied and modified to suit the individual case. The left hand of the operator may be used for making contact on some hypnotogenic zone on the subject while his right hand alone may be used for making passes over the face, or face and chest.

Keep in mind that as you make the passes downward, a flow of vital force pours from your finger ends. Such downward motion over the subject gives him a restful feeling while the upward one would have a waking effect. It is for this reason you close your hands at the end of the downward sweep and bring them up along the sides of the subject and not before him.

Slow passes with contact or very near contact are best for hypnotic work while those made more rapidly and about a foot or more from the subject are stimulating to the circulation and have a tendency to arouse sluggish organs to greater activity.

It is hardly possible to put on a good stage demonstration before an audience without making some kind of passes. Hypnotism in the eyes of the public hardly can be hypnotism without both passes and the hypnotic gaze. Your act is doomed to failure if you do not make use of both passes and the gaze. Without such it would be like eating without food, or dressing without clothes.
PART EIGHT
PERFUMES AND THEIR USE IN HYPNOTISM

Certain perfumes have a hypnotic influence upon most people. Perfumes com–
ounded from formulas that come out of the dim past of Egypt prove to be real
hypnotic adjuvants. The odor of Mayblossom, New-Mown-Hay, Balm Of Gilead Fir,
Heliotrope, Lilac and Tube Rose unquestionably contribute toward mental placid-
ness and so mental surrender. Many persons cannot at any time inhale the odor
from these flowers without being soothed and rendered drowsy. This will happen
if they are in an atmosphere of quietitude and solemnity.

The author had formerly used the liquid type of perfume but found them in–
convenient to use on certain occasions. For this reason he now has the best of
the lot put up in form of cone-shaped incense which is more convenient for
hypnotic work. The odor of the burning incense will not induce sleep but it does
make any method of hypnotizing far more effective.

PART NINE
COLORED LIGHTS AND THEIR USE IN HYPNOTISM

That which has been said of perfumes may also be said of colored lights.
Green will quiet the insane as well as soothe the nervous individual. Yellow
stimulates the imagination. Most people show a tendency toward hypnosis under
blue, violet, lavender and purple shades. Red is very irritating and will pro–
duce a severe headache if one gazes into it too long. It is useful in awaking a
deeply hypnotized subject.

Have yellow light flooding the face of the subject while you explain to the
subject the wonders of hypnotism and how quickly he will go to sleep. This will
stimulate his imagination so that everything you tell him will become much ex–
aggerated in his mind. Say nothing that would frighten him. Then switch off the
Yellow Light and turn on your Blue and then Purple Light and go ahead with what–
ever hypnotic method you choose, or just give the "Sleep Formula", given else–
where in this book.

HYPNOTIC RAYS OF LIGHT

1. Green (Spinach Green). A normalizer and stabilizer. Used for quieting in–
sane patients as well as for quieting excited subjects preliminary to hypnotiz–
ing. Let subject gaze directly toward the rays.

2. Yellow (Med. Oak Yellow). An energizer. Used to activate or stimulate the
imagination. While flooding subject's face with this number tell him about the
wonders of hypnotism.

and lighter stages of hypnosis are desired. Often called magnetic shade.

4. Purple (Blue-Violet). A cardiac, motor and splenic depressant, as well as
antispadmodic. If used with No. 3, it excites the imagination, producing
hallucinations. The subject will see all kinds of crawling shapes and forms when
looking directly toward these rays. Soon the excitement subsides and changes
into lethargic dullness. When the face and eyes of the subject become expression–
less and he must make special effort to talk, Dr. Lonk's Original Sleep Formula
should be given, modified to fit the case. The subject will then readily pass
into a hypno-lethargic sleep.

5. Red (Flame Red). A sensory stimulant. Used for awaking the subject from
very deep hypnosis as the lethargic state.

Every student should make use of these colored lights as well as the afore–
said perfumes.
Samples of the correct shades of color in form of pieces of cellophane can be supplied at a reasonable price. Directions for using them in a projector will be supplied with the specimens.

PART TEN

DRUGS AND THEIR USE IN HYPNOTISM

I do not advise anyone but a competent physician to use the following drugs. Many are dangerous and may stop the heart or respiration. In such a case, the experimenter would be at a loss to know just what to do even if restoration of life was yet possible. Because many who read this book and study my methods are practicing medical physicians, this part on drugs is included for their benefit.

Small doses of any hypnotic drug will produce calmness and mild relaxation while greater doses will produce greater calmness, drowsiness and sleep.

No drug, with the exception of Cannabis Indica, will actually bring on the hypnotic state by itself. While these hypnotic drugs act, suggestions must be driven in so that the forced drug sleep is changed into a true hypnotic sleep. The drug merely puts the conscious mind of the subject out of the way so that suggestions readily pass into the subconscious mind where they can be acted upon.

Amyl Nitrite (Amyl Nitris, U.S.)

In difficult cases, you will find that by crushing one or two, three to five minim pearls of this drug in a handkerchief and holding it to the subject's nose to inhale will prove excellent. He will become sufficiently bewildered so as to permit suggestions to enter his subconscious mind at once. This drug when inhaled gives one a sensation of blushing, face becomes warm, a sinking sensation, fear and the pounding of the pulse can be heard in the ears. When subject's face becomes red it is time to give him suggestions for at that time he feels like one suffering from stage-fright and the easiest escape from such a predicament is to go to sleep.

Amytal and Amytal Sodium

Hypnotics such as Amytal and Amytal Sodium have been used very successfully in neuropsychiatric conditions to establish contact with the un-co-operative patient and in cases of amnesia. These drugs are reasonably safe. A patient suffering from amnesia need only be placed under the influence of the drug and in most instances he will promptly recall his identification if questioned. The subconscious mind never forgets. Amytal Sodium has been used as a truth serum. Dose - 1-1/2 grains to 6 grains is administered by mouth on an empty stomach and washed down with some very warm water to hasten action.

Barbital Sodium, B.P. (Veronal)

This is a very satisfactory hypnotic in nervous insomnia and therefore an excellent drug to quiet the subject for hypnotic work. In full doses it often causes ataxia and hallucinations and sometimes tremor. It is a safe drug, since very large doses are required to produce death. The average dose for inducing the psychological state is 10 to 15 grains in tablet or capsule form on an empty stomach and washed down with some very warm water to prevent precipitation of the drug. When a poisonous dose is taken sleep may last for two or three days.

Bromide Of Sodium (Sodium Bromidum, U.S., B.P.)

Sodium of Bromide is much weaker but less likely to upset the stomach than Bromide of Potassium. In full doses it produces drowsiness, sleep and decreases all nerve reflexes. Dose: 5 to 120 grains a day at intervals in a watery solution with a little syrup.

Cannabis Indica

Cannabis Indica that is used should be only the physiologically tested extract. Extract Cannabis, U.S.P. is administered in capsule form on an empty stomach.
The average dose for other than psychological work is 1/8 to 1/4 grain. But for psychological work to bring on an hypnotic state the dose must be extra large, 1/2 to 1-1/2 grains. If the subject does not become ill and lose the drug by vomiting he will soon go into a deep hypnotic state. About two hours after administration of the drug, the subject feels happy, acts intoxicated, time seems to stand still. Two more hours later he will be asleep and quite insensible. If his arm is raised and placed in any abnormal position in mid-air, it will remain put without a verbal suggestion. Like a putty figure, the subject can be put into any position and he remains so. Suggestions are best driven in at this time or little before this stage. It is the only drug that brings on the hypnotic state without verbal suggestion. For added information I will say that an extremely hot climate is required to grow the best Cannabis Sativa the plant from which Cannabis Indica extract comes. For this reason the best comes from the Hindustan region of the Himalayas. The plant is also known as Indian Hemp, the leaves are used in making cigarettes (Marijuana). The extract mixed with butter and water makes a syrup called Hashish. Antidote: Faradization of respiratory muscles and cautious use of strychnine. Lemon juice will neutralize its effects.

Chloroform (Chloralum Hydratum, U.S., Chloral Hydras, B.P.)

This drug produces sleep by quieting the intellectual centers of the brain, depressing the motor tract of the spinal cord and the motor nerves. An overdose of Chloroform is a cardiac paralyzant. Death has resulted from a dose of over 30 grains. It is one of the purest hypnotics for simple nervous insomnia if not due to pain. The average dose is 10 to 50 grains in capsule form.

Chloroform is administered by inhalation. Unlike Ether, it depresses the heart. It first affects the sensory part of the brain, then the sensory part of the spinal cord, then the motor tract of the cord, then the sensory paths of the medulla oblongata, and finally the motor portion of the medulla, producing death by failure of the vaso-motor center and of the respiratory center. In using this drug, one must watch for the end of nervous excitement, just before the stage of delirium. At this stage the subject is quite susceptible and suggestions are driven in. Sometimes only a few inhalations are necessary. In very susceptible subjects, a dry inhaler or one that is moistened with only a little alcohol will do the trick just as well as one saturated with chloroform.

Duboisine

An alkaloid of the Duboisia Myoporoides, used as an hypnotic in cases of insanity. Dose of Duboisine Sulphate, hypodermically is 1/80 to 1/60 grain.

Elixer Alurate "Roche"

Excellent results had been obtained with this hypnotic. Insane subjects and those who fear hypnotism are usually influenced after they had been given a dose of this Elixer. It has a pleasant odor, reminding one of Wild Cherry Phosphate although the taste reminds one of medicine. Dose is 4 to 6 teaspoonfuls of this syrup (Elixer) is stirred into a half glass of cool water and given to the subject to drink. Within fifteen minutes the subject will begin to feel drowsy. Suggestions are then given. Some extremely difficult subjects turned out to be excellent ones after such treatment. It is best to give this Elixer on an empty stomach. Elixer Alurate is made up of Allylaisipropyl-barbiturate and alcohol. To avoid mental heaviness on the following day it is advisable to give a laxative shortly after you are through experimenting on the subject.

Ether, Sulphuric Ether (Aether, U.S., Aether Purificatus, B.P.)

This drug is administered same as is Chloroform, by inhalation. Ether also acts on the nervous system much like Chloroform which see. In an overdose it produces death by respiratory failure. To some extent it is safer than Chloroform but considered a very dangerous hypnotic for general use. Pneumonia often follows its use.
Ethyl Bromide (Aethylis Bromidum, U.S.)
Ethyl Chloride (Aethylis Chloridum, U.S.)

Both of the above two drugs are used to produce anesthesia by inhalation. Only a small quantity is required to procure anesthesia when compared with Ether. Neither one is very safe.

Hynp (Monochloral-antipyrine)

When Chloral and Antipyrine is mixed together, they usually will liquefy. It may be for this reason that this hypnotic never became very popular. The dose is 5 to 20 grains given with simple syrup and water.

Lophophora, Lewin'ii, Mescale

This is a small plant of Mexico which yields the mescale buttons. It is used by the Rio Grande Indians to produce intoxication during religious ceremonies. The Alkaloid Pellotine (Pellotinum), can be employed hypodermically and is an excellent hypnotic to produce sleep without untoward symptoms. In action it resembles Cannabis Indica which see. Dose of Pellotine is 1/2 to 1 grain given hypodermically.

Morphine (Morphinae Sulphas, U.S.)

Sometime repeated doses of Morphine have proved useful where ordinary methods of inducing hypnosis have failed. Since Morphine is extremely habit forming and somewhat dangerous, it is not very highly recommended. Dose 1/4 to 1/2 grain hypodermically and not into a vein so as not to produce collapse. Death has followed but 1/3 grain of Morphine and practically every drug addict was made by some well meaning but careless physician.

Myristica

Myristica is the kernel of the ripe seed of Myristica Fragrans, an East and West Indian plant. It is used secretly in the Orient for its soporific and nervous sedative action, and especially for its peculiar influence over the cerebrum. The symptoms of excessive doses of Myristica resemble those produced by excessive doses of Cannabis Indica which has already been described. (Syn. Nutmeg.)

Nembutal (Abbott)

This is a fairly safe and rapid hypnotic. The dose is 1-1/2 grains to 3 grains on an empty stomach. Mental heaviness may follow its use.

Nitrous Oxide (Laughing Gas)

Nitrous Oxide is used by the dentist for making painless extraction of a well fastened molar. This is an ideal hypnotic for use in hypnotism. Its drawbacks are that first it calls for special apparatus and then too it is far from being safe. Many a patient had a tooth extracted and their life too because of the inhalation of this gas.

Paraldehyde (Paraldehydum U.S. and B.P.)

Paraldehyde is an aldehyde used as a soporific and nervous sedative. An overdose may produce respiratory failure and so death. It is speedily absorbed and soon loses its soporific power. For this reason it should not be given until patient is in bed and physician ready to give suggestion. Dose - 20 minims to 1 drachm in capsule.

Pentothal Sodium (Abbott)

Pentothal Sodium is a barbiturate and is a powerful but brief-acting hypnotic. It is used for the same purpose as Amytal Sodium, that is in neuropsychiatric conditions to establish contact with the un-co-operative patient and in cases of amnesia. It has been used as a "truth serum." Dosage: 1 gram (15 grains) of Pentothal Sodium is dissolved in 20 c.c. of sterile chemically pure water to make a 5% solution for injection. This is injected slowly into a vein just below the
crook of the subject's arm. The subject is asked to count backward from 100 and when he shows confusion, the administration of the drug is stopped and suggestions are driven home to the subconscious. Or, if used as a truth serum, questions are asked.

Phenobarbital

Phenobarbital is a long lasting and acting barbiturate. If it is long continued, its use produces mental deterioration in the patient. Dose is 1/2 to 3 grains.

Seconal Sodium (Lilly)

Seconal Sodium is a barbiturate that produces sleep and relaxation with greater promptness than is generally obtained with other barbiturates given by mouth. Much mental depression rarely follows its use. It is relatively safe and short-acting. This permits the physician to commence giving suggestions within fifteen minutes of its administration. Dose: 1-1/2 grains to 5 grains is ideal. If combined with Amytal Sodium the results will prove more gratifying.

Scopolamine or Hyocine

This is the "truth serum" of yester-year. Hyocine is usually used as hydrobromide (Scopolaminum Hydrobromidum U.S.). Besides being used as a "truth serum" it has been used for the relief of pains of labor. Dose: 1/100 grain with 1/12 grain of Morphone Sulphate at each injection. This will soon subdue the conscious mind and so the subconscious reveals its secrets. However, it is mentioned here mainly for the psychotherapist to use for implanting some worthy suggestions into the subconscious mind.

Sulphonial (Sulphonmethanum U.S., Sulphonalum, R.P.)

Sulphonial will produce sleep even in the insane patients. It is difficult to administer because of its bulkiness and insolubility in cold water. It is best given as follows: 20 grains to 40 grains are put into about 8 ounces of hot water. When dissolved it must be taken before precipitation occurs. This drug does not act quickly and often as long as several hours elapse before it does act. Mental heaviness and a staggering gait may be noticed on the following day unless a laxative be given. Very large doses of this drug have been taken without serious results.

Trional (Sulphonethylmethane)

Trional resembles Sulfonyal in many respects. It is more toxic but has greater solubility and prompter hypnotic action. Warm water should be used in which to dissolve it. Dose 10 to 15 grains.

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Some narrow-minded and selfish individuals may resent my going into such detail on Hypnotic Drugs because other than strictly medical men will read this book. Others will inform me that they appreciate this refresher course on the subject. Be it as it may, let me say that any individual living in a large city can walk into any public library or bookstore and without question procure a medical book on drugs of all nature. To quiet the resentful let me add that no druggist will sell any of the above drugs to an individual without a prescription so in this way the business of controlling drugs reverts back to the medical man who may complain the most about my including such information on drugs in this book.

For other than the medical man, let me state that if you depend more on your ability and your technic without the use of drugs, you will become a far better and more successful hypnotist than you can possibly become if you depend on drugs as a crutch for support.
PART ELEVEN

THE SLEEP FORMULA

(Abbreviated as "S.F." thru-out this Manual)

To induce the hypnotic state in any subject by any method, it is as a rule necessary that the subject expects to be hypnotized. That is, you must convince him of your ability to induce the hypnotic state in him. By your action and speech the subject must be led to believe that you know your business. In a relaxed position have him sit in a comfortable chair or lying down upon a cot unless stated otherwise and proceed with any method chosen from this Manual. To induce the hypnotic state with most methods given it will be found necessary to use what is termed the "SLEEP FORMULA" abbreviated as "S.F." through-out this Manual for convenience.

A "SLEEP FORMULA" is nothing more nor less than the giving of one suggestion after another in a monotonous, not loud, but commanding tone, as follows ----

"I want you to look at this object. I want you to keep on looking at it, right at it, and soon your eyelids will become very heavy, then heavier and heavier. You will then close them in sleep. Keep looking at this object, right at it and pay no attention to anything but what I tell you. Do just as I ask and nothing more. A feeling of heaviness and a great desire for sleep are now taking possession of your entire body. Your thoughts are becoming confused, you can't think. You feel yourself sinking, sinking, sinking into darkness. Even my voice seems to come to you from a great distance and soon you will not be conscious of my presence. Your eyes are closing. Your eyes are almost closed now and your thoughts grow more and more confused. You are now closing your eyes and are going fast asleep, asleep. You are fast asleep and cannot awaken. You do not care to awaken because you are too comfortable and desire sleep. You are going deeper and deeper to sleep. Each and every breath you take seems to put you more deeply to sleep. Going deeper and deeper to sleep. More and more soundly to sleep. Sleep, sleeping, s-o-u-n-d-l-y s-l-e-e-p-i-n-g. Sleeping. Soundly sleeping. You will remain sleeping. Nothing can disturb you. You cannot awaken until I command you to do so. You will obey me and do everything I tell you to do without awaking. You will do it at once." --- You can now suggest that he open his eyes and see a beautiful lake before him and will want to go fishing. Or, that he will see anything, feel anything, hear anything, smell anything or taste anything you suggest. If your suggestion is not of a therapeutic nature and not meant to stay put in the subconscious mind, then be sure to remove it so it will not remain and annoy him or perhaps cause him harm. If you suggested that his nose itches and he has rubbed and scratched it enough to suit you, suggest that now it no longer itches, that it feels fine and normal in every way. That the flies, ants or whatever you suggested caused the itching are now gone. Now, continuing with the sleep formula after experimenting, suggest sleep again to rest subject before awaking him. --- "You will now rest by sleeping for one minute and when I awaken you by counting to five, you will awaken feeling splendid, the better for having gone through this experiment. Ready, one, two, three, four and FIVE, WAKE UP." Snap your fingers and he will be awake. That's all there is to it.

PART TWELVE

HYPNOCENIC ZONES

If you are to bring on the hypnotic state by any method, it is necessary that you convince the subject that the method will be successful. He must expect to be hypnotized, must expect to feel drowsy, sleepy, must expect his eyelids to become fastened, etc. In other words, the operator must tell the subject beforehand, while he has his entire attention, just what he is going to do, just what will take place, how soon the subject will experience this drowsy, sleepy feeling that will soon come over him and just when his eyelids will become fastened.

The conscious mind is always on guard, ready to prevent suggestions entering into the subconscious mind. In order to get your suggestion past the conscious mind and into the subconscious mind, it is necessary to sidetrack the conscious mind and keep it sidetracked while you drive in your suggestion. By applying
Dr. Lonk demonstrates contact with hypnogenic zone as well as passes being used simultaneously.

Pressure over various spots on the subject's body, called hypnogenic zones, the conscious mind is side-tracked, because its attention is directed to that spot, and the way is clear for your suggestion to pass to the subconscious mind without being blocked. I have already mentioned the spot at the root of the nose between the eye-brows. This is called the organ of individuality. I have also mentioned the spot at the base of the brain or skull between the cords of the neck. Other modes of side-tracking the attention are: Pressure (light) on the eyeballs with the thumbs while the lids are closed and pressure at the root of the thumb nails. While applying pressure at one or two of these points as mentioned, drive in your most important suggestion whether it be to induce sleep or cure some ailment. If you do not succeed well with one hypnogenic zone, use a different one in your next attempt. Some subjects have their conscious mind side-tracked more readily with one zone than another.

PART THIRTEEN
SIXTEEN WAYS AND MEANS TO INDUCE HYPNOSIS

1. Subject is seated with his eyes closed. A watch is placed near his ear and he is requested to listen intently to the ticking of the watch for some time. After about three minutes, give the Sleep Formula and subject will go to sleep.

2. Similar to the above, but instead of using a watch, the "Morpheus" a sleep inducing machine is used. The lulling sound of the instrument is said to bring on sleep in those subjects who find the sound agreeable. It resembles the monotonous croaking of a pond of frogs at a distance. Because of the war this item is not available at this time.

3. Have the subject clench his teeth tightly and also to close his eyes tightly for two or three minutes as he sits. After this, give Sleep Formula without letting him open his eyes.

4. The operator holds both of his hands in such a position that the backs are toward the subject. The nails of his fingers are about ten inches in front of the subject's eyes and on a level with the top of his head. The subject is requested to stare at the first finger nail while the operator counts to ten. Repeat with the second nail, etc. Before your subject gets to the tenth finger nail he will, in many cases, be asleep. If not, tell him to close his eyes as you give the Sleep Formula.

5. A Dr. Parkyn used this method successfully in his practice. He would strike a match and hold it above the subject's eyes about ten inches before him and on a level with the top of his head. He let the subject stare at the burning match until it burned out. The subject was told to close his eyes until another match was struck, when he should open them again. This was repeated three or four times. The subject was given to understand that the fourth match would bring about the desired results. This it usually did in all good subjects.

6. Have the subject hold one end of a full length lead pencil between his teeth
and instruct him to run his gaze up and down its polished surface for a few minutes. If he is not affected in a few minutes, tell him to close his eyes and give the Sleep Formula.

7. Tell the subject to close his eyes and look at the bright-colored spots on the inside of his lids. After he has done this for some time, tell him his lids are fastened and give the Sleep Formula.

8. This method works well with children. Have a bottle of any solution, alcohol or ammonia. Label is "CHLOROFORM". Explain to the child that you have a very powerful drug in the bottle that instantly produces sleep. Tell him that one smell of it will put him to sleep at once. Then uncork the bottle, pass it under his nose, and say, "I can see you smell it. It is already affecting you. You are going to sleep. Your eyelids are closing, etc." Continue with the sleep formula. After you have put an individual to sleep with this method, it is often only necessary to show the subject the bottle in order to put him to sleep a second time. Its influence will be felt at once. I have successfully used this method with many children as well as with some grown-ups. An excellent method.

9. Have the subject close his eyes while he is in a comfortable sitting position. Take an ordinary tuning fork. Strike it and tell the subject to listen to its vibrations until he no longer hears them and then to open his eyes, at which time you strike the fork again and he must close his eyes and listen as before. This is repeated fifteen or twenty times. Have the subject understand that each time he is to open his eyes, he will find it more and more difficult to do so, and that after a few times, he will be unable to open them at all. If after twenty times he is still able to open them, close his eyes by pressing the thumbs on the closed eyelids and say to him that his lids are stuck. Give the Sleep Formula.

10. Have the subject look at the second-hand of a watch, watching it for ten seconds. Have him close his eyes and count off ten seconds mentally. Open them and count off another ten seconds while watching the second-hand, etc. Have him understand that each time he opens his eyes he will find it more difficult to do so. Best results are obtained if operator remains silent until the subject's eyes are fastened shut, then give Sleep Formula.

11. Have the subject lie on a couch with his eyes open and completely relaxed. The operator sits on a chair near the subject's head, leans over the subject and gives him the hypnotic gaze, while the subject looks into the eyes of the operator. The Sleep Formula may be given right along, or the operator may remain silent. The subject must know just what results are expected. This is a good method but hard on the operator because of the sitting and leaning forward posture.

12. Have the subject write the word "SLEEP" upon a sheet of paper for at least fifty times. He must audibly speak the word each time he writes it, also closing his eyes for a moment after each word. If he is not asleep at the end of specified number of words, close his eyes and give the Sleep Formula. This is a good remedy for insomnia. At first, it may require two or three sheets filled with the word "SLEEP" to barely influence you. But, if you repeat it every evening at the same time, you will soon go to sleep by merely thinking of the task of writing the word "SLEEP".

13. Have the subject close his eyes and open one of them for a moment, saying the word "SLEEP" to himself. Close that eye and open the other, saying the word "SLEEP" again. Keep this up for a minute or two, alternately, then tell him to close both eyes and give him the Sleep Formula.

14. Subjects difficult to hypnotize, generally respond to this method. You need a Medical Battery (Faradic Current Machine) also known as shocking coil or induction coil which receives its current from a few dry cells. The electrodes are given to the subject to hold or are fastened with an elastic band to his temples. The subject is requested to close his eyes and a very mild soothing current is turned on, not interrupted but continuous. The Sleep Formula is given as the machines buzzes on.

15. A medical battery as above is used, but instead of actually letting a current pass over the wire it is simply bound about the binding post to appear connected. The subject is told beforehand that he will feel a soothing sleep-inducing current
as soon as you turn on the rheostat upon which he keeps his eye. As soon as he thinks he feels the 'soothing and sleep inducing current' give him the Sleep Formula. I have successfully hypnotized insane subjects with this and the previous method.

16. The subject is seated with light coming from behind him. Get his attention and tell him that you are going to ask him to do three things, and if he carries them out carefully, he will soon be asleep. Tell him that you are going to hold a bright object in front of his eyes and that you want him to look at it. While you count, he must close and open his eyes at each count, looking up at the bright object after each count. The second thing you want him to do, is to count mentally with you as you count for him to close and open his eyes. And third, he is to keep track of the number of times you count to five, because you will count only from one to five over and over. Repeat these instructions to him several times until you are certain that he understands just what to do. When you say "one" he must close and open his eyes, and at "two" he repeats it, looking up at the bright object between the counts. Have him understand that he is not to interrupt your counting if he commences to lose track of the groups of fives.

That is his look-out. It is at this time, when he becomes mentally fatigued as he becomes tangled in the maze of the three different tasks, that he is most susceptible. You will know this condition by his eyelids refusing to open regularly. They will flutter and remain closed more than open. When you see this, you may know he has lost track of his duties and it is time that you no longer count, but keep the same rhythm and tone of voice, substituting the words "Your eyelids are sticking together. They are now stuck tight. You cannot open them. You do not care to open them for you are too tired, sleepy, s-l-e-e-p-y, s-l-e-e-p-i-n-g, etc." Go on with the regular sleep formula. For the bright object you may use any bright coin, pencil with metal tip or similar object. Hold this about ten to fifteen inches in front and on a level with top of subject's head as he sits well relaxed, feet flat on the floor and hands in his lap. This is one of my favorite methods. Recommended highly.

Now let me explain why these simple methods induce sleep. It must be remembered that if any one set of nerves become fatigued, the entire body needs sleep in order that these nerves may be rested. If one reads very long, the optic nerve becomes fatigued and the reader drops off to sleep. Should one listen to a monotonous sound for very long, the auditory nerve becomes fatigued and sleep follows. Light downward passes of the hands over the scalp or over the entire body, will induce sleep. Such passes fatigue the sensory nerves of the skin. Most of us have experienced dropping off to sleep in a barber's chair, on reading or listening to some uninteresting lecture, on looking out of the window of a moving train, or looking at a motion picture show which we had already seen once.

In closing this part, I want the student to understand that most intelligent and serious minded normal individuals can become good suggestionists and hypnotists. Practice that which I teach. There is no mysterious aura surrounding a man who knows how to hypnotize. Believe not that "Knowledge Is Power." Knowledge is power ONLY when put into practical use.

PART FOURTEEN

APPARATUS FOR INDUCING THE HYPNOTIC STATE

Both Dr. Luys and Dr. Sage of Paris used what they called Hypnotic Mirrors for inducing hypnosis. These mirrors were made to revolve by clock-works so that a beam of light was flashed into the subject's face momentarily as each mirror revolved. Dr. Luys used a modification of the lure employed by bird-catchers which he called Revolving Mirrors. Dr. Sage constructed his Rotating Mirrors much in appearance of the device used by the weather bureau to test the velocity of the wind, also operated by clock-works.

Such devices are of little value because of the noise they make when in operation. It is not a steady humming sound but a disturbing sound, much like some infernal machine about to explode. It is to be understood that the device would not produce hypnosis if the subject was not prepared to expect to go to
sleep as a result of gazing at it while in operation.

Metronome

The Metronome is an instrument used by those who practice on the piano. It beats out time for the musician. However, it makes an excellent hypnotic instrument and should be used by every student of hypnotism. Attach a bright metal disc to the pendulum and arrange the instrument so that the disc will be on a level with the top of the subject's head and about fifteen inches in front of him. Have the light come from above and behind the subject shining upon the moving disc and reflecting into his eyes. The subject must keep his eyes upon the disc as it swings left to right. Have him understand that his eyes will tire rapidly and that the steady clicking sound will soon put him to sleep. The best Metronome is the kind without a bell and one that can be wound up and will operate for quite some time without re-winding. The writer can supply such an instrument.

"Morpheus" Lulling Machine

The "Morpheus" was invented by a German physician named Dr. Hans Solomon of Berlin who was in charge of an institution for the insane. He used this instrument, resembling a nice wooden musical powder-box that wound up like an alarm clock, to induce sleep in the insane in place of dangerous drugs. The instrument, when in operation produced a steady, soothing, continuous sound which when listened to with your eyes closed, would remind you of going on a long journey by train. The hum and slight buzz made you almost see the wheels of the train rolling along the track toward your destination. Because of the war these instruments are no longer available.

The Lonk Revolve-Ball

This device consists of a large wooden ball covered by tiny reflectors. The ball is suspended from the ceiling by a cord. By twisting this cord, the ball is made to revolve first in one direction for a time, then in the opposite direction, et cetera. Light coming from behind and above the subject will shine on the ball and thousands of tiny beams of light will be reflected into the subject's eyes. As the ball revolves the operator stands to one side and gives subject the Sleep Formula as mentioned elsewhere.

Tuning Fork

The Tuning Fork is an ideal instrument and should be in the possession of every experimenter. Dr. Parkyn made use of the tuning fork in producing hypnosis and considered his method with the use of this instrument as an excellent one. The fork is struck and made to vibrate while the subject is told to close his eyes and listen intently to its vibrations until he no longer can hear them at which time he is to open his eyes. Then he is to close them again as the fork is set into vibration and again held to his ear. He is made to understand beforehand that each and every time he closes his eyes and tries to open them when the fork stops vibrating, he will find it more and more difficult to open them until after the fifth time his eyes will stick and he will go promptly into a sound sleep. The tuning fork of proper vibration for hypnotic work can be supplied by the writer. This makes a fine investment and with reasonable care the instrument should last a lifetime.

Stethoscope

The Stethoscope is used in auscultation by the physician to listen for chest sounds like the heart and lungs, makes an ideal instrument for use in implanting suggestions into the subject's subconscious mind. The subject is permitted to place the ear-tips into his ears, sort of play the doctor, while the suggestionist holds the bell of the instrument in his hand before his mouth and drives in the necessary suggestions. The subject is permitted to lie on his back on a soft comfortable cot with a towel over his eyes while the suggestionist sits at the head of the cot. After a while the subject forgets the presence of the suggestionist and the voice seems to be just a voice within his own head suggesting the desired things. Difficult subjects are often cured of different conditions long before they are actually hypnotized if this technic is adopted. The ideal instrument can be supplied by the writer if you are not a physician and in possession of a stethoscope already. With the instrument you can treat those in your immediate family with excellent results.
PART FIFTEEN

NINE WAYS TO HYPNOTIZE RAPIDLY

No. 1

Have the subject seated in a chair and start to pass him. When near him, look quickly into his eyes and tap him on the jaw with the first two fingers of your right hand; saying very decidedly, "You have a tooth-ache." Don't hold the fingers still but keep tapping and vibrating them while you keep on telling him that he has a tooth-ache and that it hurts him very badly. Look him in the eyes steadily (using Hypnotic Gaze), and very soon, in all probabilities he will jump up with a howl. Then say, "Your tooth-ache is gone, but you are getting very sleepy and are going fast asleep." Continue with the Sleep Formula very rapidly.

No. 2

Have the subject stand in a doorway with his back against the door while with the back part of each hand he tries to push the door-frame away from his sides. Tell him to push harder and harder and as he concentrates and you stand in front of him rapidly giving him orders to push harder and harder, you suddenly change your suggestions. You say, "Push harder and harder, still harder, try and spread the door-frame, a little harder, harder, your eyes are closing, closing tightly, your eyes are closing and you are going to sleep, to sleep, sleeping, soundly sleeping." In most instances you will quickly put your subject to sleep. The secret of this method is to watch his eyes carefully and when you see that he is concentrating deeply and you have his undivided attention, suggest sleep and away he will go into a sound sleep.

No. 3

This method is excellent for stage-work. Point your finger at some nervous young man in the audience, one that is deeply interested in your performance. With a firm commanding voice request him to step up upon the stage. Possibly he may attempt to refuse, but if he is sitting with other boys of his acquaintance they will soon help him out of his seat and on his way to you. Rather than show his fear of you, he will continue on his way to you. As soon as he has one foot on the stage, the hypnotist should reach down toward him as if to help him up, clasps one hand to the back of his neck and the other on the point of his chin in a rapid firm and simultaneous manner so as to produce a nervous shock to the brain. This must be done to appear as a friendly gesture. As this shock treatment is applied, the hypnotist shouts, "SLEEP, GO TO SLEEP AT ONCE!" The lad has fear of the hypnotist, suffers with stage-fright, becomes bewildered from the shock treatment applied by the hands of the hypnotist, and with all eyes upon him there remains but one avenue of escape --- SLEEP. So, to sleep he goes at once. Do not permit your technic to resemble that of killing a rabbit, but that is the correct technic.

No. 4

This is a nerve and muscle control method and consists in placing your arms about the chest of the subject from behind and squeezing hard while subject has his lungs filled with air and holds his breath. In about a minute he will suddenly become unconscious, then suggestions are driven into his subconscious mind to keep him in the subconscious state. Otherwise the subject would become conscious of his own accord within a minute. This method does not work so well on too robust and husky individuals. The operator must be physically strong and he must put his arms about the lower part of the subject's chest over the floating ribs which are less likely to break than the upper ribs. Be careful with this method.

No. 5

This is a better nerve and muscle control method than the above. This method has been sold upward for as much as $1000. It is generally jealously guarded by those who know how to apply it. Simultaneous pressure on the cervical, sympathetic, the pneumo-gastric nerves, and carotid nerve plexus produces sleep instantly. The operator's hands are placed around the subject's neck as if to strangle him. But, instead of placing the thumbs on the center of his neck in front where they
would interfere with normal breathing, the thumbs are placed at a point so that the thumb nails are in line with the subject's eyes, under the angle of the jaw. The tip of each thumb should come just up against the thyroid cartilage of the larynx, commonly known as the Adam's Apple. Pressure is directed with balls of thumbs toward back of the neck. With the thumbs in given position the hypogastric nerve and other sought for plexuses are located between the balls of the thumbs and the anterior surfaces of the transverse processes of the upper cervical vertebrae, against which the pressure is applied so as to impinge upon these vital points. The operator's fingers encircling the neck of the subject are for support only, so that the pressure of the thumbs from the front do not push the subject backward. If you feel a pulsation under your thumbs, you have located the right spot. Do not dig your thumbs in too roughly or too deeply, but apply a slow, gentle pressure, and the subject will become unconscious at once in most instances. There may or may not be some spasmodic contractions of various muscles. Do not let this frighten you. To avoid a possible embarrassing situation, see to it that the subject's bladder is quite empty before using this method because the sphincter at the neck of the urinary bladder sometimes relaxes sufficiently to allow the urine to escape. This method never fails and alone is worth the time required to study it out carefully so it can be applied and also worth many times the price you paid for this book. Some Lonk students who demonstrate hypnotism upon the stage use this method to gain publicity by offering a reward to anyone they fail to influence. To get the knack of this method, try it on yourself before a mirror. Your hands will automatically release the pressure as you go into the unconscious state. Be sure you are seated before the mirror and not standing. Never use this or other drastic methods upon individuals who are ill, suffering with high blood pressure, heart disease, or those who are past fifty.

Those practicing hypnotism continually meet people that imagine they know something about hypnotism because they have read some book on the subject. They have come to believe that it is impossible to be hypnotized against their will. Such people often put the hypnotist in an embarrassing position if he is not in possession of this particular instantaneous method. Such a hypnotist is obliged to make various excuses when confronted by one of these 'know it all' individuals who say, "I bet you can't hypnotize me." Master this instantaneous method so you can put one over on the 'wise guy' that insists that you go ahead and hypnotize him.

No. 6

Subjects that have been deeply hypnotized once can readily be hypnotized again instantly by merely commanding them to go to sleep at once, providing that a post-hypnotic suggestion has been given to that effect when subject was originally hypnotized. Most books and courses offering instantaneous methods teach one to do this very thing. Hypnotize the subject, suggest to him that whenever you snap your fingers in his face he will go to sleep at once. Then upon awake the subject the operator need but snap his fingers in front of subject's face and subject instantly goes into a deep hypnotic sleep. This appears very spectacular to one who does not know how the subject was prepared.

No. 7

Have your subject standing. Give him a ring, crystal or other bright object to hold about six inches above his head. Have him throw back his head and gaze at this object. Stand behind him giving him the "Sleep Formula," that his eyes will close and that he will drop back into your arms fast asleep.

No. 8

Sit facing your subject or place him on his feet and stand in front of him. Ask him to look steadily into one of your eyes as you give him the "Hypnotic Gaze." While gazing, keep telling him that he is going to sleep. Keep this up for about half a minute. Then suddenly without warning, clap your hands together loudly and at the same time shout the word "SLEEP." This method often works excellently with the hysterical type of subject.

No. 9

Have your subject sitting in a fairly dark room while you let him gaze into a dark box that has an opening at one end about 2" x 6" in size. The subject
must not know that within this box you have two sockets with a couple 100 Watt bulbs and you hold the switch in your hand that can turn them on as you please. As subject looks into this dark box and sees nothing but blackness you give him the "Sleep Formula" and if he does not go to sleep promptly, suddenly turn on the lights and shout "SLEEP, GO TO SLEEP AT ONCE." This method, like the above one is especially suitable for the hysterical type of subject.

PART SIXTEEN

HYPNOTIZING REFRACTORY SUBJECTS

Refractory subjects are those who use all their will-power to work against your hypnotizing them or those who try to cooperate so much that they keep awake because they are too busy helping you. Then there are those who just are not tired enough to relax properly and those who want to stay awake to see what they look like when they are hypnotized. The following instructions cover enough ways and means to help you to successfully handle most refractory subjects. (Also see "Technic For Hypnotizing Rapidly").

Charcot's Method

Dr. Charcot's method was to suddenly startle and shock the subject by the sudden sound of a Chinese gong, or a very bright light suddenly thrown into the subject's eyes. This would throw many of the subjects, many of whom were hystero-epileptics, into a quasecataleptic state. Any method that will produce a nervous shock or startle the subject will accomplish the same thing as the above.

Unco-operative Method

Tell the unco-operative subject that you wish to test the power of his own will and show him what a strong will he has. Fasten his hands together as taught elsewhere but say nothing about hypnotism. From this go on to fastening his eyes and then put him to sleep with your suggestions.

Force Method

Many years ago a successful hypnotist would wager that he could hypnotize anyone. He would have the man seized by an assistant and thrown upon his back on the floor where he was held. The hypnotist would then apply a steady and gentle patting on the epigastric region (solar plexus) which would soon put the subject to sleep.

Trick Methods

A subject should fully cooperate and concentrate his attention upon the suggestions of the hypnotist; or give himself up fully to him without restraint or restriction. If neither condition prevails, the operator may have to resort to trickery to catch the subject's mind off guard in order to take advantage of him and so induce hypnosis. This might call for the use of hypnotic drugs or some nerve and muscle control method as already described. Also remember many people can be frightened into the hypnotic state as practised by Dr. Charcot who took advantage of hysterical subjects in this way.

Two Ways To Increase The Carbonic Acid

If the carbonic acid is increased in the subject's system he will prove more susceptible to ordinary methods of hypnotizing. It is easy to increase the carbonic acid gas. Have the subject standing, take a long deep breath and hold it, at the same time raising his arms above his head in a flexed position, fists clenched, and contracting every muscle in his arms, his legs and back. He must hold this position while you, the operator, count off ten slow seconds. At the end of this period the subject may relax, put his arms down, exhale and rest for one short breath. This relaxed state should not last over two or three seconds, then the exercise is again repeated and continued for ten to twenty minutes if necessary. Stop only when the subject complains of great fatigue then promptly let him sit or lie down and use any of your favorite methods on him. If you have him sitting let him gaze at some bright object held on level with top of his head
and about fifteen inches before him. If you decide to let him lie down the use of a towel over his eyes and stethoscope in his ears makes the ideal method.

Another method to increase the carbonic acid gas in the system is to have the subject breathe in and out of a large paper bag which is fitted closely about his mouth. This makes him rebreathe the air he has just exhaled and in a short time he will be far more susceptible than he was before he started this simple but extremely effective exercise. Use any hypnotic method to follow up with.

**PART SEVENTEEN**

**HOW TO GIVE SUGGESTIONS WITHOUT SLEEP**

Effective suggestions may often be implanted into the subconscious mind without profound hypnosis. In fact, the subject need not be in any stage of sleep. Sleep is not always necessary for the production of the suggestible state. It is for this reason that many drugless physicians such as chiropractors, osteopaths, naturopaths and naprapaths now adopt this manner of treatment.

The subject is merely put into a very passive or suggestible state so that the operator may drive home to his conscious and subconscious mind the required suggestions. Some operators write out the suggestions beforehand and then read them off carefully with masterful earnestness to the receptive subject with excellent results.

When giving suggestions to a person in a waking state, insist that he nods his head every time you give him a good suggestion. Such response indicates that he not only is paying excellent attention to what you are saying but that he also agrees to what you say thereby better impressing both his conscious and subconscious mind.

With your finger, tap the subject on the left temple region to send thoughts into his subconscious mind. Doing likewise on the right temple region will send thoughts out of his subconscious mind.

Since tomorrow never comes it is always best to use suggestion worded as present tense completed. Say, "Your health is better." Do not say, "Your health will improve."

Negative suggestions should never be used by a good operator. They are wrong, illogical, confusing and often work just opposite to what they were given for. "Don't drink coffee" is a negative suggestion because you are saying, "drink coffee." But, substitute, "Drink milk, it is good for you," is a positive suggestion and results will follow. The expression of the needful thought should be made into the affirmative.

The ideal instrument and method to use is that as described under the heading of "Apparatus For Inducing The Hypnotic State", the "Stethoscope" as explained therein.

**PART EIGHTEEN**

**HYPNOTIZING IN NATURAL SLEEP**

Many people can be put into the hypnotic state from natural sleep, especially if they are somnambulistic in nature. When the person is sound asleep, approach him cautiously, talking to him in a subdued voice, telling him that he will not be disturbed by your presence or by the sound of your voice. When you are at his side, tell him that you will now place your hand upon his forehead and that he will not awaken but instead obey you in every way you desire him to. Place your hand upon his forehead, giving more suggestions and add, "you are going deeper and deeper to sleep. You cannot awaken and must obey me. You will now breathe deeper and deeper." If you find he obeys you by breathing deeper as you suggest it, you may be assured he is under your control and carrying out your suggestions. Another test is to raise his arm and suggest rigidity. If it becomes rigid, suggest relaxation and go on with your therapeutic suggestions for
must not know that within this box you have two sockets with a couple 100 Watt bulbs and you hold the switch in your hand that can turn them on as you please. As subject looks into this dark box and sees nothing but blackness you give him the "Sleep Formula" and if he does not go to sleep promptly, suddenly turn on the lights and shout "SLEEP, GO TO SLEEP AT ONCE." This method, like the above one is especially suitable for the hysterical type of subject.

PART SIXTEEN

HYPNOTIZING REFRACTORY SUBJECTS

Refactory subjects are those who use all their will-power to work against your hypnotizing them or those who try to cooperate so much that they keep awake because they are too busy helping you. Then there are those who just are not tired enough to relax properly and those who want to stay awake to see what they look like when they are hypnotized. The following instructions cover enough ways and means to help you to successfully handle most refractory subjects. (Also see "Technic For Hypnotizing Rapidly").

Charcot's Method

Dr. Charcot's method was to suddenly startle and shock the subject by the sudden sound of a Chinese gong, or a very bright light suddenly thrown into the subject's eyes. This would throw many of the subjects, many of whom were hystero-epileptics, into a quasecataleptic state. Any method that will produce a nervous shock or startle the subject will accomplish the same thing as the above.

Unco-operative Method

Tell the unco-operative subject that you wish to test the power of his own will and show him what a strong will he has. Fasten his hands together as taught elsewhere but say nothing about hypnotism. From this go on to fastening his eyes and then put him to sleep with your suggestions.

Force Method

Many years ago a successful hypnotist would wager that he could hypnotize anyone. He would have the man seized by an assistant and thrown upon his back on the floor where he was held. The hypnotist would then apply a steady and gentle patting on the epigastric region (solar plexus) which would soon put the subject to sleep.

Trick Methods

A subject should fully cooperate and concentrate his attention upon the suggestions of the hypnotist; or give himself up fully to him without restraint or restriction. If neither condition prevails, the operator may have to resort to trickery to catch the subject's mind off guard in order to take advantage of him and so induce hypnosis. This might call for the use of hypnotic drugs or some nerve and muscle control method as already described. Also remember many people can be frightened into the hypnotic state as practised by Dr. Charcot who took advantage of hysterical subjects in this way.

Two Ways To Increase The Carbonic Acid

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his health or for whatever the treatment is desired, then suggest that he will again pass into a natural sleep and awaken in the morning as usual without having any knowledge of the incident. Often suggestions take hold and results follow even though operator seemingly did not establish rapport between patient and himself.

Parents may treat their children in this way. If they are ill, disobedient, backward at school, helpful suggestions should be given while child sleeps. Stuttering, stammering, nail-biting, masturbation and other habits have been successfully treated in this way. Wives may treat their husbands or husbands may treat their wives. Always remember to repeat a suggestion at least three times at each session or treatment.

It is believed that a child may be transformed into almost anything good, noble, splendid and even into a genius, by applied suggestion of their elders given wisely and persistently. Through suggestion, dissatisfaction may be transformed into satisfaction, and indifference into interest and vital enthusiasm.

A mother can tell her child, "I shall come and talk to you tonight while you are asleep." At the appointed hour she will come and talk saying, "You hear me talking to you and when I touch your lips with my finger you can speak without awaking. You can hear me can't you? Say "Yes". You will do as I say. You will study hard. You will be happy. You will be healthy. Et cetera."

PART NINETEEN

POST-HYPNOTIC SUGGESTIONS

Post hypnotic suggestions are those given to a subject while he is under hypnosis and are to be carried out by the subject at some time in the future. Such a suggestion often holds good for more than a year. In demonstrating hypno-
I often tell a hypnotized subject that upon his awakening he will immediately go to sleep whenever he sees me remove my watch from my pocket and look at it. Should I meet this subject later, perhaps a month later, and I wish to put him into the hypnotic state at once, I need but remove my watch from my pocket and look at it as if determining the time of day and the subject will immediately go into a sound sleep.

To hypnotize by letter, it is only necessary to place a subject in a hypnotic state and suggest, "From now on you will do as I say even to obeying me in a written message. If I should write the word 'SLEEP' on a card and sign my name, you will at once go into a deep sleep upon reading it." Repeat these suggestions several times. Awaken subject and at once test out the power of this post-hypnotic suggestion by having some one else give a note to the subject upon which is the word "SLEEP" and your signature below it. Never send a note like this to an individual far away unless you have given suggestions that the subject will awaken of his own accord after a lapse of time, stating definitely how long he will sleep before awakening.

To hypnotize by telephone, telegram, radio or television, the same technic is used as hypnotizing by letter given above. You need but give the sleeping subject suggestions that he will at once go to sleep on command given over telephone, by telegram, radio or television. It is quite possible to hypnotize people who have never been previously hypnotized and who have not been prepared for it other than have the misfortune of tuning in the television set to some program in which a hypnotist is experimenting.

Without post-hypnotic suggestions, hypnotism itself would be of little value. Curative suggestions are all post-hypnotic in nature. When hypnotizing a subject for the first time always include suggestions to the effect that the next time you experiment with him, he will respond more quickly and go to sleep more deeply. By repeating this each time you develop the subject who may be unaffected at first. Repetition overcomes all obstacles. Always repeat suggestions to make them stick.

To hypnotize a subject in ten seconds it is only necessary to give him a post-hypnotic suggestion that from now on whenever you point your finger at him and count to ten he will promptly go to sleep. This is a favorite technic of mine. It never fails if the subject had been properly hypnotized and the post-hypnotic suggestion was driven in strongly.

PART TWENTY

SEVENTY MORE WAYS AND MEANS TO INDUCE HYPNOSIS

Secure your subject's undivided attention in any of the following ways given. After a few minutes of concentration, commence giving the "SLEEP FORMULA" abbreviated as "S.F." to save space. This "SLEEP FORMULA" will be found given in detail on a previous page in this Manual. Look it up now so you will understand what "S.F." really stands for.

1.--Have your subject gaze steadily at your little finger nail, held about four inches in front of him and just above his eyes. Have light come from behind and just above his head. Give "S.F."

2.--Use a metal ball or similar bright object as above and give the "S.F."

3.--Have subject gaze at a coin or small mirror held in palm of the subject's hand about six inches below the chin, light to reflect into his eyes. As subject's eyes become fatigued give "S.F."

4.--Place a lighted candle behind a beer-bottle and have the subject gaze at the spot at which the light focuses on opposite side which is the front of the bottle to subject. Give "S.F."

5.--Have the subject gaze at the flame of a candle placed about ten inches in front of him and on a level with the top of his head. This must be done in a dark room. Give "S.F." as you sit or stand to one side of him.
6. Have the subject look steadily at a spot on the ceiling. When his eyes tire give "S.F."

7. Place a hand-mirror in the subject's hand and have him look into the pupils of his own eyes reflected in the mirror. Mirror should be held about ten inches away and above his eyes. Give "S.F."

8. Have the subject gaze at a crystal or diamond in the same position as in the above experiment with mirror. Give "S.F."

9. Have the subject gaze into a clear glass of water standing on a high stool, on a level with top of his head and fifteen inches in front of him. Give "S.F."

10. Have the subject gaze intently at the tip of his nose. Give the "S.F."

11. Take the photograph of someone unknown to the subject and tell him it is the picture of the greatest hypnotist in the world. Tell him that if he will gaze into the eyes of the photograph he will feel the hypnotist's influence and will soon drop off into a sound sleep from which he will arouse when you tell him to. Let him gaze at the picture as you give the "S.F." This is a very sensational method and a good subject will follow out your suggestions at once.

12. Close your hand but leave the first finger extended and move it slowly side to side, moving the hand on a level with the top of the subject's head and about ten inches in front of him. Give the "S.F."

13. Take a seat directly in front of your subject. Have him lean forward a little in his chair while you too lean forward until your eyes are about a foot from his. Hold his hands firmly and have him gaze into one of your eyes while you give the "S.F." Avoid winking if possible. This is easy if you have learned the Hypnotic Gaze taught you elsewhere in this Manual. It is a popular idea that a hypnotist should be able to out-stare anyone.

14. Place the subject in the same position as given above, but instead of holding his hands, stand before him and make passing slowly from his head to his knees without touching him while you let him gaze up into your eyes. While doing this give the "S.F."

15. Stand the subject about six feet away facing you. Extend your arms and hands in front of you on a level with your shoulders. Have him gaze into your eyes. Tell him that soon he will have a desire to fall forward. Keep suggesting the falling forward and incorporate this with the "S.F." and soon he will fall forward sound asleep.

16. Take two volunteers and seat them opposite each other in chairs. Have these subjects hold one another's hands and look into each other's eyes. Tell them that one does the other will do, that after staring at one another for a few minutes their eyes will tire and that they will put one another to sleep. If by chance both are good subjects, both may become hypnotized. This is an effective stage stunt and can be done with any number of pairs of subjects.

17. Hold a bright object in front of your subject standing on his feet. Suggest that when you move it away from him he will be compelled to follow it. When his eyes look blank, move it away slowly and if he is a good subject he will commence to sway and follow it.

18. Take hold of the back of subject's neck with your left hand and hold the front of your right thumb about ten inches in front of his eyes. Have the subject gaze steadily at this thumb while you gradually bring it closer very slowly. When you have brought it up to his eyes, tell him to close them. Now grasp his forehead with this hand and press head lightly between the two hands as you give the "S.F."

19. Have subject lie on a cot, close his eyes and request him to breathe deeply and regularly. Convince him that after he has taken sixty-three deep breaths he will be fast asleep. Sit at his side and count audibly each breath he takes. Use "S.F." between counts.

20. Sit subject before an orange with a string running through it and tied to a hook in the ceiling. Spin orange so that it revolves first one way and then the
other, similar to the Revolve-Ball. Let him gaze at it while you give "S.F."

21.-Suspend an orange in the same way as in above technic, but instead of having it near the subject's eyes and on a level with the top of his head, have it a little higher and about three feet away. Let it swing from left to right as a pendulum on a clock and as subject gazes at it give the "S.F."

22.-Have the subject sit before a fire-place and gaze at the fire in a dreamy fashion as you sit along side of him and give "S.F."

23.-This is similar to the above only instead of the fire-place let the subject gaze out of the window at a fairly bright sky while you stand along side of him and give the "S.F."

24.-This method works well with summer weather. Let an electric fan blow gently on the subject's face as he sits well relaxed. You must sit or stand near by and give the "S.F."

25.-Have a bottle of simple eyedrops or make some up by using some pure boiled water and put into it a few crystals of boracic acid (boric acid). Tell your subjects that these drops are used to make the eyes relax and so produce sleep in the individual in whose eyes they are dropped. Now with an eye-dropper place one drop of the solution into each eye of the subject, make him comfortable and give "S.F."

26.-Have subject sitting comfortably in a dark room facing the wall. Paste or attach a luminous disc to the wall. Let subject gaze at it while you give the "S.F." Such a disc can be supplied by the author. It is made especially for this purpose and of the correct color.

27.-Have some kind of a container of water hung up high with a tiny hole in the bottom. Let the water drip, drop by drop into a vessel on the floor. Sit your subject in a comfortable chair, darkened room, let him close his eyes and count the drops of water that fall. Let him understand that before he counts sixty-three drops he will be fast asleep. Let him count mentally while you stand near by and give the "S.F."

28.-Have subject look through a piece of screen wire of small mesh or a fly swatter held by you about a foot before his eyes. Move it slowly to and fro as you give "S.F." This tires optic nerve quickly.

29.-Let subject gaze into darkness by suspending a box before him with the open end toward him. It must be painted dead black within. As he gazes into the box give "S.F."

30.-Let subject listen intently to the sound coming from a large sea-shell you hold to his ear. After a few minutes give the "S.F."

31.-Draw a picture of a large eye on a piece of white paper. Let subject gaze at it while you give the "S.F."

32.-Draw the word "SLEEP" in large black letters on white paper. Let the subject gaze at this while you give "S.F." This object as well as others should always be suspended about fifteen inches in front of the subject and on a level with the top of his head.

33.-Tell the subject that the center controlling sleep is situated at the base of the brain just above the spinal cord and that if he will close his eyes and rivet his attention upon it while you apply pressure on that spot, sleep will soon overwhelm him. Give the "S.F." as you press gently at base of skull.

34.-Have the subject place the fingers of one hand on the pulse of the other and to count the pulse beat while he wills the heart's action to go slower and slower. Have his eyes closed. After a few minutes give the "S.F."

35.-Hold a watch to subject's ear while his eyes are closed. Suggest that as he starts to go to sleep the ticking will become fainter and fainter. After a few minutes move the watch slowly away and give "S.F."
36.-Take a common large horse-shoe magnet and hold the poles against the subject's forehead. Ask him to close his eyes and to concentrate on the magnetism passing through his head. After a few minutes commence giving the "S.F."

37.-Let subject hold a pole of a horse-shoe magnet in one hand and the other pole in the other hand while his eyes are closed and he concentrates on feeling the current. After a few minutes give the "S.F." Subjects that tell you they can feel the suggested magnetic current usually make excellent subjects.

38.-Learn the subject's favorite color. Then have him close his eyes and imagine he can see nothing but this color. After he has thought of this color for two or three minutes, give the "S.F."

39.-Have the subject lie down on a comfortable cot and pretend to sleep by snoring lightly. This tends to encourage sleep. Remember, we do this every night to get to sleep, nothing new to you only you never thought of it this way. Give the "S.F."

40.-Have subject close his eyes and ask him to imagine he is looking at the ceiling, looking into the corners of the ceiling one at a time. After a few minutes of this, give "S.F."

41.-Have subject close his eyes and have him drop his head forward on his chest. Ask him to imagine that he is looking up and down his spine from behind. After two or three minutes of this give "S.F."

42.-Let your subject lie down on a comfortable cot in a warm room in which you had been burning some incense. Suggest that he close his eyes, that it is a warm summer day and that he should picture himself under a shady tree out in the country. Suggest that he can smell the grass and flowers growing about him, hear the rustle of the leaves in the tree-top and that he feels so tired he does not care to stay awake. Give the "S.F."

43.-Have subject stripped to waist and lie face down on a comfortable massage table in a warm room. Then with some sweet oil or cold-cream gently massage his back from head to hips giving "S.F."

44.-Have subject close his eyes while you place one of your fingers on top of his head and ask him to rivet his attention on the sensation he feels. After two or three minutes give the "S.F."

45.-Tie a bit of twine about the middle finger of the subject's hand. Have him fix his attention on that with his eyes closed. In two or three minutes give the "S.F."

46.-With each of your hands grasp his. With your thumb and first finger press at root of his thumb-nail. Have him gaze into your eyes as you give the "S.F."

47.-Give the subject a glass of water into which was placed a few drops of orange flavor. Suggest that it is a sleeping potion and tell him to drink it. Explain that soon he will be asleep. Stay with him and give the "S.F."

48.-Have subject close his eyes and to raise his tongue upward until it presses against the palate or roof of mouth. Have him continue this for a few minutes as you give the "S.F."

49.-Fasten one end of a piece of copper wire around subject's head and the other around your own head. Tell the subject that you will WILL him to close his eyes and go to sleep. Sit facing each other and give the "S.F."

50.-Tell your subject that you will drop a very powerful solution into his eyes that will not only fasten them shut but also will put him to sleep at once. Then drop one or two drops of pure sterile water into each of his eyes, close them for him and give the "S.F."

51.-While subject is on his back place an electric pad or hot-water bottle to his abdomen. Tell him this will draw the blood away from his head to this region and so put him to sleep rapidly. Have him close his eyes as you give the "S.F."
52.-Connect a copper wire around the subject's head and the other end around a water-pipe. Assure him that this grounding of his thoughts thus will reduce mental activity and so put him to sleep. Have him close his eyes and give the "S.F."

53.-Have the subject lie on a cot facing up with his eyes closed. Sit at the head of the cot and make gentle passes over his forehead from center to temples, one of your hands go to the left and other to the right making actual contact with his skin. Give the "S.F."

54.-Have subject listen to the ticking of a clock near by. Tell him to close and open his eyes at each tick. One tick to close and one tick to open. When his lids flutter or become fastened shut give the "S.F."

55.-Place a small weight on subject's chest as he lays face up on a cot with his eyes closed. Tell him that this weight will cause him to breathe slower, heavier and regularly thereby putting him to sleep. Give him the "S.F." as he breathes.

56.-Have the subject do vigorous deep-breathing exercises for five or ten minutes, have him lie down, close his eyes and relax. Give the "S.F."

57.-Have the subject stand and do stationary running for a while until well fatigued. Let him lie down on a cot, close his eyes and relax. Give the "S.F."

58.-Let the subject gaze intently at a tiny ink-spot on a white card held on a level with the top of his head and about ten inches in front of him. Give the "S.F."

59.-Have subject lie down, close his eyes, contract every muscle in his body making them all rigid and breathe very little. Have him hold this position until fatigued. Let him relax and give the "S.F."

60.-With subject sitting in reclining position, massage his scalp as a barber would and give "S.F." at the same time.

61.-With subject lying down, place your thumbs over his closed eyelids and apply gentle pressure on them as you give "S.F."

62.-To hypnotize a subject in a very light room is sometimes difficult unless a strip of black felt in form of a mask but with no eye-openings is used and fastened about subject's head. Have him lie down, relax and give the "S.F."

63.-Give subject a sugar-pill or some harmless tablet taken from a bottle labelled "HYPNOTIC." Tell him that as a result sleep will rapidly overwhelm him. Give the "S.F."

64.-Let subject hold a disc of zinc over one of his eyes and a disc of copper over the other. Tell him that the electric current thus generated will soon put him to sleep. Give the "S.F."

65.-Have subject hold his nose tightly between thumb and first finger and to breathe deeply and regularly through his mouth, holding the thought of sleep in his mind. After two or three minutes give the "S.F."

66.-Place a rubber cork between the subject's teeth. Let him bite hard on it for two minutes, remove and give the "S.F."

67.-Fasten subject's eyes closed with a piece of adhesive tape placed over a bit of cotton to prevent sticking to eye-lashes. Let subject try to open his eyes for several minutes. When he becomes very fatigued give "S.F." Remove tape after he is hypnotized.

68.-Place subject in a chair in a very warm room. Ask him to encourage yawning and to yawn every time you do. After he has yawned a few times and looks sleepy give the "S.F."

69.-Have the subject close his eyes and to imagine he is counting the number of bricks appearing on the corner of a high building. After three minutes of this give the "S.F."
70.-Have your subject lie down comfortably on a cot in a warm room. Place a folded towel over his eyes and insert the ear-tips of a stethoscope into his ears. You talk into the bell giving "S.F." You can purchase a stethoscope from the author. It is ideal for shutting out various outside noises that may interfere with results.

To awaken a subject is very simple providing that you follow directions carefully. Always keep your mind on your work and do not become excited, for if you do, the subject will do likewise and you will experience difficulty in awakening him. Do not try to awaken a subject suddenly as he will experience a headache. The effect is much the same as running to some sleeping individual's bed, dragging the bed covers off and dashing a full pail of cold water upon him. This produces a shock and all shock should be carefully avoided.

When you are ready to awaken the subject just say, "Now I am going to awaken you. When I count to five and snap my fingers you will be fully awake and feeling splendid." Then count to five and snap your fingers and he will awaken promptly. This method gives him a chance to awaken gradually.

Should he fail to awaken, it is because he is much in need of rest and it is best to suggest that he will awaken after he has had two hours of sleep, after which he will awaken of his own accord. Should it be necessary to awaken the subject at once even though he needs sleep, repeat the suggestion that he will awaken at the count of five, but in addition, whisper the suggestion separately into each ear. Then count and instead of merely snapping your fingers, slap him smartly across the cheek, saying, "You are all right now, fully awake and feeling splendid. Awake!" This will never fail.

To awaken the subject who has been hypnotized by some other operator, you need but suggest deeper sleep to him to establish rapport after which you awaken him same as suggested above.

The practicing physician will find ample opportunity to practice hypnotism upon his patients, but the layman seems to think it difficult to procure material for experimentation. The following advice is for those who need it.

Invite several of your friends to your home some evening. Request that they bring along several of their friends and acquaintances. After refreshments have been served, bring up the subject of concentration, stating that most people do
not have the ability to keep their minds on one subject for more than a few seconds at a time. You soon will have an argument on your hands. To prove your point, tell them that you have a little psychological test that all may try out. Begin with the methods given under Waking Hypnosis but be careful not to mention hypnosis. After you have succeeded with these tests and perhaps put one or two subjects to sleep, you may then tell them just what you are doing, saying it is hypnotism. They will be much surprised but convinced that there is no harm in hypnotism and will not hesitate to go on with more elaborate experimentation. Tell them about the value of suggestion given under hypnosis and if possible, cure some one of the smoking habit if you can find a willing subject who desires to quit the tobacco habit. Such a demonstration will soon advertise you and the science of hypnotism and soon you will have more subjects to work upon than you counted on.

To procure subjects for stage work, simply place a small classified advertisement in the daily papers, stating that men are wanted to assist upon the stage. You will receive sufficient response from which to choose many good subjects.

Stanley Sokettous, on the stage, demonstrates hypnotism

PART TWENTY-THREE

STAGE HYPNOTISM

A genuine hypnotic performance always attracts large crowds. Good hypnotists receive excellent salaries. Pauline, the hypnotist, received over one thousand dollars a week for demonstrating hypnotism upon the American stage. To do stage work, the hypnotist must have at least two good subjects that are willing to travel with him. They must be well developed by repeatedly being hypnotized so they will promptly carry out all suggestions.

I shall try and give the beginner an idea of just how to start on a stage career. You will need some nice posters printed telling about the wonders of your hypnotic act. You also will need some large photo prints of yourself, your act and perhaps a picture of one of your subjects sleeping in a store window. Now you can approach the theatre manager of some theatre and obtain permission to put on your act gratis. This will give you experience and the manager in most cases will accept your offer. Fill in the name of this theatre on some of the posters you will have made up and include date of performance. These posters may be tacked up or placed in barber shop and candy store windows or anywhere else within the neighborhood.

Before the performance have your trained but genuine subjects seated in the
audience. Have the orchestra play a little weird or ghostly music as the "Ghost Dance." The curtain may now rise and dressed to fit the occasion you step forward upon the stage. You may or may not wish to make a speech about hypnotism. It is often best not to make any if you are going to speak so that no one can hear you. But, if you are able to talk loud, even a poor speech will go over well. It need not be too long and you can word it as you please. Should you desire a speech already made up and easily mastered you need but remit $1 to Dr. Lonk for a copy that you can memorize and yet tell all.

You will finish your speech by saying - "I now want a number of gentlemen to volunteer as subjects. I assure you that nothing will be done that will prove distasteful to the volunteer or to the audience.

Your planted subjects, after a moment's hesitation, should come forward upon the stage. Likely others will follow. Seat them all in a semi-circle on the stage on chairs already arranged. Start with the experiments covered in part on Waking Hypnosis as already given. Those that do not respond to any of these experiments, send back to their seats in the audience. Your time is too limited to allow you to work long on refractory subjects. The audience must be kept interested and entertained. Those remaining must all be seated before you. Tell them to close their eyes and request that they roll their eye-balls up toward the ceiling while at the same time they keep their eyelids closed tightly. Pass rather quickly from one to the other, pressing down on the eyelids and requesting them to keep looking upward. In a commanding tone say, "Your eye-lids are STUCK. You CAN'T open your eyes, they are STUCK. You are GETTING SLEEPY, VERY SLEEPY. You are going SOUND ASLEEP, ASLEEP, ASLEEP, SLEEPING. You are SOUNDLY SLEEPING."

Now pass around raising each subject's left arm and say "RIGID." If the arm remains extended, the subject is asleep, but if not, a few suggestions more may prove sufficient to put him into the desired state. After you have made the rounds, suggest relaxation.

Now for the comedy. To produce hallucinations, suggest to your subjects, while they are asleep, that when you count to three, they all will open their eyes, and though still asleep, they will see a beautiful lake before them. Suggest that they all will want to go fishing. Count to three and say, "All right, now see a beautiful lake before you and want to go fishing." A few broomsticks or canes will do for fishpoles. Pass from one to the other, inquire what luck each has had. Suggest good luck to one and bad luck to another. The expression on their faces and their actions when they have a bite will prove comical to the audience. You may suggest many ludicrous things such as going in swimming wherein you will permit a subject to remove his top shirt, undershirt and stop him just before he drops his trunks. This is an ideal ending for the act as most people get a good laugh out of it.

Snap your fingers before each subject and awaken them in some ridiculous pose. However, in order that you need not again put them to sleep, do not awaken them but merely suggest that the lake is no more, and suggest another scene. There are various possibilities, such as the following scenes which must be elaborated upon to make an excellent act. Some are comical and others scientific.

1. - Suggest subject is freezing - give him a blanket.
2. - That subject is sweating - let him strip to waist.
3. - That subject is up in a balloon or airship, falling out.
4. - Let subject speak on any silly subject.
5. - Rotating hands and cannot stop them rotating.
6. - Under a cold shower.
7. - Intoxicated by drinking water.
8. - One subject as mother and other adult as baby.
9. - Bees chasing subjects.
10. - Catching money from the sky.
11. - Fleas in clothing.
12. - Ants in pants.
13. - Let subject think of a funny joke and laugh.
14. - Let other subject think of a sad story and cry.
15. - Tell subject his name is PEANUTS then ask his name.
16. - Mice on floor or in clothing for girl subjects.
17. - Tell subject he has rubber nose. Act as if stretching it.
18. - Red hot seat, hot coin or hot poker.
19. - Tell subjects they are petrified, turned to stone.
20. - Love scene. Two male subjects. Tell one he is a girl.
21. - Tell subject he is a senator. Place whiskey bottle in his pocket.
22. - Fishing scene. Suggest good luck to one and bad luck to other.
23. - Boat ride.
24. - Going swimming. Allow subjects to strip to waist.
25. - Strawberry picking scene.
26. - Monkeys in zoo scene.
27. - Riding horses. Let subjects sit facing back of chairs.
28. - Have subject sing or dance imitating some actor or actress.
29. - Selling bananas.
30. - Speech but let subject use alphabet letters instead of words.
31. - Tell subject he is but seven years old and to recite.
32. - Give subject lemon to eat telling him it is sweet.
33. - Give subject sugar or candy and say it is a lemon.
34. - Tell subject he is a Mexican Jumping Bean. Let him jump.
35. - That he is a cat or dog and let him act accordingly.
36. - Permit subject to lift box of matches telling him it weighs 200 pounds.
37. - Pugilist scene. Prize-fight.
38. - Ball game scene with trimmings of Cracker Jack, etc.
39. - Tell subject he cannot do other than follow your finger which you point at him.
40. - Tight-rope walking.
41. - Stomach-ache scene from eating green apples.
42. - Skating party scene.
43. - Tell subject his finger is stuck to tip of nose and he must try to pull it away.
44. - Cake-walk scene.
45. - Horse race scene.
46. - Salesman selling impossible things.
47. - Barber shop scene.
48. - Flag-pole sitter on a high chair.
49. - Radio announcer scene, advertising some silly thing.
50. - Let two subjects face each other and hypnotize one another.
51. - Needle through arm. Anesthesia. (Serious).
52. - Slow down or speed up pulse beat. (Serious).
53. - Catalepsy. (Serious).

Other than the above scenes will suggest themselves to the student. They all must be interesting and if possible, such that will keep the people laughing except when you become serious and demonstrate the scientific and practical side of hypnosis. The last three scenes given fit into that category.

The Great Needle Test

To demonstrate anesthesia it is best to use one of your good subject's arms. Hypnotize him and make upward passes over the bare arm while suggesting numbness, then no sensation and that there is no more feeling in it than there is in a piece of wood. Tell him that you will stick his arm with a sharp pin but that he will feel nothing. Now sterilize a sharp long hatpin with some good grain alcohol, sterilize several square inches of the skin on the arm and likewise your own fingers of both hands. Now pick up the skin on his arm with two fingers and

Stanley Sokolos demonstrates anesthesia by pushing hat pin through skin of arm. (Pin was touched up to make it more visible).
stick the hatpin through the skin and not through the fleshy or muscular part of arm or you may strike a large blood vessel, nerve or the bone. With pin horizontal, pull upward to show that skin is pulled up by it. Now you can remove it but not until you sterilize the point again if you handled that end of it so you do not cause any infection on withdrawal. Pressure of your sterilized thumb on wound will prevent any bleeding. Since you are not endeavoring to heal, you are not practicing medicine.

The Great Hypnotic Blood Control Test

If you have two good subjects you may now use the other subject. Hypnotize him and suggest rigidity of the shoulder muscles of one of his arms, squeezing the shoulder here and there with one of your hands as you suggest rigidity. The pulse in that arm will soon be obliterated same as is the case when the cuff of the sphygmomanometer (blood-pressure machine) is applied. The arm becomes very white and cold. Permit some physician in the audience to step up and count the pulse beat at the wrist of subject before you suggest rigidity and after. His word will be convincing. Like the average patient does, do not attempt to count the pulse of any subject's arm by using your own thumb. This does not look professional nor is it practical because you yourself have a pulse beat in your thumb. Use the first, second or third finger or all three but not your thumb.

To elaborate on this blood control test, you can suggest contraction of shoulder muscles which soon learn to contract without verbal suggestions. You need but place your hand on the shoulder and suggest the slowing or stoppage of pulse as you please. Then you can verbally suggest a speed-up of the pulse in other arm and you have a combination that fools even the physician who cannot understand why you should be able to get a slow pulse in one hand and a rapid one in the other when the one and the same heart pumps blood to both arms simultaneously.

Lastly, you can leave out all trickery and merely demonstrate the power of mind over the heart. Suggest a slowing of the heart. If you keep it up long enough on an excellent subject you can slow it down alarmingly. Then by giving opposite suggestions, you can speed it up to a point just as alarming. Do not over-do this.

In addition to the above there are several other methods of blood control, some are genuine and others depend upon trickery. Such will be found under "Pseudo-Hypnosis," given elsewhere in this Manual.

The Great Cataleptic Test

Webster describes catalepsy as a sudden suspension of sensation and volition, with muscular rigidity. Have one of your good subjects stand up, grasp the sides of his trousers as his hands hang at the sides, and put him into a deep hypnotic sleep in this position. Stand behind him now and with your hands going over his arms, back and legs, suggest rigidity. As you make contact with each group of muscles say, "RIGID". Be certain that the muscles of the back are especially well contracted so that he has a slight bowed back appearance. This is known as the professional cataleptic bow.
Have two chairs arranged about four feet apart with their backs facing each other and well padded at top edge of each back with a folded blanket. Have someone sit on each chair to steady it and prevent it from tipping over. Now grasp your subject by the shoulders from behind while an assistant grasps him by his ankles and together you suspend his rigid form across the backs of the two chairs to form a human bridge.

Now place a heavy folded blanket upon him and two or three men may safely stand upon him for a moment. A good subject can easily hold from four to six hundred pounds if the weight is properly distributed and providing he is in a genuine cataleptic state and is not too frail. CAUTION: Do not make the mistake of letting the subject's neck and ankles rest on the backs of the chairs but instead let his shoulders and calves of legs rest on backs of chairs. The bones in the neck are easily fractured and by being cautious you will not have an accident. Another thing to remember if you permit three individuals to stand on your subject is to have the lighter one in the center and the two heavier ones at the ends as most of the weight will then fall on the part of body best supported by the chairs. This puts less strain on the subject's back muscles and appears just as spectacular. After your subject has supported the individuals for about ten seconds, remove him from the tops of the chairs, give him suggestions that when he awakens he will feel fine and promptly awaken him so that he may share in the applause that follows.

The Great Rock-Breaking Test

This is done in the same way as the above. The subject is placed in the Cataleptic state, supported in the same way across padded chairs, a heavy folded blanket is placed over him, but instead of supporting anyone a large flat limestone rock is placed upon him by two assistants. The heavier the rock, the better. It can weigh up to two-hundred pounds. Invite some intelligent and sober blacksmith to break the rock with a hammer you supply which should have a long handle but not be too heavy. A lighter hammer insures better control and prevents accidents. Another precaution is to wrap a strong board in the blanket under the rock to protect the subject should the rock break too easily.

The blacksmith will strike the rock two or three blows before it will break and fall to the floor with a loud noise proving to the audience it is a genuine stone. You now quickly get the subject on his feet, awaken him, thank the blacksmith and shake hands with him and enjoy the applause with the others.

This Rock-Breaking Stunt is very spectacular when done right. It may be safer for the subject if you yourself handle the hammer as you will know how hard to strike the rock because you can practice on some specimens of rock beforehand to learn this.

The Great Show-Window Publicity Sleep

To obtain free publicity for your show, put your subject to sleep for twenty-four or forty-eight hours in a store window. A radio store is an ideal place because the proprietor will gladly connect up his loud speaker with a microphone for you so you can talk to the people outside of the window. This brings publicity to you and to the proprietor of the store. If you want to help the undertaker out in that town and increase the value of this demonstration, ask him to loan you a coffin in which to let your subject sleep, for the allotted time. On the casket you will have to place a little sign "Casket supplied by John Doe, Mortician."

Prepare your subject by first giving him a dose of castor oil to clean him out on the day you expect to put him to sleep in the store window. His meals should consist of foods that do not make gas. Milk, toast, lean meat. Avoid cabbage, beans, onions, radishes. If you are putting on a show that evening at the theatre, complete your performance and then as a climax you tell your audience that you will now hypnotize an individual and put him to sleep for twenty-four hours. Tell them where he can be seen sleeping at any time of the day or night. Explain that he will breathe, move about in his bed like other people do because you will not make him cataleptic so that the circulation of blood may remain normal. Tell them that at such and such a time tomorrow evening you will have him returned to the stage at this theatre and will awaken him. You can say that this is the first time you are doing this and that you trust that you will
experience no difficulty in awaking him. This will make them want to see if you will succeed and so they will jam the theatre.

After you have put your subject to sleep on the stage, have a couple of assistants with a stretcher carry him off the stage out of the theatre to the store if just across the street or to an ambulance if possible to obtain this service, and let subject thus ride to his destination where he is carried into the store and placed in the window. Have a nice sign explaining that the subject is in a deep hypnotic trance and will be awakened on such a day at such an hour at the Bijou Theatre or whatever name it has.

If your subject is to sleep more than a few hours, it is best to sneak in late at night, awaken him, let him empty his bladder, have a bit of nourishment like a milk-shake or other easily taken food and let him get back into his casket and again put him to sleep. If it is hot weather, have a small fan in the enclosure. If flies are about, cover him with fly netting. It is best if some one sits up with him as a guard. If the guard can be a woman dressed as a nurse so much the better for publicity. If subject is to sleep twenty-four hours you will have to feed him several times and also attend to nature's call. The object of the castor oil on the morning before the evening he is to be put to sleep is not only to clean him out but to constipate him because that is the action of castor oil. After one or two thorough bowel movements from a good dose of it (one ounce) the individual will not have a desire to evacuate for a couple of days so that problem is overcome.

Be sure to place all this information in the hands of the editor of the local paper. Have photographs taken of your subject as he sleeps in the window, place extra photographs of your act in the store window same as you have in front of the theatre and use all of the showmanship you can think of, letting everyone share in the publicity who helps you publicize your act.

After several performances you will be in tremendous demand by theatres, clubs and lodges. Have a nice business card and act like an hypnotist, look like an hypnotist, and hypnotize your way to success.

PART TWENTY-FOUR

HOW TO PICK GOOD SUBJECTS

Good subjects are those that are intelligent and have learned to take orders. For this reason, men who are or had been recently in the military service, make excellent subjects. For some unexplainable reason the author had found that those individuals between the ages of fifteen and twenty-five who have curly blond hair and are somewhat over-weight, make the best subjects.

To test if a person will make a good subject the successful operator will put the subject through various simple tests as taught you under "Waking Hypnosis." If you can successfully fasten the subject's clasped hands together so he cannot open them, you can rest assured your subject is going to prove himself a good one to experiment with.

If you have a group of people before you such as an audience and you wish to pick those that will prove good subjects, then try the following.

Ask all the people in the room to sit with their hands in their laps and
their feet flat on the floor. Request them to close their eyes and to relax completely. Now, while their eyes are closed you must give the following suggestions.

You are now completely relaxed. Your arms and legs begin to feel very heavy. Your head feels heavy, very heavy. Your eyes are closing. Your eyelids are becoming fastened tightly together. Your eyeballs have rolled upward and are fastened there. Your whole body is tired and relaxed. You have no desire to keep awake and so you are going to sleep, to sleep, into a very deep sleep. Each and every breath you take will cause you to go more deeply to sleep. Now when I count to ten you will be soundly sleeping and will start to snore loudly and there is nothing that can disturb you. You will sleep soundly and will obey me implicitly. One, two, three, four, five, six, seven, eight, nine and ten, you are now soundly sleeping and snoring. Nothing can disturb you. You will not awaken even when I ask you to try to open your eyes. In fact, the more you try, the more fastened your eyes will become. Now you may try. Try harder, still harder. You see, it is impossible to open your eyes and so you will no longer try. Instead, you will remain sleeping until I tell you to do otherwise.

After the above experiment, you can either demand that they all awaken and taking note of those who were asleep and call on them later for successful experimentation, or while they are still asleep you can command them to come forward and continue with hypnotic experimentation right where you left off without first awakening them.

Education during natural sleep. Passive somnambulism. Patient is dreaming at command.

PART TWENTY-FIVE

THE "ATOMIC WAY" OF HYPNOTIZING

By Nelmar

This particular manner of rapidly producing hypnosis is especially adaptable to the stage. With a pair of very conspicuous dark sun glasses over your eyes you come forward on the stage and make a speech. The speech should be short, convincing and cover matters related to the atomic bomb, the storing of atomic energy, and how the sudden release of such stored energy produces almost unbelievable results. Explain that sheets of lead and leaded glass are used to prevent the escape of destructive rays; that all radio-active substance is kept in containers made of lead; how X-ray technicians protect themselves with screens made of lead; that the men working on the atomic bomb must be protected from the destructive rays by a generous use of lead; and that you too are protecting others from the powerful hypnotic rays that leave your eyes, by the use of special glasses that you wear and which are made of leaded glass. Explain that you not only wear the glasses to protect those you do not want to hypnotize but also to conserve this hypnotic energy until you have chosen a subject upon whom you will release all the stored-up energy behind these glasses.

After you have chosen your subject, one that appears to be almost hypnotized just from listening to you talk, you explain to him that now you will remove your glasses and that but one glance from your eyes into his will put him into a deep hypnotic sleep. Now remove your glasses, give your subject a determined gaze and he will promptly go into the expected hypnotic sleep.
Hypnotism, as a serious business, is educational and inspirational. But, who wants to study and be inspired all the time. The spice of any program, relaxes the audience as well as the performer and often-times packs that necessary "Punch" which helps to make the demonstration a grand success.

The following which has been found among my collection and which I had presented at some of my performances may be of help to other performers whose act may seem a bit too dry.

1. Introduction of the "Hypnotist." A great spiel is made about his ability, his fame, et cetera.

2. Hypnotist calls for subjects from the audience.

3. Subject who is previously coached (stooge) comes upon the stage and stands partially facing audience while performer does likewise but facing the stooge.

4. Hypnotist makes passes over stooge's face who blinks and grimaces as though resisting but finally closes his eyes seemingly against his will(?).

5. The stooge is commanded to fall forward. Hypnotist reaches out to catch him, but stooge does not move. Command is repeated several times but to no avail.

6. Performer explains to audience that they must be quiet to make it possible for him to concentrate strongly. At this moment the stooge sways to and fro very realistic. Audience howls while hypnotist runs back to the stooge and catches him just in time so both fall down together with stooge holding hypnotist around the neck with a half-Nelson. Quite tangled up.

7. Hypnotist awakens stooge by twisting his ears which causes the stooge's tongue to stick out. However, by loudly ringing a cow-bell that is handy the hypnotist finally awakens the sleeping stooge.

8. Passes are repeated, stooge is told he is growing taller and taller into a giant. (Have him do the "stretch gag" the rotation of his shoulders, one above the other so he appears growing). Now the command is given for him to walk across the stage floor. He does, but he limps as though one leg is much longer than the other. The hypnotist explains to the audience that he must be more positive on one side, and tells the stooge to grow a little more on the other side and to walk again. Stooge again walks across stage floor but this time, a-la-pretzel legs (like Leon Errol).

9. Hypnotist gets behind stooge to awaken him, grabs him by the arm to shake him, but stooge holds onto him and swings hypnotist around a-la-Maypole dance. Hypnotist awakens the stooge same as before.

10. Passes are again made, stooge closes his eyes and is told he is a piece of cheese. Stooge answers; "Swiss - Swiss - Swiss."
11. Hypnotist now says, "You are a door-mat. Act like one!" The stooge answers, "Welcome - Welcome - Welcome." He is now awakened.

12. Hypnotist states that he will make a test to prove that his own will power is superior to that of the stooge's. Both stooge and hypnotist sit facing each other, each making passes at one another while each continues to shout "Sleep! SLEEP! SLEEP!" Each tries to resist the other, making funny facial expressions. To all appearances it seems that neither one can resist long, they look droopy, sway toward each other and fall fast asleep on one another's shoulder.

Curtain.

PART TWENTY-SEVEN

THE PHILOSOPHY OF MENTAL HEALING

To heal anyone you must get them under your spell of "expectant attention." This will arouse their faith-center, the hope-center, the interior dynamo of personality and power which is the subconscious mind. It is for this reason that the more striking your personal appearance is, the more peculiar your dress and the more mysterious your methods, the more deeply you will make an impression on the subconscious mind of your patient.

It is believed that most chronic ailments may be cured by any means in which a patient has confidence and expects relief. Confidence and expectation is the secret. Harmony and agreement between healer and patient are necessary. The guide speaks the word which the subject must receive as was done by the Master Healer when he said, "According to your faith, be it unto you."

Suggestion is the great motive power that lifts mankind from the shadows of the past up to the beautiful intellectual heights of today. Suggestive treatments today are being given to artists in various lines. Suggestion is given to actors and actresses for increasing self-confidence and histrionic inspirations; to speakers to increase freedom of expression and to overcome disturbing emotions; and to musicians and vocalists to improve their talents.

Every circumstance or incident of life, however apparently trivial, reveals, in our use of it, either strength or weakness. Happiness in its highest aspect, means harmony.

Every mental activity results in a similar kind and quality of activity in the corresponding part of that mind's body. The mental image of that activity may also be transferred to other minds through reflection of the picture, in which event the corresponding action may be re-enacted in both mind and body of the one who thus absorbs the action from the mind which thinks it.

When these facts are comprehended it will readily be seen that a realization of the fundamental idea is possible. Harmony, must result in a mental picture conforming to harmonious activity; also, that the reflected copy of that mental action must inevitably have a harmonious tendency. If the idea be perfectly conceived, the thought will reflect in harmonious action through the nervous system, producing a natural condition in the physical body.

In harmonious activity, nature builds and retains a healthy body. If obstructions to healthy action be present, they must, of course, be removed through right thought, after which the harmonious result will be inevitable; nothing can prevent it.

All maladies are mental rather than physical in their nature, being simply different degrees of mental distress registered in the physical system. All forms of disease may be cured by changing the order of the mental action from which they originally emanated.

It is imperative that distorted thought should pass away before the body can cease to register and express distorted action.
Every thought repeatedly indulged, leads eventually to corresponding actions in life's experience. Thought and action are inseparable. The most powerful leader is he who places the highest and purest ideas before the thinkers of a community. Pure ideals perpetuate pure thoughts, inevitably resulting in right actions. Purity and health are co-existent.

The impulse of Eternal Life is irresistible. If the right mental action be established and continued, a natural healthy physical condition must eventually result, because discordant mental emotion underlies every known disease.

PART TWENTY-EIGHT

PSYCHO-THERAPEUTICS AND SOMNO-THERAPEUTICS

PSYCHO-THERAPEUTICS

(psyche = Soul or Spirit -- plus -- therapeuo = I heal). Psycho-Therapeutics is the healing of disease by suggestion.

SOMNO-THERAPEUTICS

(somnus = Sleep -- plus -- therapeuo = I heal). Somno-Therapeutics is the author's own coined word for healing while one sleeps.

Both of the above healing methods sum up to but one thing and that is the science of stimulating the subconscious mind to the desired activity so that it will restore the body to a normal condition which we call health. The fighting spirit of the patient must be aroused. Instead of thinking of sickness and death, the patient must be made to think of health so he expects health and becomes healthy. If the doctor were to tell a patient that he had but three days to live and the suggestion was accepted by the subconscious mind of the patient, the patient would die at the specified time whether there was anything seriously wrong with him or not at the time suggestion was given. Unless, as seldom happens, that the statement would arouse the patient's fighting spirit. In the latter case, the patient would survive in spite of an abnormality.

I recall having read a story somewhere about a soldier who was pretty well shot up. One bullet hole through the abdomen usually means several perforations in the intestines and almost certain death. This soldier got in the way of machine-gun fire and looked like a sieve, having some forty bullets passing through him and most of them produced several perforations in the intestines. The doctors all shook their heads and looked glum. The soldier noticed this and spoke up, saying, "Don't worry Doc, I'll be all right." Such encouragement from the one that should be most concerned seemed to get some action out of the doctors. They operated, cut out pieces of perforated intestine, patched him up the best they could but could not hold out any hope for him to ever recover. When he came out of the anesthetic and seeing the doubtful look on the doctor's face looking down at him, he said, "Don't worry Doc, I'll be all right." To shorten the story, he not only turned out all right but went through the ward from one bed to the other and told each and every one, "Don't worry, you'll be all right." They all got well. They believed him. They knew that he knew what he was talking about because any man that can be so shot up and completely given up to die by a number of the very best surgeons must know what the final outcome will be. It was that which he pictured it to be "all right."

We are constantly influenced by what we hear, see, smell, feel and taste. A newspaper tells us the "Flu" is raging over the city. Within a few days hundreds of people are in bed with it. And so, suggestion works daily and hourly for good or for evil.

The healer, from any school of thought, who has mastered the important points of healing as taught in this Manual can accomplish seemingly miraculous cures by putting to practical use that which he has learned. Suggestion is responsible for all there is good in Christian Science, New Thought, the Spring at Lourdes, France, the bone at St. Anne's, and those pills that are red, green, blue, purple, orange, striped and unstriped and some with polka dots, given to you by the medical man who never takes any himself.

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Unless you offer to heal without pay and strictly by prayer or spiritual means as a practice of religious freedom under the Constitution of the United States you will soon get into difficulty. To open an office and hold yourself out as some type of a doctor, offer treatments and charge a fee for same, calls for a license from the State. If you hand a patient a pure glass of water and suggest that that water will cure his condition, you are, according to the Medical Practice Act, practicing medicine. If you lack a State license to prove your right to practice any one of the various healing methods for which a license may be procured from the State, you are liable to be arrested and jailed and then fined in addition to a jail sentence. You may be a brilliant man; you may be extremely successful in curing different diseases and could cure thousands because you may have mastered the real art of healing; you may be a graduate of the best universities in America and Europe; you may have more knowledge and experience than any number of practicing physicians about you; but if you do not have a license to practice under the laws of that State in which you are practicing, you will be arrested. How? By some envious medical man in the neighborhood who perhaps cannot cure the diseases you succeed with and yet cannot stand to see his patients go to you for relief, so he reports you to the State. The State inspector will personally pay you a visit or hire someone to act as a patient "seeking relief" and ask for things that he knows can be used in court against you, like pills, medicine and receipts for payment. Shortly after the evidence is collected you will be arrested and only a miracle will save you from a stiff fine or jail. The cures, the lives you saved, the wonderful work for suffering humanity you have done means nothing in court. It is the same today as of yore when 'witches' were burned at the stake because they would cure the people and arouse the ire of the medical man, only they do not burn you at the stake today, they brand you without fire.

The above does not apply to treatment of any member of the immediate family. A father or mother may treat their children or one another without a license or other difficulty.

The following manner of treating a number of diseases will give you the technic of how to go about treating other diseases not described.

**ALCOHOLISM**

Hypnotize the subject and suggest that he will not care for alcohol in any form. That the smell of beer, whiskey and wine will make him nauseated and if he should take a sip of any of these he will vomit. Do not suggest that he will taper off, but quit promptly. That he is through with all such alcoholic beverages for keeps.

**AMNESIA**

Hypnotize the subject and tell him that his loss of memory is a thing of the past and that from now on he remembers everything and will answer all questions upon awaking. If he did not know his name, it is best to ask it and many other questions under hypnosis, and then when you awaken him you have something with which to prompt him.

**ANEMIA (Chloris or Green Sickness)**

Hypnotize the subject and give suggestions to improve the appetite for foods rich in iron, vitamins and proteins. Suggest good digestion, assimilation and elimination.

**BLINDNESS (Psychic)**

Blindness as a result of a psychic cause responds very nicely to suggestion given under hypnosis. The subject is permitted to re-live his past life and at the point where the scene is such that brought on the blindness, suggestions are given to neutralize the effect of the tragedy.

**CONSTIPATION**

Hypnotize the subject and suggest that from now on, every day, at a given hour after breakfast, he will have a desire to move his bowels and that he will have a normal and natural evacuation.
DEAFNESS (Psychic)

Deafness as a result of a psychic cause responds very nicely to suggestion given under hypnosis. The subject is permitted to re-live his life and at the point where the scene is such that brought on the deafness, suggestions are given to neutralize the effect of the tragedy.

HABIT

Hypnotize and give suggestion that will prove an excellent substitute for the undesirable habit you wish the subject to overcome.

HEART DISEASE

Since the heart is a sympathetic organ and responds excellently to suggestion, certain heart conditions are treated with success. The heart can be slowed down and made stronger without resorting to digitalis, or speeded up without the use of strychnine, a very poisonous and deadly drug. Hypnotize the subject and give the necessary suggestions to bring about the desired results.

INSOMNIA

Hypnotize the subject and give post-hypnotic suggestion leading to a desire for sleep at a respectable hour, and that he will sleep through the whole night, awaking at a specified time in the morning, rested and feeling much refreshed.

LABOR IN CHILDBIRTH

Subject must be hypnotized a number of times before term. She must be made to respond to suggestions of anesthesia and to suggestions of contraction of different muscles. At actual labor, such muscle-control is excellent when applied to abdominal muscles to control labor as progress is made. Only then and not before, must contraction of abdominal and uterine muscles be made lest suggested contraction endanger the life of the foetus.

MIGRAINE HEADACHE

Hypnotize the subject and suggest away the headache. Include suggestions to improve liver function, digestion, elimination, eye-strain and any other prevailing abnormal condition. Chiropractic or osteopathy is often also indicated where impingement of nerve tissue calls for this type of manipulation. Look into the diet avoiding fats and hot spiced foods.

NARCOTICS

Hypnotize the subject daily and give suggestions that he will get along on less and less of the drug he had been taking until you finally reach the point where you have made him stop its use entirely. It is not best to stop the habit suddenly if subject had been an addict for a long time and had been taking large doses of the drug daily. Gradual reduction and gradual distaste for the drug is best.

NERVOUS INDIGESTION

The stomach is readily influenced by suggestion from within or without and whether good or bad suggestion, results are accordingly. Improper suggestion leads to nervous indigestion and soon ulceration which eventually leads to cancer. Hypnotize the subject and give suggestions for good digestion, elimination, cheerfulness, excellent appetite for foods readily digestible, et cetera.

NEURASTHENIA

This is a form of psychoneurosis and calls for the removal of any psychic element that may be present. This must be done when the subject is under hypnosis. The subject needs plenty of rest and some occupational therapy to occupy his mind and to develop his talents.
NEURITIS.

If you can hypnotize the subject in spite of his or her pain give suggestions to change pain into a warm comfortable sensation. Remove lesion when possible which may be infection, heavy metal intoxication, alcohol excess or other abuse. Insist upon a diet rich in vitamin B.

NOCTURNAL ENURESIS

Hypnotize the child and suggest that he or she will awaken when there is pressure in the bladder region and go to the toilet to empty it. That from now on he will not wet the bed but will awaken as you suggest. To help make matters a bit easier it is best if the patient does not drink any large amount of fluids after three o'clock in the afternoon and very little for the evening meal. A little salty herring or ham or even popcorn with plenty of salt on it eaten near bedtime will help hold the water in the blood and not permit the bladder to fill rapidly. By pinning a knotted towel to the back of a nightshirt will prevent patient from sleeping on his back which encourages bedwetting. All these extras only if patient does not prove an excellent hypnotic subject. Otherwise, no need for these as the suggestion will cure the patient promptly.

OBESITY OR OVERWEIGHT

People who are overweight usually could reduce promptly if they could control their appetite. They lack will power and so go on eating as they please usually seeking some drug to do the trick. Any drug that will speed up the heart action to burn up the fat by increased metabolism will not only reduce the person but will also wreck the heart and nervous system as well. Both, thyroid extract and benzedrine are commonly used and either one when taken over a long period of time will help burn up fat but will also make a nervous wreck out of the patient. For obese patients, hypnotize and give suggestions to control their appetite. Suggest that they will eat but one-third the amount of food they usually do and will get up from the table well satisfied. Should they try to stuff themselves as usual suggest that they will feel nauseated and might even vomit if they do not obey your commands. This will soon reduce the patient's weight without harm to any vital organs. Treatments must be repeated once a week at least to control the diet according to the loss of weight.

PARALYSIS

Many forms of paralysis respond to suggestion under hypnosis. After hypnotizing subject suggest movement of paralyzed limb which at first will barely move if at all. If paralysis is due to pressure on root of nerve as it leaves the spine chiropractic adjustment should be resorted to. In infantile paralysis do not immobilize with splints as is often recommended by the 'health department' doctors but instead, chiropractic or osteopathic adjustment should be given to the cervical spine daily followed by massage, diathermy, galvanism and hypnotic suggestion. Results are most gratifying.

SMOKING HABIT

Hypnotize the subject and give suggestions that smoking will make him deathly sick. That he has quit smoking and will not care to try it again. That others smoking about him will not bother him but only if he himself tries it will he suffer. For more information on smoking and how to quit the habit see a complete article on this subject in this book.

STAMMERING AND STUTTERING

Those who stammer and stutter do not do so if they are singing or are angry when they don't give a whoop about what they say or how they say it. They also have no speech impediment when they talk to a tree, post or a store display manikin. This proves that the condition is strictly a self-conscious condition. Hypnotize the subject and give suggestions that will overcome his self-consciousness and self-centered condition. Treat the cause of the difficulty rather than the symptoms.

WORRY

It is said that ninety-percent of all the things we worry about never happen.
This is proof that worry is a great waste of nervous energy which should be applied to some useful purpose. Hypnotize the subject and suggest a worthwhile substitute for worry. If the subject has talent for art, music or some other worthwhile and useful work, give suggestions that instead of worry he will keep his mind so busy with this new work that there will be no time left for worry.

PART TWENTY-NINE

HOW YOUR PRIVATE SANCTUM SHOULD BE ARRANGED

I will now tell you how best to arrange your treating room. The psychological effect of this room can be of much help in your work. It is best to locate on a rather quiet street. Have the treating room in center of building if possible so that very little sound from the outside can enter. The windows if any should be covered with heavy drapes of a blue or purple color. Soft purple colored carpets should be on the floor while the walls are finished in some soft (non-glossy) lavender or blue color. There should be several soft comfortable chairs, incense should burn and soft music should be heard as coming from afar. The operator should wear some purple robe, dressed to resemble an oriental.

The reception room should be likewise quiet, comfortable and with an old fashioned grandfather's clock ticking off the time slowly. By having this room decorated in green, you will quiet the subject and place him in the proper frame of mind for that which is to follow.

A patient coming into such an office will find himself in an entirely different world than what he is used to. The green room will make him relax, the ticking of the clock will slow down his pulse from 80 to around 60. By letting him wait about twenty minutes in this room with nothing much to look at outside of a small green light on the wall in front of him and a little above his line of vision, will almost put him to sleep. Now ask him to enter your sanctum and commence work on him. It should require but little suggestion to put him into the hypnotic state with any method you choose. The Revolvo-Ball is ideal, suspended before his eyes with a bright purple light shining down on it from behind subject so the thousand and one beams of light strike his eyes as you stand or sit to one side of him and give him the Sleep Formula, namely suggestions that his eyelids are closing and that he is going fast asleep.

PART THIRTY

HOW TO "HYPNOTIZE" ANIMALS

I have no intention of going into the matter of proving that the following technic will or will not produce actual hypnosis in animals. I do promise, that with little difficulty you can successfully put the bird or animal under your control so as to convince your onlookers that you do hypnotize it. For your first experiment, try a rabbit, hen or chameleon. These are the easiest.

1. To hypnotize a rabbit, hold it in the hollow of your hands, rock him in a swinging manner from left to right for a minute or so. Without harming him but with a quick motion, throw him down upon the table upon his back with head hanging over the ledge of the table. He will remain put.

2. To hypnotize a chicken, set it down firmly as if setting it on a nest. Draw out its neck a bit, forcing entire front part of hen to the floor including its beak. If done in a business like manner the fowl remains put. Sometimes, a chalk line drawn on the floor running the length of the hen and extending beyond the end of the beak seems to help make this technic more effective.

3. Another simpler method for a beginner is to place the head of fowl well under its wing and set it on its side so that the wing covering the head is on the floor side. This never fails.

4. To hypnotize a goose, duck or pigeon you can use the same method as given above.

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5. Another method to hypnotize a pigeon is to put a small piece of putty on the end of its beak, holding it steady until its attention is centered on the object. His eyes will converge as is the case in human subjects. It soon goes to sleep. If you blow on its eyes you can awaken it promptly.

6. To hypnotize reptilia -- the chameleon is the most easily procured as well as easily handled. Hold the chameleon between the palms of your hands, suddenly place him on his back on one of your palms or on the table. It becomes motionless at once and stays put.

7. To hypnotize an alligator or crocodile you rapidly turn him over on his back same as you do the chameleon only you don't hold him in the palm of your hand.

8. To hypnotize a frog, hold him between the palms of your two hands and suddenly turn him over upon his back. Now holding him by his two hind legs, raise and lower him a few times. The muscles soon relax and he will remain in the position put.

9. To hypnotize fresh water crabs, stand them upon their heads, stroke their back gently from tail to head, adjust their claws so as to form a three-legged stool with head as third leg. The crab will remain in this position for some time. Falling over awakes him.

10. To hypnotize a small grass snake, coil him up in palm of your hand and place your other palm over him. Now swing him from left to right and back a few times. With a sudden movement, place him on his back and he will stay put.

11. Another method to hypnotize a snake, but which requires more practice, is to grasp the snake near the head with one hand and its tail with the other hand. Hold him perpendicular. Slightly stretch him and hold him in this position until he becomes rigid. Then let go of the upper end and he will remain rigid as a stick. The Hindu Pakirs of India use this method to demonstrate their magic power of changing a stick into a snake which is done by awaking the snake which they had hypnotized and made the audience believe it to be a stick of wood.

12. To hypnotize a canary, stand in front of the cage, attract his attention by moving your hand slowly from right to left on a level with its eyes and about a foot in front of the cage. Do this for a few minutes and then gradually move nearer and nearer, until your hand is about an inch from the bird, making shorter and shorter passes. The bird will soon close its eyes and go to sleep often falling off its perch.

13. To hypnotize dogs and cats is not especially easy. However you may succeed with some by the following method. Make passes over the eyes down to nose. If after a little while the animal trembles, it is a favorable sign. Operate with intention as on human beings. Continue short passes until eyes close. If a dog resists this as they sometimes do resort to the use of the Hypnotic Gaze as taught elsewhere in this Manual.

Certain bodily stimuli applied to animals will produce what is called hypnosis. It is not true hypnosis for hypnosis is based upon auto-suggestion. The production of a stimuli will produce a form of paralysis of the muscles and the animal will stay put.

PART THIRTY-ONE

PSEUDO-HYPNOTISM AND TRICKS OF THE TRADE

The author is not especially proud to include "Pseudo-Hypnotism and Tricks of the Trade" in this book. But, in order to make this a complete Manual on the subject of Hypnotism, the false hypnotic methods must be included with the genuine. Some of the following tricks may not appear to have any connection with hypnotism yet when presented properly they can be made to appear as if the final result is due to some strange power of hypnotism. It was just such a performance that started the author to take an interest in hypnotism and to stay with it for forty years. A magician on the stage performed the well known "Levitation Act." He went through the motions of hypnotizing a girl, let her recline on a cot and
by making passes over her body caused her to rise with no apparent support. To prove that no strings were supporting her floating body, the magician passed large hoops over and below her floating form. It was then and there that I decided to become a hypnotist. This was not because I cared much to induce hypnosis, but to make people float on air interested me. So to this day, I have taught hypnotism to thousands, hypnotized subjects in like manner, but I must admit defeat. I have yet to see the day when I can by mere passes make people float on air as a result of my hypnotic power. I do know where I can purchase a complete levitation act and with the apparatus make anyone float in a few minutes with or without passes, or for that matter without hypnotism in any form, but that is a trick and I prefer the genuine even if it doesn't work so well. For this reason, I include the following tricks but I do so with apology.

THE GREAT NEEDLE TEST

This demonstration can be faked by sterilizing the lobe of a pseudo-hypnotized subject's ear and putting a sterile needle through it just as if puncturing the ear for earings. There are not many nerves in this part of the body and it produces very little pain. Some pain-killer such as aspirin or anacin has been taken by a fake subject to withstand punishment of this nature.

THE GREAT BLOOD CONTROL TEST

To stop the pulse at the wrist have your subject sit sideways on a high-backed
chair. With his one arm over the back and in a horizontal manner, you make passes over it as though controlling the circulation of blood. If he has his fist clenched and arm rigid and the under side of upper arm pressing well down on the top of the back of chair, circulation in that arm will be stopped and no pulse can be felt even if he opens his hand to show the pale appearance it has compared to his other hand that is in his lap. There are several other ways of doing this without a chair or apparatus which I teach in my Private Personal Instruction. However, space permits for one more method and that is to place a small ball or round bottle under the subject's shirt in the arm-pit. By pressing his arm against his body and so against the ball or bottle he obliterates the circulation and so the pulse-beat at wrist.

THE GREAT CATALEPTIC TEST

Catalepsy like other genuine hypnotic demonstrations may be faked. A fairly strong man who has practiced a bit can readily support one or two individuals while he is suspended across two chairs. A very easy way is to have a sheet on the floor of the stage, on this sheet is placed a strong ironing board or a board of about that size and shape, the narrower the better. Over the board is placed another sheet. The subject is put through the hypnotizing act, made rigid and with the help of an assistant he is carried by the performer and placed on the prepared sheet with the hidden board underneath the first sheet but between the two sheets. The subject is wrapped up and lifted with board and all on to the prepared chairs. Over him is spread a couple of folded blankets and any number of people can stand on him to demonstrate the great power of "suggestion."

THE GREAT ROCK BREAKING STUNT

This would be done in the same way as given above with the use of the board hidden in the two bed-sheets. The rock can be a very soft sandstone one, and with proper showmanship, should go over just as the genuine act.

THE GREAT SHOW-WINDOW PUBLICITY STUNT

Many a subject can easily sleep twenty-four hours if encouraged to do so. Several heavy meals of liver and onions, lettuce and anything else he likes will help keep him asleep without actual hypnosis, especially if you put him through some vigorous exercise in the afternoon before he is to be "hypnotized" and placed in the window on display. A hypnotic drug is sometimes used such as barbital sodium.

RESTORING LIFE TO THE DEAD

Catch an ordinary house-fly, place a sieve or piece of bent screen wire over it as you lower it into a container of water. Let the fly drown for an hour or longer. When everyone is convinced that you have thoroughly drowned the fly and it is dead, place it on a piece of blotting-paper and sprinkle about half a teaspoonful of ordinary table salt on it. After a few minutes you will find your fly coming to life and none the worse for the experiment. Don't forget the magic word "ABRACADABRA" which you should say to bring the fly to life.

MESMERIZED OBJECTS

A thin coating of a strong glue rubbed into the palms of your hands will cause a table knife and other small objects to cling to them as if mesmerized.

ANESTHESIA OF THE EYE

A 2% solution of Paraaminobenzol-gamma-di-n-butilamino-propanal Sulphate dropped into the eyes will produce such anesthesia that touching the eye ball with a clean finger will cause no discomfort. Excellent for demonstrating the power of will and for faking hypnosis.

THE HYPNOTIZED BEETLE

Place a small beetle on its back and place a small ball of wax upon its upturned feet. The beetle will juggle the ball of wax. To all who witness this it will appear that your beetle is trained or is under your hypnotic power. The secret is that the beetle is only trying to get a foothold on the wax to right
itself but cannot because the ball is too tiny.

THE SLEEPING FLOWERS

A drop or two of chloroform on any blossom will put the flower to sleep at once. A chloroform-soaked sponge concealed in the palm of the hand and hypnotic passes made over the blossom will mystify your friends when flower commences to droop.

THE HYPNOTIZED DUCKS

Place your ducks in a cage with a metal bottom under which secretly place a flat top toaster, portable electric stove or other heating element with a handy switch which you can secretly control. Now when you want the ducks to dance because of passes you make over the cage, you need but turn on the current. As soon as the heat is felt by them they will commence to dance because of the hot floor. Shut the current off at once as soon as they start acting up a bit otherwise you may harm them.

THE POSSIBLE IMPOSSIBILITY

If you will place and firmly hold your finger tip of one hand to your nose, the strongest man cannot remove it by slow, gentle force when he grasps your wrist and tries to separate your finger from your nose.

REVERSED FORCES

Procure an old spool from thread. Push an ordinary straight pin through the center of a small card about one inch square. Place your spool over this card with the shaft of the pin within the hollow core of the spool. Now putting your lips to the other end of spool, blow hard as if to blow the card away. According to average intelligence, the card with pin should be blown away. Instead, the harder you blow the more firmly the card adheres to the spool end.

MESMERIZED SUGAR CUBES

Dip a cube or two of sugar into collodion and let dry. By placing these cubes of sugar in your coffee they will sink like other sugar but if you will make a few mysterious passes over your cup and say the magic word "ABRAcadabra" the cubes will soon again rise and come floating to the top. Secret: The sugar dissolves and the remaining shell of dried collodion comes floating to the surface.

ORIENTAL FIRE FLUID

The hypnotist or magician appears with a small bottle of colorless liquid in one hand and a few pieces of white paper in the other. He proceeds to pour a little of the fluid on the paper resting on a screen or some other fireproof metal support.

He steps back, explaining to his audience that this magic fluid, invented by the Japanese thousands of years ago, was used by them to torture their prisoners, or relating any similar story, keeping the audience interested. Usually in two minutes the paper will burst into flames spontaneously. This trick is very mystifying to anyone who does not understand it. It will prove excellent to convince others of the burning power of your hypnotic gaze.

The fluid is prepared by dissolving phosphorus in carbon di-sulfide. Be extremely careful in handling phosphorus, cut it under water, never touch it with the fingers, and keep surplus stock under water always. Carbon di-sulfide is inflammable so keep this away from open flames. Much mystery is added to the trick by the disagreeable odor of both ingredients.

Any kind of paper. Both filter paper and newspaper works well. The phosphorus being dissolved leaves the paper upon drying, impregnated with finely divided particles of phosphorus, which oxidize and raise the paper to kindling point. Do NOT spill this fluid on anything you do not wish to burn. Works 100% always.
MYSTERIOUS FIRE

By mixing equal parts of potassium chloride and ordinary granulated sugar, and by dropping a single drop of sulphuric acid upon the compound, the mass ignites at once.

MYSTERY FIRE FROM TWO LIQUIDS

By pouring a little chromic acid into a little alcohol contained in a test-tube held by a clamp, the two liquids combining will produce flame.

A NEW EXPLOSIVE

A peculiar substance called nitrogen iodide can be made by mixing household ammonia and tincture of iodine. Pour on a blotting paper and allow to dry. When touched with a feather, the dry substance will explode. All brands of ammonia do not produce the desired results. You will have to experiment. Be careful with it.

MIND OVER MATTER

By placing your watch upon the table and by apparent concentration of your will power you can stop and start it at will. A small but powerful horseshoe magnet is strapped to your knee under your trouser leg. With the watch on the table and you sitting in front of it you need but raise your knee to under side of table top near where watch is above and it will stop going at once. Move your leg away and watch will go again. It may stop going if it becomes magnetized. This can be overcome by placing watch in a loose coil of wire through which you run the 110 volt alternating current for 10 seconds. You will have to have a 60 watt bulb in circuit so you blow no fuses in your house.

MAGNETIC FINGER

Magnetism, especially of the 'personal' kind is the talk of today. You can cause all of your friends to wonder at the magnetism being emitted from your finger tips by causing them to attract iron filings, bits of iron like a steel needle, or the needle of a compass. Tell them you studied books on Personal Magnetism and this is the result. The secret is in a piece of magnetic steel glued to the underside of a not too clean fingernail of first finger. Rub an old sewing needle against a strong magnet for a few minutes which will magnetize it. With a pair of pliers break the tip off which you will use as stated.

BREAK A GLASS WITH THE POWER OF SUGGESTION

To demonstrate the power of your suggestion use this method. Take a very thin, sensitive, cut glass goblet and set it in vibration by hitting it with a cork hammer or by rubbing it if you are adept at it. The glass should emit a loud musical tone. Now place the opening to your mouth and shout as loudly as you can the word "BREAK." At the same time try and imitate the tone or key that is emitted from the glass. This will render double amplitude of vibrations and the glass will break to pieces.

HYPNOTIZED CANE

Procure two black safety-pins and a piece of black thread about three feet long. Tie a pin to each end and fasten one on each inner side of your trouser leg just above the knee. The hanging thread will not be noticed nor will it interfere with walking about. Now sit down upon a chair at some distance from the audience and spread the knees to tighten the thread. Take a cane, or some stick of similar length and after some "hocus pocus" passes over it, let it rest against the taut thread which will support it in almost any position to the astonishment of all. By gentle movement of the knees the cane may be made to sway in a life-like manner while standing on end with no visible support. This is an excellent impromptu stunt for parties.

FIVE SYMPATHETIC OR INVISIBLE INKS

Sympathetic or invisible inks are largely used by mediums and fortune tellers. With proper patter it can be used to advantage in pseudo-hypnotic work. By writing with any of the following solutions upon plain paper using a quill pen
or toothpick, the writing will be invisible until heated when it can be read. #1.-Use just pure lime or lemon juice. #2.-A little sulphate of iron in an ounce of water. #3.-One part Sulphuric Acid to twenty parts of water. #4.-Chlorate of Potassium in a little water. #5.-Solution of Chloride of Copper which will appear with heat and disappear upon cooling.

MYSTERIOUS SPHERES

By taking a tumbler and filling it with water charged with sodium bicarbonate and dropping into it a few ordinary moth balls will produce a mysterious action. The balls will rise and fall in a very lifelike manner. The taller the tumbler or jar, the more interesting. Of course you can make your "hocus pocus" passes over the jar. The balls really rise and fall because bubbles adhere to them raising the ball, and when bubbles leave the ball when it comes to the surface the ball sinks again. Most ordinary brands of moth balls work but there are some that will not.

TO SHOOT A SMALL BIRD AND BRING IT BACK TO LIFE AGAIN

This experiment is contributed by Dr. O. A. Carpenter taken from a very old book found in his private library. "In this experiment take an ordinary fowling-piece, and put the usual charge of powder into it; but, instead of the common charge of shot, introduce a half charge of quick-silver. When a small bird approaches, fire. Although it seems not necessary to hit the bird, it will be found stunned and stifled as to fall upon the ground in a state of suspended animation. As its consciousness will return at the expiration of a few minutes, avail yourself of the interval in declaring your intention of bringing it to life again and your declaration will come true to the amazement of your brother sportsmen."

SUGGESTIONS THAT BURN

This experiment is contributed by Prof. W. H. Dexter. To convince the skeptic of the power of suggestion, secretly put a quantity of lime in a hot water bottle or bag. (Experimenting will teach you just how much to use for a definite size bottle.) Fill the bag with cold water in front of subject but do not let him know about the lime. Tell your subject that you will make him accept the suggestion that the rubber bag filled with cold water is hot. Give the bag to him to hold against his cheek and commence giving suggestions about him feeling the bag becoming warm, hot and hotter. This of course soon takes place. By putting proper showmanship into this you will soon have your subject convinced of your power and actually hypnotizing him will prove very simple.

HOW TO AGE WRITING

A concentrated solution of Permanganate of Potassium makes a splendid ink. It is purple as it flows from the pen but upon drying it turns a brown, resembling faded ink a century old. It will rust a good pen. A quill pen is best.

ASBESTOS SKIN

To take a red-hot poker and apply it to your bare skin without harm always will prove mystifying. You can have spectators believe it is due to your hypnotic power. Apply two coats of the following solution, letting the first coat dry before applying the second coat.

Dissolve 1/2 ounce of camphor in 2 ounces of alcohol. Shake well. Add 1 ounce of quicksilver and 1 ounce of liquid styrax and shake until there is no sediment. Now add 2 ounces of pulverized red-stone, shake, let stand for 24 hours and it is ready to use.

FIRE-PROOF HAIR

To make hair fireproof make up the following solution. In one cup make a very concentrated table salt solution. In another cup, a heaping tablespoonful of washing soda to which add hot water to fill the cup. Mix the contents of the two cups together in a bottle. Soak hair with this solution, dry and comb out the surplus powder that is too visible and your hair, it is said, will not burn even when put into a flame for a second. (Author's note: If hair is very oily
it should be washed and dried before it is soaked in the above solution because the oil can burn and also because the oil will prevent solution impregnating the hair properly to protect it. This is not guaranteed so be careful whose hair you risk in fire. Experiment a little before demonstrating. Try it on a sample of hair clippings which your barber will gladly give you for the asking.

PART THIRTY-TWO

ABSENT TREATMENT

By Dr. Adolph F. Lonk

(Reprint from January 1930 Issue of The Occult Digest Magazine.)

The beneficial results obtained by the "faith cure" system and all other systems of the same type are brought about by what is known as "absent healing," or the healing of patients at a distance from the healer and which is in reality a form of thought transference.

Many schools claim that absent treatment is a form of telepathy, while others claim that "everything is one in Spirit" and that there being no such thing as space, a treatment given by a healer, even though the patient be many miles distant, is as efficacious as an office treatment.

So-called absent treatment sometimes arises from the auto-suggestion or awakened faith of the patient, the treatment by the healer having in fact but little to do with the case. In other cases, the suggestion of the healer acting as a post-hypnotic suggestion, serves to stimulate the subliminal mind and arouses it to action so that it proceeds with the healing work.

Undoubtedly, the best conditions for absent treatment are those where there is sympathetic rapport and expectant attention on the part of the patient. However, there are no records of many successful cases where the patient was not aware that he was being treated, the healer's services having been requested by a relative who thought that the patient might object to the treatment.

Whether a healer treats his patient in his office, or gives him "absent treatment," he can make use of the same principle and in both cases obtain just as remarkable results. The patient is instructed to place himself or herself in a comfortable bodily position and a restful mental attitude at the expected hour of treatment, as if the healer were there in person. The healer does likewise. The patient should endeavor to form the mental image of the healer's presence, while the healer endeavors to see himself mentally in the presence of the patient.

A photograph and the history of the case are necessary for successful treatment, and a knowledge of anatomy, physiology, diagnosis, and so on, is an advantage, but is not absolutely necessary in ordinary cases.

The healer addresses his patient mentally as if he were before him and gives the same suggestions and advice that he would give the patient were he actually there in person. This should take about thirty minutes or more and should be repeated daily, for the quickest results.

PART THIRTY-THREE

PSYCHOLOGY FOR EVERY-DAY SUCCESS AND PROSPERITY

SECRET PLANNING

Keep your plans to yourself. Discuss them with no one. Seek and secure all the information you can on the subject related to your plan, but do this in an indirect way without revealing the secret of your plan. Your stored up nervous energy will help you carry out your plans successfully if you use it for that purpose. But, if you use up this energy in idle talk boasting of what you intend to do you will lack the necessary energy to carry out the plan.

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Because you have been in the habit of supplying such advance information to your relatives and so-called friends is one reason for your lack of progress. No sooner do these well-meaning friends learn of your plan, they condemn it each time tho they know less about the matter than you do. They convince you how foolish you are and how you will surely fail. These pessimistic remarks of these so-called well meaning friends together with the exhaustion of your nervous energy quickly prevents further action on the plan or idea.

Unless you can learn to keep things to yourself, be like a sponge, absorb much but tell very little, you cannot hope to succeed.

THE SUCCESS OF FAILURE

Keep your failures to yourself. Tell no one about them. Doing so will not help you but will only help others who will learn how not to do that which you attempted. It will help them to succeed at your expense. Why be the laughing stock in exchange for such valuable information. Thomas Edison believed every experiment he or his assistants made were successful experiments even if they did not work out as anticipated. This, because each so-called failure, proved that such did not work and so was not a failure but a success.

DETERMINATION

Unless you are determined to succeed it is impossible for you to do so. Sufficient determination and plenty of effort and energy behind it will get you anything you want in this world whether it be a million dollars or anything else seemingly impossible for you to procure right now. It is necessary that you want that thing above anything else and continue striving to procure it until you succeed. Without determination you cannot hope to get anything.

MONEY AND KNOWLEDGE

"Invest in knowledge, for that is the only investment which never depreciates in value and which no one can take away from you," is the advice of the great Gladstone to a young man.

PSYCHOLOGY OF DOING FAVORS

Favors are seldom if ever appreciated. The mere fact that you have the ability to do someone a favor causes the recipient to begrudge you that ability.

So that you may better understand the above advice we will say that you had recently purchased a good suit of clothes. Because of having gained a few pounds in weight, you find the suit no longer fits you. You decide to give the suit away to some friend in need and to purchase another suit for yourself. This friend finds that the suit fits him perfectly and he thanks you. You may feel that you had done him a good turn and that as a result, he holds only the nicest thoughts for you. Be not mistaken, for although his need is urgent for the suit and he appears to be thankful, he dislikes you more than ever because you can afford to give away a suit of clothes and can afford another to replace it.

You will find that lending money too, makes enemies of your friends. Any excuse that you can give is better than parting with your money when these hard-up friends approach you for a loan. If you continue to be foolish enough to lend money to others then be a good loser.

Loan money to others and you invite envy, hatred, slander and malice. You have nothing to gain but everything to lose. Learn to say 'no.' Don't agree to everything. Use your head. Say "no".

BE DIFFERENT

Make it your business to be different than the average individual so you can accomplish more than he and thereby rise above him. The average individual is neither successful nor prosperous. He wastes too much valuable time. He seems to have more time on his hands than he knows what to do with and so seeks ways and means to 'kill' time. Therefore, one of the most important steps to take in order to be different is to stop killing time. Then, use all available time for study. Endeavor to improve yourself. Playing a game of pool, cards, betting on
horse races and such are all time killers and keep you broke. Avoid such recreation. Many of your so-called friends will attempt to ridicule you for turning over a new leaf and showing some real wisdom. However, they will soon commence to show great respect for you. You will be different. You will become a success. You will prosper. More power to you.

PART THIRTY-FOUR

PRACTICAL APPLIED PSYCHOLOGY

SUCCESS THROUGH HARMONY

Harmony in music, in contact with people, in our home, in business and such is absolutely necessary for our happiness and success. Lack of harmony will destroy friendship, health, business, love and so results in misery. This is not a lesson in music. It is a practical lesson on how to get the most out of life by creating harmony, rather than discord, success instead of failure, friends instead of enemies, and all that is worthwhile in life. Apply it daily. It is said that anyone of any importance used the secrets I reveal. Among the people of prominence will be found such names as Rockefeller, Wrigley, Edison, Coolidge, Hoover, Morgan and Ford. Were it not for practical and applied psychology used by these great men it is doubtful if they would have become prominent.

To create harmony of body which is health, we must eat proper foods, think properly, live in harmonious surroundings, and create harmony in every thing we do. To create harmony in business, we must attract people to us who will help our business. In order to do this we must demonstrate harmony ourselves. And to do this, we must make all people our friends. You cannot do this by boasting of your ability or by belittling the other person. Simply act humble. If you are great other people will soon know of it without you telling them. If you can raise the other fellow's ego, you succeed in making him your friend. As a friend he is in harmony with you. The word 'Ego' is the Latin word for "I". It is the opinion we have of ourselves. Learn to uphold the ego of others at all times and you become a master of the people. Give a man a better opinion of himself and you earn his good will at once. There is no greater secret that one can use in making people like us. Help the other fellow sustain his ego and he becomes your slave. You can often do this by merely asking a favor in form of assistance in some way which he will enjoy doing and which is of little or no trouble to him. It is said that Benjamin Franklin often used this method.

AN UNCANNY POWER TO CHARM

You can succeed in raising the ego of any normal person be they superiors or subordinates, relatives or strangers, friends or enemies. Of course, you must take into consideration their personal interests. Remember that they most enjoy doing for you such things that touch upon their own special interests. You will have to study each case and must not try to treat all people alike. As with hypnotism, one man will respond nicely to one kind of suggestion while another man will respond unfavorably to the same suggestion. You must know just what to say, when to say it and when you know you are right, go ahead and say it. Henry Ford said, "I am convinced that if there is any one secret of success, it lies in the ability to get the other person's point of view and see things from his angle as well as from your own." Approach people through their own point of view and you control them. It may be necessary to sacrifice your own ego in order to uphold another's to avoid making enemies.

I will now give you an example of how to uphold the ego which you must learn to do successfully at all times if you hope to follow the road of success which all prominent men travel. It is said that Napoleon, Theodore Roosevelt and others possessed some uncanny power which they wielded in order to charm those they came in contact with. This seemingly uncanny power to charm was nothing more or less than their ability to uphold the ego of those they met.

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Suppose you are to meet an individual who is your enemy but with whom you still are on speaking terms. If you sacrifice your own ego and uphold his, he no longer will be your enemy. But, if you do as you would like to do, telling him just what you think of him and that he is nothing more than a bag of wind, you make him one of your worst enemies.

Avoid looking at the dark side of things. Look for the best in people no matter who they are. All people have good traits whether they are rich or poor, educated or not, men or women.

You will always find it easy to talk to great men or women but you will find it extremely difficult to talk to those who think they are great but really are not. Because a foreman of a shop thinks himself superior makes it difficult for you to get along with him. If you meet the superintendent of that same shop, you will find him a most likable chap to talk to. It is for this reason he is what he is. He upholds your ego and does not force it down for you like the foreman did. His nice way, his personality, the respect you have for him is all because of the fact that he upheld your ego.

PART THIRTY-FIVE

PSYCHOLOGY OF SEX ATTRACTION

For centuries it has been known among the Aryans, Chinese and Hindoos that certain odors of flowers and perfumes will greatly increase desire. Among the most active odors are Extract of Violets, Locust Blossoms, Musk, Civet and the burning of Chinese Joss Sticks. These or other such odors must be made up into an appropriate perfume before they can be used to advantage.

The odor need not be strong enough to be noticeable, yet the power it has over men often is remarkable. This may explain why some of the homeliest women have attracted some extremely handsome men to themselves. The most sensitive of the human faculties is that of smell.

No doubt but that the exotic power of perfume, was the secret of Cleopatra's enslavement over Mark Anthony, as they floated down the Nile.

In the olden times it was customary for persons to anoint themselves with perfumed ointments. We read that when Mary anointed the feet of Jesus "the room was filled with the odor of the ointment."

It must have been some such perfume that caused Solomon in his song to state that, "because of the savor of thy ointment do the virgins love thee."

The young ladies of Tahiti consume a great deal of time in perfuming their hair and oiling their bodies with perfumed oil.

In order to make the eyes more attractive Italian women would use Belladonna (It. bella = beautiful, plus, donna = lady) also known as Deadly Nightshade. A widely dilated pupil is considered an indication of amorousness and so these women would put a drop of Atropine (an alkaloid of Belladonna) into each eye to dilate the pupil. The solution is made up of the following strength for dilating the pupil. To 1 ounce of water is added 1 to 4 grains of Atropine Sulphate.

It is a known fact that the soft musical feminine voice attracts the male, while the strong, deep vibrant masculine voice attracts the female.

Psychic impotency in man calls for treatment with suggestion. In some instances, results seem almost miraculous. In impotency where other than only a psychic difficulty exists, other form of treatment may be indicated in addition to suggestive-therapy. Some of these adjuvants are stimulation, diet, perfumes, electricity and glandular food substances to help build up depleted glands. The tobacco habit often aggravates a case of impotency and so must be overcome.
PART THIRTY-SIX

HOW TO USE PERFUME TO ADVANTAGE

The girl or woman who chooses to please others and to attract the opposite sex, will do as the French women do, get one perfume to wear at all times, so that it literally becomes her trade-mark.

To preserve the finer perfumes it is important that they be kept in a dark cool place. If you leave it on a sunny dressing table it evaporates and the action of light causes it to lose its odor. The finer the perfume, the more quickly it deteriorates in heat and light.

Perfume experts think it is better to put the fragrance directly on the skin since the body warmth makes it come alive. Use perfume sparingly. To douse yourself with perfume, leaves, instead of an elusive and charming fragrance, an impression of vulgarity. Use it wisely. A little placed on the hair, along the eyebrows, near the lips and ears, or on the wrists is enough. Or if you prefer, a few drops on your dress or handkerchief. A drop or two in the container for your stationery to give your writing paper an odor that will say more than mere words can express. Several drops of perfume added to your bath water when taking a bath will surround you with an atmosphere of alluring and seductive charm. And don't forget that a little perfume on the bedclothes will mean much, before, during and after your honeymoon. Perfume can recall a special occasion, a certain scene.

The author of this book highly recommends "TIAB PERFUME" as the ideal perfume for use as described in this article. More information may be had by addressing a letter direct to Dr. Lonk.

"TIAB" PERFUME, is pronounced with a long "I" as "Ty'ab," the "Ty" like in "my," and "ab" like in "cab." Spelled backwards the name "TIAB" spells "BAIT," which in reality it is.

PART THIRTY-SEVEN

HOW TO DEVELOP A CHARMING PERSONALITY

With present day competition, it is hardly possible for one to succeed in any walk of life without a well rounded and pleasing personality. The man or woman with a charming personality is wanted everywhere. Unlike something possessed only by a few, a charming personality may be developed by anyone of intelligence who will apply himself to the task of doing so as is outlined herein.

The total sum of all good points of a person help make up a pleasing personality. The total sum of all undesirable points help subtract from the good qualities and make up an undesirable personality. A balance between the two, the good and the bad, make up the average personality which attracts no
special attention. People who possess the so-called average personality merely get by. It takes some effort and will power to rise above the average individual. Unless you are willing to put forth this extra effort and energy, your personality, or for that matter, your success, can hardly be expected to show improvement in any way, shape or manner. With this understanding, we now pass on to good qualities which you should cultivate.

1. Being well dressed will add much to your own comfort as well as increase the effectiveness of all your other good qualities. To be well dressed costs practically the same as to be slovenly dressed. It is really a matter of tidiness and good judgment in choosing clothes.

2. Personal cleanliness should be looked after. Regular brushing of the teeth, care of the nails, hair and a daily bath will do much toward making you feel at ease.

3. Avoid being timid or shy. Remember that you are as good as the next man and possibly more intelligent than many. You are endeavoring to improve yourself in every way possible.

4. Portray confidence rather than egotism. Believe in yourself and in your ability. This will cause you to radiate confidence.

5. Be earnest and you will overcome much opposition. Avoid doing things in a half-hearted way.

6. Look only for good in others. As long as you look for faults in others you will not become popular.

7. Be ready to forgive at all times so that you need not hold a grudge against anyone.

8. Overcome all jealousy. Mistrust and inferiority breed jealousy. Raise yourself above these destructive and negative thoughts.

9. Form the habit of saying only pleasant things to others. Unpleasantness in conversation has no place in a charming personality.

10. Be of an optimistic nature at all times. People avoid those who are pessimistic. The world looks to us as we decide to see it.

11. Control your temper. Never become angry even for a moment regardless of how angry the other fellow may get. This will keep you out of much difficulty.

12. Learn to use tact. Say the right thing in the right way at the right time and the right place.

13. Be truthful and sincere. Better say nothing if you must lie. You will automatically show sincerity in your speech and manner by being always truthful.

14. Always show respect for other people and their property. This quality will go far toward developing a charming personality.

15. Endeavor to be polite at all times. Politeness facilitates transacti of business. It is just as easy to please as not to please.

16. Be sympathetic. Learn to show sympathy when and where it is necessary. Lack of sympathy is lack of harmony and a well rounded personality is impossible where this quality is lacking.

17. Be of good nature. Learn to laugh often. A daily hearty laugh at something worth laughing at will not only improve the expression on your face, but will also keep your entire system in better condition. Recall the old saying - "Laugh and the world laughs with you." A good sense of humor is important.

Starting now, substitute good qualities for undesirable ones. Make this a daily habit so that you may be assured of regular improvement in your personality. Make every effort to practice that which you have been taught, striving to improve at every opportunity. In time this conscious effort will become a subconscious one and without giving the matter conscious thought, you will go on improving.
Telepathy is the sympathetic affection of one mind or person by another without direct communication through the senses; or in other words, it is the science of mental communication. This positively can be done if two parties are sufficiently able to concentrate their thoughts and follow rules here given.

We find that the great force called thought has scientific relations, correlations, and transmutations; that its vibrations project themselves in waves through the ether, regardless of distance and other sensuous limitations; that they strike unisons in other minds and make them vibrant; that they relate themselves to like and are repelled by unlike; that their silent though forceful impact makes a distinct impression.

It is not necessary for the one who transmits the thought to have a sufficient power of concentration, but equally important for the one receiving the message to be in a fit condition of reception. Before both parties can become sufficiently receptive or sensitive it will require some practice. At first your efforts will be flat failures, but with constant practice you will get a fair percentage of successful results, and later on, when by repeated trials you have fully established a feeling of sympathy between yourself and your subject, you will have a long series of unbroken successes.

It is best for one person to give his whole attention to transmitting and the other to receiving, at first. After one has become proficient in the transmission of thought to another, he will then be more easily able to put himself in a passive frame of mind at any time and receive with equal proficiency. The one who transmits is the positive individual. The one receiving is the negative one.

Practice the concentration of thought. Sit in a chair for half an hour at a time and picture to yourself the face of the one to whom you wish to transmit a thought. It is important that this be the face of one that you love or in whom you are deeply interested, for first results will be better. Feature by feature should be pictured to your mind's eye. Do not knit your brows or excite yourself in any way. Simply call up in your memory your friend's face, then close your eyes and proceed to paint the face before you in darkness.

At first you will get no results unless you have a vivid imagination. You may be able to see the eyes and part of the face, but it instantly fades away and the effort must again be made, and finally the whole face stands out clearly before you as a living photograph. You must continue practicing every morning, when the mind is clearest, for half an hour, and repeating again at night, until you can without effort call up a friend's face out of the darkness in all its completeness.

After you have become proficient in the art of visualizing, you take the next step which is the study of thought transmission.

Begin by taking some simple sentence, as "I will see you tomorrow." Call up your friend's face and say to it mentally, once or twice just as if you were speaking aloud, "I will see you tomorrow." "You will come to see me." Or, any other message you wish to convey. Keep your mental eye fixed on the face for several moments, and as it fades away, you will see plainly written in its place the message you sent.

You will not see the answer to your message right away. That will not come for a long, long time. You are now only practicing the sending of messages, which is best for the first six months or a year. When you see in bold vivid writing and in vivid lines the message you sent, you will know it has been delivered to the receiving party.

Both parties should practice visualizing for several months, that is, calling up the other's face, and when this can be easily done, thought transmission can soon be done.

The London Society for Psychical Research has demonstrated beyond all ques-
tion the fact that telepathy is a power possessed by many; and the early mesmerists have shown conclusively that the hypnotic condition is the one of all others the most favorable for the development and exhibition of that power.

Telepathy is the normal means of communication between two subconscious minds, and it is only between subconscious minds that telepathy can be employed. The conscious mind has no part or lot in telepathy until the threshold of consciousness is displaced so as to enable the subconscious mind to take cognizance of the message. It will be understood, therefore, that when the subject is hypnotized, and all of his conscious mind is in complete obedience, and the operator with whom he is in rapport is in a partially subconscious state, the conditions which render possible the exhibition of telepathic power will prevail.

PART THIRTY-NINE

HOW TO ATTRACT WHAT YOU WANT

By Dr. Adolph F. Lonk.

(Reprint from the February 1929 Issue of the The Occult Digest Magazine)

Every person draws to himself thoughts, environment, persons and conditions, in exact harmony with the character of his own thoughts. Like always attracts like in the world of thought or in the world of things. Thoughts are things, and are governed by the laws of things as truly as is the most material things. A man thinking thoughts of depression, gloom, discouragement and despair will inevitably draw to himself the thought-currents of others who are thinking along the same line, which currents will increase the degree of his gloom, and will add fuel to his mental fires. Not only will such a man attract to himself gloomy thought-currents of the mental atmosphere, but he will also attract to himself other gloomy persons, failures, men who never amount to anything, useless people, undesirable companions, unfavorable environments and conditions, and these reacting upon him will only intensify his original condition of non-success and failure.

A man with anger in his mind often manages to attract to himself conditions and an environment in which anger plays the leading part. One often finds that for which he looks. We get that which we look for, and about which we think most. We draw to our hand the things in harmony with our mental attitude and the general character of our thoughts. Like Job, many men can truthfully say, "The thing I feared hath come upon me." Good things which one constantly expects and demands from nature will surely come to him. As the gloomy man attracts gloomy thoughts, things, conditions, persons, environment, so does the cheerful, hopeful man attract thoughts of others of similar character, persons who are successful and can help him, conditions favorable to his success, and environment calculated for his advantage. In short, as a man thinketh in his heart, so is he. The successful men of the world are those who never allow their minds to dwell upon thoughts of failure, discouragement, and the like, but who always keep before their mental vision the picture of hope, confidence and success.

The subconscious mind must be impressed with the necessity of producing just what is wanted. Each school of thought and philosophy has a different name and a different theory for this law of attraction which puzzles the student, and he often gives up in despair because he cannot grasp the basic principle of the particular course of study he is taking, because of the many conflicting explanations. No matter what may be the method employed, or the theory advanced, the subconscious mind is the active principle which produces the result in response to the method and in spite of the theory. The subconscious mind has control over the physical functions; has the power of telepathic communication and psychic influence over the minds of others at a distance or nearby; has the power of moulding and influencing the character of man and causing him to become that which he wishes to be; it also has the power of causing the materialization and objectification of one's ideals.

It is necessary that the mental command given to the subconscious mind be accompanied by the confident expectation that the command will be obeyed. A command given in a doubtful manner will bring about doubtful results. It is necessary to visualize the thing you desire most. It is also necessary that you know
just exactly what you want, desire it with your heart and soul, and keep it uppermost in your mind as much as possible. The subconscious mind will attract what you need to you, or you to it, just as it leads the root of the tree to the distant water or source of nourishment, or as it leads the animal to the place in which its food may be found. It is the subconscious mind which, used unconsciously, manifests as instinct. Used consciously and with understanding, it gives us intuition and also attracts to us that which we need from the outer world.

PART FORTY

HOW TO SUCCEED AS A PUBLIC SPEAKER

SUCCEEDING AS A PUBLIC SPEAKER

To succeed as a public speaker you should possess thought, language and imagination. Likewise, you should have something to say.

By much reading, studying and thinking, you soon can learn to do some real thinking about a given matter so that you can actually talk about it. You must learn to think quickly, wisely and intelligently. You must learn to think on your feet.

To develop your language, or increase your vocabulary, it is necessary that you store up a stock of words that are neither too long, odd or pedantic. A good dictionary used regularly as you read and study various interesting literature, will help you much. Become familiar with many synonyms for ordinary words so that you will not have to use the same word again and again but can fit adequate and proper words to your thought.

Learn to use your imagination so you can make your very thoughts and words live. If you are speaking of happiness, you must actually think and feel happy. If you are speaking of sorrow, you must think and feel sad. Think and experience that which you speak of if you hope to sway people by the power of speech.

Unless you can deliver a speech in an impromptu manner, without notes or manuscript, it is advisable that you prepare a speech beforehand to be certain of having really something to say. Choose the subject you will speak on and prepare a manuscript on same. When completed and you are satisfied that it is as you want it, memorize the thought of the manuscript. When delivering the address be guided by only brief notes. This is the most satisfactory method and is usually employed by great orators.

STRUCTURE OF YOUR SPEECH

Build up your speech in three parts. First, the introduction. Often a happy story or an account of events leading up to the speech will serve as an introduction to the body of the speech which will follow. The body of the speech should contain the important facts of the subject matter. It is the most important part of your speech. Now comes the conclusion or last part of your speech. This generally amounts to a summing up in brief of what has been previously said by you in the body of the speech. It should be delivered with enthusiasm.

THE PROPER USE OF GESTURE

Although gesture is being used less and less in the United States, it is far better to make use of gesture if you can use it properly. It will add power to your speech. The over-use of gesture or improper use of same must be carefully avoided.

Gesture should be used only when there is a good reason for it. It should be used to make the thought more clear and emphatic.

Upward motion of the arms and hands are used to indicate divine, beautiful, exalted, magnificent, glorious, heavenly.

Gestures before the speaker are used to indicate common things, width, breadth, length, shape.
Downward motion of the arms and hands are used to indicate condemnation, stubbornness, base, determination.

Clenching the right fist and bringing it down, rather sharply, into the left hand is used to emphasize a fact and drive it home.

**THE PROPER ATTITUDE FOR SPEAKING**

The proper attitude is the only attitude to assume for speaking. Do not sit, stand on one leg, keep hands in pockets, lean against anything or stand rigid as a post without moving a muscle outside of those used in talking.

If you have something to say, you need fear no one. Throw your head back, expand your chest, breathe sufficient air, stand on two feet and deliver your message with force. Appear dignified, strong and manly to your audience.

**THE PROPER VOICE FOR SPEAKING**

Breathing exercises are extremely important to the speaker. Unless your chest is well expanded, your voice will lack strength and therefore, power.

Avoid carelessness in speech. Do not slur over syllables. Breathe through your nose when not speaking. If you cannot, then have your physician look into the matter. Nasality due to some nasal obstruction which prevents easy breathing through the nose will retard your success as a speaker.

Try to associate as much as possible with people who speak well. By so doing, you are unlikely to fall into various errors generally brought on by listening to foreigners or ignorant people speak incorrectly.

If your voice is rasping and irritating to others, practice cultivating a voice that is rich and mellow. If necessary, imitate some voice that pleases you.

Avoid sameness of pitch and tone in your speech. Make it melodious so it will please the hearer. Practice by reading aloud from the daily paper to someone who will listen to you. Your voice should be flexible so that it can rise and fall as modulated music.

**DELIVERING THE SPEECH**

When speaking from the public platform, endeavor to speak loud enough so that everyone can hear you, but no louder. Do not shout nor talk so rapidly that you run the risk of not being understood. It is far better to speak slowly and correctly.

Regardless of what others may say on the subject, you will find it best to look your listeners directly in the eye. Avoid looking over their heads, at the floor or some other place. You are talking to them, to each and everyone of them, and can succeed only by talking directly to them. By careful observation, the expression on the faces of your listeners will permit you to determine whether or not your speech is being accepted by them in the right spirit.

A conversational style of address is far better than the stilted or bombastic oratory of the past. The most direct kind of speaking is now in demand by audiences. Cultivate this kind.

Do not talk as if you have memorized the speech by heart and that it means nothing to you. Unless you take real interest in your own speech you can hardly expect your audience to do so.

It is advisable not to speak or lecture for more than an hour so that you do not tire your audience. Long drawn out speeches seldom result in proper response from the audience. Speak briefly and to the point at all times.

By relating some humorous anecdote when audience appears to show a lack of interest will immediately change the situation. You are advised to have a list of such anecdotes on hand at all times for just such a purpose. Most speeches can be improved by the addition of one or more humorous anecdotes.
Endeavor to arouse curiosity and thereby interest. By doing or saying something unusual will arouse curiosity. If possible, produce specimens or pictures of the object of your speech.

Form the habit of correct enunciation so that your audience can understand you fully at all times.

To emphasize the thought containing words it is only necessary to say them a bit louder than the subordinate or connective words. The use of gesture likewise will help you in emphasizing them.

To gain real oratory technic, commence collecting short paragraphs, articles and speeches from newspapers to paste into your scrapbook. Read these aloud often. A daily half hour of such reading will do more to make you a public speaker than hours of silent study.

In conclusion, you are urged to avail yourself of every opportunity to speak before a gathering. Make your business to be prepared to say something, even if only a few words.

PART FORTY-ONE

HOW TO OVERCOME THE TOBACCO HABIT

Before you try to quit smoking it is necessary that you find a good reason or two for quitting, otherwise you will have no reason to carry out your resolution. Do not tell your friends that you can quit just like that, snap your fingers to emphasize your statement and yet go right on smoking as though you said nothing.

Don’t expect to be a baby all your life. Grow up. Do not always want something in your mouth. It is childish not to be able to give up something that is not good for you. Are you man or mouse?

Why should you quit? Because, after you learn that smoking is detrimental to your health as outlined below you certainly will be foolish to tolerate such a habit.

Nicotine has a stimulating effect on the pituitary gland in the head causing it to secrete more hormone than is good for you. This hormone being released into the bloodstream causes the coronary arteries (blood vessels supplying the heart itself with blood) to contract and thereby reduce the blood supply to the heart muscle. Because of a shortage of blood, the heart in its effort to procure its normal blood supply, must beat faster. If you constantly race the engine of your car you soon will need a new car. If you constantly race your heart because you starve it for nourishment, you may soon need a new heart which is unobtainable as yet. Your death certificate will merely cover heart failure as cause of your death. There are over 400,000 deaths each year from heart trouble alone. Are you driving nails into your coffin with each cigarette you smoke? In addition to deaths in this way, each year hundreds of cigarette smokers lose their life and homes because of fire due to carelessness with matches and cigarettes that have not been extinguished properly and also because of having fallen asleep while smoking in bed.

In addition to nicotine which one receives from the cigarette and of which only a few drops if injected into the bloodstream direct would cause instant death, the combustion of the cigarette also produces poisonous gases one of which is the deadly carbon monoxide gas. This same gas also comes from the exhaust pipe of an automobile in operation and if inhaled in small quantities for a short time kills promptly. Lastly, the combustion of the paper, whether it be called 'rice paper' or not, produces a drug called acrolein which is so detrimental to the nervous system of the smoker that Thomas Alva Edison, the great inventor, refused to hire any man who smoked cigarettes because he believed a cigarette smoker could not possibly think intelligently enough to help him with his inventions.

Acrolein has a violent action upon the nerve centers, producing degeneration of the cells of the brain which is rapid among growing boys and girls.
Henry Ford said: "If you will study the history of almost any criminal you will find that he is an inveterate cigarette smoker. Boys, through cigarettes, train with bad company. They go with other smokers to the poolrooms and saloons. The cigarette drags them down."

Hon. George Torrence, former superintendent of the Illinois State Reformatory, after years of contact with criminals, says: "I am sure cigarettes are destroying and making criminals of more boys than liquor."

Roger Babson, the famous statistician, said: "When America's keenest minds are using the newspapers, magazines, movies, and radios to entice youth to drink whiskey, smoke more cigarettes, and make heroes of criminals, those youths should have the other side of the argument from someone."

The mode of advertising has been a success, for thousands of young women and innocent girls have become slaves to a habit which is ruinous to the complexion, injurious to health, and destructive to morals. Smoking has in the past few years become common among girls and young women, chiefly because of the cleverly written, misleading, and untruthful ads of tobacco sellers. The habit harms a woman more than it does a man. The woman's nervous system is more highly organized than the man's. The reaction is, therefore, more intense.

Joseph Byrne, managing director of the National Beauty Shop Owner's Convention, said: "The features of women who smoke grow sharper as the nicotine habit fastens on them. Their skin becomes taut and sallow. The lips lose their rosy color. The corners of the mouth show wrinkles. The lower lip shows a tendency to project beyond the upper lip. The eyes acquire a stare, and the lids rise and fall slowly. A stupid expression.

Sonja Henie, the world's champion figure skater, was approached by publicity agents for her endorsement of a certain cigarette. They said: "You don't have to put one in your mouth, but we will publish your picture and give you $2,500." To this she replied, "I don't smoke. I won't take your $2,500. I am ashamed of women who smoke."

The claim is made that the cigarette soothes the nerves. It is true that the cigarette is a temporary soother of the nerves of nervous women, but eventually it aggravates the condition it temporarily palliates, and in time it ruins the nervous system.

Smoking tends to make women coarse and mannish, and it also injures the voice. This is recognized by professional singers.

No sane or worthwhile young man wants a cigarette smoking woman for a wife or to be the mother of his children.

To prove to your complete satisfaction that what I tell you is true and not suggestion to frighten you, I suggest that before you have your first smoke in the morning that you sit yourself down in an easy chair and count your pulse, and, if by chance you happen to be a doctor and have your sphygmomanometer (blood-pressure machine) handy, that you take your own blood-pressure. Now, smoke a couple of cigarettes and again count your pulse and take your blood-pressure. You will find that your pulse rate has increased as much as 20 counts to the minute and that your blood-pressure shot up at least 10 points. If your blood pressure happens to be say around 180 or over before you smoke which is about the bursting point in cases of arteriosclerosis (hardening of arteries), a sudden rise of 10 points in blood pressure can suddenly burst a branch of the central cerebral artery in the brain and result in either paralysis or instant death for you.

Having learned the facts and perhaps even checked up on your pulse to satisfy yourself that what I said thus far is true, you no doubt are ready to quit smoking and so want to know how.

Use no will power. Instead, use your imagination. Direct your imagination and it will help you to quit. Your imagination is far stronger than your will is. If you tried to quit by using will power, you will fail because you imagine that you can't quit and so you don't. Instead, say to yourself, "I'm through smoking. I do not crave nor do I find it necessary to smoke." Do not throw your cigarettes away nor hide them. Do not go about boasting that you have quit smoking.
and above all do not seek sympathy, you don't need it. Do not walk about in a
daze as though you lost your best friend. Instead, get busy, work harder, forget
about smoking. Should you feel a lack of your stimulant, eat an apple, some
candy, peanuts or chew some gum. No one feels like smoking after candy. Don't
drink coffee, instead drink milk. All these foods will help you to neutralize
the nicotine with which you had saturated your body. Don't drink coffee as
that encourages one to smoke.

Have your druggist make you up a couple of ounces of a 1% strength Silver
Nitrate Solution same as is used to drop into the new born baby's eyes. It is
quite tasteless and harmless. If you will rinse your mouth with about a half
teaspoonful of this solution, getting it back around the throat and tonsils, you
will find that smoking will be impossible as a puff or two on your former favorite
brand of cigarettes will convince you. It works like a charm. Try it.

With improved blood supply to your heart, safer blood pressure, a healthier
nervous system and a much more clear mind because of more oxygen reaching the
brain, you will find the little effort to quit smoking well worth your while. At
first, your friends may poke fun at you for quitting the habit of smoking, but
soon they will envy your ability and soon respect you for doing that which they
feel unable to do. Your breath will be sweeter, your clothes much cleaner, if
married your little woman will be happier because you will not pollute the atmos­
phere with the filthy habit wherever you go. You will no longer need to light up
the first thing in the morning, the last thing at night and sometimes wake up at
night from a sound sleep to have a smoke. More power to you.

PART FORTY-TWO
PRACTICAL CONTROL OF YOUR DESTINY

Certain processes of thought lead to sickness, others to poverty, while
others that are opposite to these will lead to health, power and prosperity. By
proper thinking one can determine his own future. Regulate your thinking and you
can make just about anything happen that you like. Yes, you and you alone control
your destiny by your thoughts.

Learn to think for a purpose. Unless you have a definite motive for think­
ing, your thoughts will not be purposeful. You must create thoughts, thoughts
that aim to build something worth while.

Avoid aimless thinking. Too many people do such aimless thinking and thus
throw away a great part of their life and ability.

To think scientifically and for a definite purpose you must have a definite
goal in mind. You must know just what you are going to live, think and work for.
Usually the first thing that you will want to do is to succeed in your vocation.
Then you will want to develop your leading mental qualities. Following this, you
will desire the attainment of higher and higher states of ideal talent. Your un­
divided attention should be concentrated on such matters as outlined and your
destiny is under your control.

PART FORTY-THREE
HOW TO MAKE YOURSELF INVISIBLE

If you have an audience before you and can hypnotize this audience, it is
relatively simple to suggest to them that you are becoming invisible, and finally
that you are invisible. Under the hypnotic spell, they will be unable to contra­
dict, and when they come out of it, they will believe that you had been invisible.
The famous Hindu Rope Trick is worked this way.

Magicians today use a method of becoming seemingly invisible. They make use
of the fact that the color of their costumes, skin, some apparatus that is not to
be seen by the audience, are made to blend with the surrounding colors in the
background. If for instance, they are completely covered with orange material
and standing against an orange background and an orange light be projected upon them, they automatically become invisible. If they stand behind a bank of floodlights, they also fade from view. Draping the body black against a black curtain, renders it invisible to the audience. Concealing the body behind arranged mirrors is often used for becoming seemingly invisible. Smoke screens, camouflage and such were used during the World Wars for the same purpose.

PART FORTY-FOUR

PRACTICAL APPLICATION OF SOUND

By

B. J. Nowrey

Professor of Radionics

PSYCHOLOGY OF SOUND

Our bodies are equipped with five special senses, sight, hearing, smell, feeling, and taste. These are for the purpose of gathering information from outside of our bodies. Hearing is as important as it is interesting because it is usually the means for conveying information from one person to another.

Sound, as we usually think of it, is something that travels thru the air to affect our ears, resulting in the sensation of sound. Sound, however, travels thru other mediums than air and has many other interesting applications other than to vibrate our ear drums.

It will not be the purpose of this article to discuss the psychological effects of subconscious impressions, but rather to principals that have been gained elsewhere.

A person might be tranquilized, or even put to sleep, by the sounds present in a railroad car if he ordinarily went to sleep after boarding a train. If the same person was also accustomed to going to sleep when, slow, soft music was playing, and if he were equally impressed subconsciously with both conditions, the music would probably be the most effective condition for inducing sleep in that individual. If we can collect most of the qualities of sound, we can probably analyze the situations above, and even find ways to improve them. In the table below, a number of qualities of sound are listed.

<table>
<thead>
<tr>
<th>Restful</th>
<th>Exciting</th>
<th>Mysterious</th>
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<tbody>
<tr>
<td>Soft tones</td>
<td>Loud tones</td>
<td>High tones</td>
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<tr>
<td>Low tones</td>
<td>Medium tones</td>
<td>Minor chords</td>
</tr>
<tr>
<td>Pure tones</td>
<td>Impure tones</td>
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<tr>
<td>Harmonious combinations</td>
<td>Blue combinations</td>
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<tr>
<td>Slow attack</td>
<td>Fast attack</td>
<td>Wavering</td>
</tr>
<tr>
<td>Rhythmic music</td>
<td>Arhythmic music</td>
<td></td>
</tr>
<tr>
<td>Slow tempo</td>
<td>Fast tempo</td>
<td>Noise</td>
</tr>
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Note that noise has no other effect than excitement. Noise is a special kind of sound. It is composed of more than one tone that are not harmonious. It has no rhythm.

Getting back to the train and the music, the staccatto of the wheels beating the joints of the rails is the most outstanding noise of the train. It is all noise and the only good feature listed above is rhythm. The noise is loud, it contains medium and high tones, the staccatto constitutes fast attack and the tempo is fast. However, if these sounds were produced, they could be made softer, some or all of the medium tones could be filtered out, the tranquilizing effect being made much better. The music's qualities are all in the right column.

EXPERIMENTS IN SOUND

Sound is wave motion in matter. It is transmitted by matter in all three of its physical forms, gaseous, liquid and solid. Sound is always originated by a
vibrating body and it represents power. Sound waves behave according to wave theory. They have the usual sinusoidal form when the wave is pure, that is, if only one frequency is present. Usually there is some distortion due to additional frequencies being present. These additional frequencies, if they are in harmonic relationship to the fundamental frequency account for the richness of the tone. If the source of the sound is a musical instrument, they are responsible for its richness or quality. Tones that are not in harmonic relationship are detrimental to quality.

Tones that have a simple mathematical relationship to the fundamental tone are said to be harmonious. 2:1 is the simplest and means that the harmonic (also called overtone) has twice the frequency of the fundamental. It is also called the second harmonic. 3:1, 4:1, et cetera, are simple relationships, but 3:2 et cetera is also harmonious. One octave of the musical scale is a 2:1 frequency ratio. Strike two "do's" or two "c's" on a piano. This is a 2:1 ratio or 1 octave. It is a harmonious chord. Now include a "g" or "sol" between the two "C's". That is also harmonious. "G" is a 3:2 ratio. Now try "re" or "do". That is not harmonious because the mathematical relationship is complicated.

Clamp a thin stick in a vice and set it in vibration. If the stick is long a low tone will be heard. If the stick is short the tone will be high. If the stick is too long the tone will not be heard, only the swish of the stick thru the air. This is because our ears do not hear very low tones. They are not sensitive to very high ones either. The limits of audibility are about 30 to 20000 vibrations per second. Some people's ears do not hear as wide range of frequencies as others. Our ears are not equally sensitive to all frequencies and are best from about 200 to 2000 c.p.s. (cycles per second). Frequencies above the range of audibility are called supersonic frequencies or tones. Those below are called subsonic.

Some animals can hear tones that are inaudible to humans. Experiments were performed and it was found that 25000 cycle tone was very annoying to sea gulls, but of course, is not heard by humans because it is supersonic. Sea gulls were chased away from places where they had been a nuisance by setting up powerful electronic generators to produce the tone.

A supersonic whistle is used by the army to call dogs. The dog can hear the whistle which is inaudible to human beings.

Tuning forks vibrate in a manner similar to the stick in the vice. They always vibrate at the same frequency and are designed to generate a pure tone. They are said to be resonant to that frequency. If two tuning forks having the same resonant frequency are placed near to each other and one of them is set in vibration, the other will also vibrate, and can be heard if the first fork is stopped. That is because waves arrive and impart power, or motion, to the second fork each time the first fork vibrates. Thus the second fork is given a push at just the right time to aid its vibration, once each cycle.

Magicians and often singers, will break fragile glasses by generating the resonant frequency of the glass with a voice or a musical instrument. Such a glass is usually resonant to a rather high frequency so that a soprano voice or a violin or other source of high frequency sound is required. The glass is caused to vibrate so violently by a sustained tone that it shatters to bits.

Sound waves are reflected. If the voice is directed toward a wall sufficiently far away, part of the wave will return and is called an echo.

Bats use echoes to protect themselves and to find prey. They have been equipped by nature with supersonic generators and receivers. They send short bursts of sound and are able to judge from the echo that returns how far away the reflecting object is and in what direction. Small objects will reflect these waves because the wave length is small compared to the size of the object.

The Navy uses equipment called Sonar to detect submarines and other objects under water. Sound waves are usually generated in the water by a mechanical vibrator. The reflecting waves that return are received by a directional microphone. The direction in which the microphone is aimed reveals the direction of the object. The amount of time required for the wave to travel out to the object and come back reveals the distance, the speed of the wave being known. Even the
speed of the object is determined by using the Doppler Effect. When a source of sound is approached, each wave arrives a short time ahead of schedule so that the frequency is higher. The opposite is true when traveling away from the sound; the tone gets lower. The Doppler Effect is readily noticeable when we pass a car at high speed whose horn is blowing. Efficient electronic apparatus is used to measure the direction, distance and speed.

Nature has, believe it or not, actually equipped an animal with radar! While radar is a little off the subject, the material is an interesting sequence to the bat story. During the war, our government gathered electric eels in foreign countries and brought them to this country for study. These eels are thought to send electrical waves which echo back from objects to the eel, revealing in the manner of sonar, the location of the objects. A remarkable consideration is that electrical waves travel at the speed of light, about 188,000 miles per second, compared to about 5000 feet per second for sound waves in water or about 1100 feet per second for sound waves in air. Thus, in order to determine distance, the eel would have to measure time of the order of one one-millionth of a second. We use an electronic instrument called an oscilloscope for making this measurement in radar. I wonder what those eels use?

Extremely high frequency sound waves are used to homogenize milk. These frequencies are of the order of 500,000 cycles per second. These high frequencies are destructive to small objects and they break the butter fat globules up into small particles which do not separate from the milk. Animal cells are of comparable size and this principle is used in a new kind of death ray. It is said that small animals can now be killed with it at a distance of fifty feet. Powerful high frequency sound waves destroy the living cells of the animal in the same manner in which they break up the globules of fat in the milk. When matter is vibrated so intensely, considerable amounts of heat would be generated due to molecular friction and this heat probably plays an important part in killing the animal.

A small paper box, sealed up, with a small hole in one end, when aimed at a candle, will blow the flame of the candle out when the box is tapped with the fingers. This has also received some attention in the past as a weapon, but to my knowledge has not been developed for practical use. A large box is used, and is struck with a mallet. This has knocked a man down and stunned him at fifty paces.

PART FORTY-FIVE

MUSIC THAT CAN KILL OR CURE

MUSIC THERAPY

Music is said to be the gift of the gods. Seemingly miraculous cures have been accomplished with music. Music is as practical a therapeutic agent as is any other while therapy. Music has restored memories to those suffering with amnesia, has overcome insanity, relieved pain and made people happy. The wrong kind of music can work just the opposite. People can be made sad or hysterical with music. Some patriotic music will make people march to war and even to their very doom.

It is said that every time "Tschaikowsky's Sixth Symphony" was played, someone in the audience would commit suicide. This applies to other similar music of which "Blue Sunday" is another.

The healing powers of the body are stimulated by proper music which is done through the mind. Through the mind we can create health or un-health, depending upon whether there is or is not a harmonious condition of the mind, and so of the body. Our body is keyed to the entire range of the chromatic scale and a dissonance or discord between tones will produce disease. The normal rhythm of vibration of each and every organ and each and every cell composing such organs must vibrate normally if health is to prevail.

Music like "My Wild Irish Rose" or the "Indian Love Call" is good for patients who are nervous or suffer from some mental trouble. For melancholia a soprano voice is recommended. For paranotics the baritone voice is recommended.
Music like "Beethoven's Fifth Symphony" or "On Wings of Song" is good for treating patients suffering from insomnia (sleeplessness).

Music like "Somewhere, Over the Rainbow" or "March of the Wooden Soldiers" is good for treating patients with wasting diseases such as tuberculosis.

Music like "The Anvil Chorus" or "Sousa's March" is good for treating patients with all forms of paralysis and joint diseases.

Music like "Song of India," "The Blue Danube" or "Humoresque" is good for treating patients with heart trouble.

Music like "Meditation From Thais" or "Beethoven's Fifth Symphony" can be used on some patients suffering with pain.

For deaf people the timbre of wood instruments is used as it carries well to them, otherwise the voice is recommended. The piano being next in choice.

In his "Thumb-Nail Edition," George Starr White, M.D., tells how he cleared up a case of acute appendicitis with music. Instead of resorting to surgery even after another medical man urged an immediate operation, he instead let the patient listen to "Wedding of the Winds" played on a player piano. Pain soon disappeared and patient recovered rapidly.

A Funeral March will slow down the heart beat and will mentally depress an individual so he cares not if he lives or dies. Such music should be avoided at all times.

Paderewski and His Spider

From the memoirs of Ignace Jan Paderewski, Polish pianist and statesman, comes an interesting spider story. In brief, it follows.

When young Ignace Jan Paderewski had to practice his piano lessons daily in a little room in Vienna, he repeatedly had to play a study in thirds. As he practiced, he one day noticed that a little spider let himself down from the ceiling right before him and remained suspended on a single silver thread as if listening to him play. When he changed his study in thirds and began to play a study in sixths, the spider immediately turned himself about and hurried up to the ceiling out of sight. When this took place, young Ignace stopped his study in sixths and returned to playing his former study in thirds. The spider again came down and hung there before him on his silken web evidently listening to the music. This took place daily and was repeated often by the boy who derived much pleasure from the action of his friend, the spider. When vacation time arrived the boy stopped his studies and when he returned in September, he was unable to find the spider or call him down regardless of his repeated efforts in playing the spider's favorite study in thirds. It is believed that the spider moved out of the building because he was lonely or that some ambitious housemaid crushed out his life.
So much has been written by other writers on the subject of self hypnosis and yet so little has been said that the writer of this book has decided to try and reverse matters by writing little and telling much. If you will carefully consider everything taught you in this article and will put it into practice, you will find that the technic given far surpasses that presented by others.

It must be remembered that self-hypnosis is and is not auto-suggestion. Auto-suggestions are used in both instances but in self-hypnosis you end up in a trance while with general application of auto-suggestion you do not go into a trance because auto-suggestion is usually practiced while one is fully awake throughout the entire treatment.

The easiest and quickest way to hypnotize yourself is to first have an experienced hypnotist hypnotize you. Then, while you are under hypnosis have the hypnotist give you suggestions to the effect that from now on you yourself can put yourself into a hypnotic state by merely making up your mind to do so and counting to ten. Have him include the suggestion that you will accept your own suggestions and that you will remain asleep for just ten minutes after which you will awaken feeling refreshed and with the desired suggestion properly implanted in your subconscious mind.

To carry out the above technic and so develop your ability to hypnotize yourself may require only a few visits to the hypnotist's studio providing you are an excellent subject to start with. On the other hand, if you are a difficult or refractory subject, it may require any number of visits ranging from five to fifty.

The far slower but often successful method is to go about hypnotizing yourself same as you would attempt and expect to hypnotize someone else. Sit yourself in a comfortable chair in a dark warm room. On a stool in front of you have a candle burning so that the flame comes on a level with the top of your head and about fifteen inches in front of you. Now gaze into the flame and as your eyelids grow heavy and tired commence to breathe deeply and regularly while giving yourself suggestions same as you would give some other subject. Say, "My body is relaxed. My thoughts grow more and more confused. My eyes are growing tired and my eyesight is becoming dim. My eyelids are closing. I am going to sleep. Sleep. Sleeping. I am sleeping. Soundly sleeping. S-l-e-e-p-i-n-g."

It is unnecessary to concern yourself about whether or not you will wake up. If you expect to remain asleep for ten minutes, you will remain asleep for ten minutes and only for ten. However, you cannot expect to implant more than one suggestion in your subconscious mind at a time or at a single session. This is accomplished by "Expectation." That is, you write the desired suggestion down on a piece of paper and hold it in your hand as you hypnotize yourself. Your conscious mind knowing what suggestion is to be transferred to the subconscious mind at the psychological moment will implant it in your subconscious as desired.

Because to give suggestions one must be positive, and to receive suggestions one must be negative, makes it such a seemingly impossible task to play hypnotist and subject at the same time. Expecting the message to be delivered, automatically delivers the message to the subconscious. Expectation does it.

The writer can supply a Luminescence Disc of proper color which glows in the dark and makes a far more ideal object to gaze at than the use of a candle flame.
If possible, I choose an individual for a subject that will be between fifteen and twenty-five years of age. I first impress my subject of my ability as a hypnotist. I show assurance in all that I do. I speak in a positive tone of voice. I never hesitate but do what is to be done next so the subject will not doubt my ability in the least.

I have my subject sit down comfortably in a chair. As he sits with his hands in his lap and feet flat on the floor, I ask him to relax and explain to him just why the method I will use on him will make him very tired, very sleepy and will soon put him into a deep hypnotic sleep. The reason I give is that the method will rapidly tire his optic nerve, tire the muscles of his eyelids and that his own concentration in keeping up with the task of obeying me will tire his intellectual center and so cause him to go to sleep.

I then hold a bright object about fifteen inches in front of him and on a level with the top of his head. A shiny metal pencil will serve the purpose well. The source of light must come from behind and above the subject in order to fall on the bright object so as to reflect a beam of light directly into the subject's eyes as he gazes up at an angle at the metal pencil or other bright object.

The subject is now told by me to gaze up at the bright object which I hold in the position as already mentioned and that when I start counting he is to close and open his eyes for each count. That is, when I say "ONE," he is to close and open his eyes, looking up at the bright object and to be ready to close and open his eyes again when I say "TWO," and so on as I continue to count. I tell him that before I get to the count of 'twenty' he will find his eyelids becoming very heavy and more difficult to open as I continue to count; that soon after, his eyelids will become so heavy and tired that they will fail to open; that this tired feeling will extend down his neck and back to his arms and legs; that his head, his arms and legs will begin to feel extremely heavy and that sleep will rapidly overwhelm him.

Now, with everything ready and prepared, I stand to his right while my right hand holds the pencil or other bright object. In a monotonous low voice I count slowly and he closes and opens his eyes. Soon his eyelids grow heavy and as they fail to open, I stop counting but continue in the same tone and rhythm telling him that his eyelids are becoming fastened, that his legs and arms are becoming heavy and feel very tired; that his breathing is becoming heavy and that he feels very tired; that his breathing is becoming heavier and that each and every breath he takes will cause him to go deeper and deeper into a sound sleep. I now tell him that he cannot awaken until I tell him to.

After I am assured that the subject is sound asleep by his breathing and a few simple tests, I will put him through several experiments involving the five senses in order to develop him for future psychological experimentation. At this time, I also will give him necessary post-hypnotic suggestions for his welfare, success, health and prosperity; or to overcome any undesirable habit. In order to assure myself that the subject will be easy for me to hypnotize in the future I will give him post-hypnotic suggestions to that effect. I now am ready to awaken him. I generally say, "Now, when I count to FIVE, you will be fully awake and feeling splendid. Get ready, ONE, TWO, THREE, FOUR and FIVE. Wake Up!" This he does promptly since he is obeying me throughout the entire experiment.

Like the magician, a good hypnotist has his bag of many tricks. Instead of depending upon a single method of hypnotizing or awaking a subject, he will be armed with many. He may use adjuvants such as soothing and sedative rays of light, hypnotic perfumes to induce mental placidity, hypnotic drugs if he is a medical man and can use them intelligently, sounds and apparatus for induction of hypnosis. I offer you advanced Private Personal Instruction when you are ready for it.
PART FORTY-EIGHT

PRODUCING HALLUCINATIONS

"KELMAR", demonstrates hallucinations under hypnosis.

Two of the subjects are evidently being eaten up by ants while the other two are fishing. One seems to be wading out after the fish.

The production of hallucinations is one of the most interesting phases of hypnotism. Hallucinations can be worked on any of the five senses. Hallucination is a form of illusion. The subject can see, taste, feel, smell or hear things that are not there. It is always better to show some object than to try to create one out of thin air. For example, show a cane and say it is a snake. Give the subject a glass of water to drink and say it is liquor and that it will intoxicate him. Let him feel a cold metal pencil and tell him it is a red hot poker. Let him smell some perfume and tell him it is Limburger cheese. Or, tell him that the noise he hears (perhaps someone is getting in a load of coal next door) is beautiful music and that he is enjoying it very much.

Always remove the hallucination suggested by the suggestion so that you leave no after effect unless it is to the subject's advantage and is part of a therapeutic treatment.

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is the heavier of the two, he is susceptible and may prove to be a fine subject. This type of subject believes that a pound of lead is heavier than a pound of feathers. If he is not susceptible, he will say that the blocks weigh about equal.

How Fascination Is Done

The operator should take a standing position in front of the subject who also is standing facing him. The subject is requested to place his hands, palms down, upon those of the operator's whose palms face upward, and to concentrate a minute or two on pressing his palms downward. The operator gives the subject the Hypnotic Gaze given elsewhere in this book, and also gives the subject suggestions to the effect that the subject's palms are firmly stuck to his palms and that he cannot remove them under any circumstances. By keeping up a rapid fire of suggestions in the proper tone of voice while the subject's conscious mind is side-tracked by the task of applying pressure, the subject will soon be under your control and will follow every movement you make, even to imitating the expression on your face.

How to Quiet the Subject Preliminary to Hypnosis

Have subject seated or lying down comfortably and request him to close his eyes and slowly, in time with his breathing, to count to one hundred. By the time he finishes, his mind and body will be so relaxed that any method of inducing hypnosis will work more rapidly. If you suggest to him and have him anticipate he will be sound asleep long before he reaches the count of one hundred, upon your return to his side a few minutes later will in most cases prove to you that this is an excellent hypnotic method calling for little effort.

An Effective New System of Side-Tracking the Mind

As stated elsewhere in this book, one of the hypnogenic zones for side-tracking the conscious mind is located at the roots of the finger nails; I have found that by using ten ordinary wooden spring-type clothespins, one clipped to the tip of each finger of a subject, so pressure is exerted on root of nails, the subject's conscious mind is centered to this pressure. The spring in the clothespins should not be too strong so as not to be painful, but only firm. In order to treat an individual for some ailment, you will find this method very useful to side-track the mind. It will prevent the conscious mind from wandering or doing unnecessary reasoning that might interfere with suggestions passing to the subconscious mind.

How to Test for Illusions

Suggest to the new subject to close his eyes and bring forth in his mind's eye a scene of some landscape or building with which he is familiar. Suggest to him, "Now the scenery will become more clear. It is getting very clear to you. You can now see it perfectly. Et Cetera." Later ask him to open his eyes and tell you about the picture. This test is preparatory to the induction of illusions and will indicate to you beforehand how sensitive the subject is before you do any actual hypnotizing. A perfect description indicates a good subject.
"NELMAR", demonstrates hallucinations under hypnosis. Two of the subjects are evidently being eaten up by ants while the other two are fishing. One seems to be wading out after the fish.

The production of hallucinations is one of the most interesting phases of hypnotism. Hallucinations can be worked on any of the five senses. Hallucination is a form of illusion. The subject can see, taste, feel, smell or hear things that are not there. It is always better to show some object than to try to create one out of thin air. For example, show a cane and say it is a snake. Give the subject a glass of water to drink and say it is liquor and that it will intoxicate him. Let him feel a cold metal pencil and tell him it is a red hot poker. Let him smell some perfume and tell him it is Limburger cheese. Or, tell him that the noise he hears (perhaps someone is getting in a load of coal next door) is beautiful music and that he is enjoying it very much.

Always remove the hallucination suggested by the suggestion so that you leave no after effect unless it is to the subject's advantage and is part of a therapeutic treatment.
Stanley Sokeitous, The Boy Hypnotist, no longer in his youth, here makes subject believe that she is a mother of the "baby" (doll) in her arms. Note sleeping subject in background.

Consciously we forget easily but subconsciously we never forget and remember everything. Under hypnosis the subject may be made to tell you anything about any part of his life whether it be something that took place on any certain day, week, month or year of his life from the time anything made any appreciable impression upon him. This ability to recall things or incidents of the past (age regression), proves extremely valuable in the practice of psycho-analysis, in amnesia, and for the entertainment among people who are interested in the more serious, scientific and practical application of hypnotism.
PART FIFTY

A SHORT LECTURE ON HYPNOTISM

By Dr. H. J. McKahon

In this diagram, let A and B represent two telegraph operators, seated side by side, sending various and different messages to the ends of their respective lines, represented by X and Y. A conceives the idea that he would like to transmit his own messages to Y over B's line and calls B's attention to some special object of interest and succeeds in so completely attracting his attention that he is enabled to connect his own line with B's as shown by the diagonal dotted line. A can therefore transmit whatever messages he may desire and instead of their being received at the end of his own line, X, they will be received at Y, the end of B's line.

Again, without trying to attract B's attention, he may propose the connection of his line, and be absolutely refused the privilege, and then set to work to make the connection by force and if stronger than B, he may overpower him and transmit his message as desired.

Or, after expressing his wish to B to send messages over his line, B may readily give his consent and cease to use his own instrument and allow it to lie idle while the connection is being made, and the result accomplished will be satisfactory. The practical application of these illustrations may serve a most excellent purpose to beginners. Let A and B represent the thought centers of physical action. That is, when A conceives a thought he can at his pleasure transmit it to his own center of physical action and carry out his desires by physical manifestations. For instance, let him conceive the thought of walking and voluntarily he wills to walk, his thought has been sent to X, and immediately his legs begin to move and he walks, B near him, is also entertaining thoughts in carrying out his conceptions in a similar manner.

A wishes to entrance B. That is, he desires to compel B to do whatever he may suggest. To accomplish this he manages to concentrate B's thought upon some object or occurrence and while the mind is thus comparatively passive, he suddenly "makes connection" with B's mind and his suggestions are immediately transmitted to B's center of physical action and carried out by B in an involuntary manner.

The request to hypnotize him may not be well received by B, but through fear or inferior will power he may be forced to yield, and the result will be precisely the same.

Again, B may desire to be hypnotized and enter heartily into the arrangement and be able to facilitate matters greatly by his aid. As a rule, subjects who have been hypnotized a few times throw aside all doubt and fear and greatly help the operator.
Many persons believe that only the weak minded can be readily hypnotized. This is not so, for they often prove to be difficult subjects. On the other hand, a very highly intelligent person who has his mind and thoughts completely under control, and who can render himself completely passive, may be hypnotized with the greatest ease, if he is interested in the subject of hypnotism and yields himself to the operator's influence. Otherwise intellectual capacity does not enter much into hypnotic susceptibility, which is controlled by other factors.

Occasionally, during an attempt to hypnotize a new subject, the operator may find himself utterly unable to accomplish his purpose and the concentration of his own thoughts upon the single idea of producing hypnosis being continued without effort for some time may render him passive toward his subject, and thus reverse the relationship of the parties. The would-be operator then becomes the subject, and is himself hypnotized. Such an occurrence is rare but its possibility serves as a warning to operators who persist in repeated fruitless efforts to hypnotize others who are capable of exercising great will power in their resistance.

HYPNOTIZING 180, ALL AT ONCE

The latest extraordinary manifestation of the power of suggestion is the feat of hypnotizing without using the eyes. Dr. Thoma, eminent experimental psychologist and telepathist, lecturing at the University of Vienna, actually proved it could be done.

Since the first faint stirrings of interest in hypnosis in the sixteenth century, the idea of controlling the subject's imagination through the vision of the mesmerist has been predominant. Dr. Thoma believes that the majority of people are so highly "suggestible" that their actions can be manipulated by the voice alone.

To prove his contention, he filled the lecture hall at the University with 180 persons of both sexes. They were placed at desks circling the amphitheatre and the doctor, his eyes tightly bandaged, began to lecture. As he talked on in an insidious monotone, the subjects came more and more under his spell. They did various things that he indicated, and the climax of the demonstration came when Thoma announced: "We will now partake of an air supper." There was no food in the room, but the subjects began to go through the motions of eating with great vigor and seemingly inexhaustible appetite.

PART FIFTY-ONE

EIGHTEEN WAYS TO GET TO SLEEP

1.- Often a snack just before retiring will be of much help. Hot milk or hot chocolate made with milk will prove satisfactory.

2.- A glass or two of ordinary beer is of help in some cases because of the hops used in making the beer. Beer is a sedative.

3.- Some people depend upon hypnotic drugs such as one or two five-grain tablets of Barbital Sodium. If such a drug is prescribed by your doctor it is best taken with a glass of hot water for only one night. On the following night at the same hour you need but take the glass of hot water and no drug. You will find that you will go to sleep just as well as you did on the first night. Keep up the good habit of going to sleep without drugs.

4.- A warm bath just before retiring relaxes and encourages sleep.

5.- A hot foot bath relieves an over-active mind and encourages sleep.

6.- Put several books under the legs at the head of the bed so that the bed is higher at the head end. This will reduce activity of the sleeper's mind because of the reduced blood supply to head.

7.- Gentle but firm massage with oil, from neck downward to hips on the bare back
drains the blood from head and relaxes mind for sleep.

8.- Rub some Mentholatum, Vapo-Rub or similar ointment containing menthol into the back of the neck with vigorous massage. This will relieve tension of mind and muscles of the neck and encourage sleep.

9.- If the sleeping room is either too quiet or outside noises seem to be bothersome, turn on a radio and let it play softly.

10.- To help overcome outside noises or the snoring of another person in the same room, place small pledgets of cotton into the ears.

11.- If the room is too light and there is no way to shut out the incoming rays of light, use a felt mask made of blue or black material with no openings for the eyes.

12.- A brisk walk for half a mile or more, slowing down as you near home, will help you to sleep promptly if you retire at once.

13.- Reading an uninteresting article before retiring is of benefit.

14.- Changing from a rather hot and over-heated bed from tossing about, to a clean, cool bed will do wonders to encourage sleep.

15.- Often the ticking of a clock in the room will be of help. In other cases removal of the clock will be of more help.

16.- Avoid tight fitting garments. Try sleeping in the "raw" (nude). This often makes a world of difference if sleeping garments bind.

17.- A great French physician's secret of sound sleep is to have the head to the north and the feet to the south. He says the magnetic currents of the earth which flow from north to south pass easily and freely through the body producing quiet and rest. If these currents pass across the body the result is nervousness and irritation resulting in insomnia. It is said that some hotels in Paris have changed the position of their beds to run in a north and south direction to the satisfaction of many guests.

18.- If you are not in the habit of sleeping in a dark room, then burn a small blue light. Finish your bedroom in blue, use blue colored blankets and blue pajamas. Blue has a soothing effect upon the nervous system. When you enter your bedroom be certain that you have left all your worries outside. Go to bed to sleep and not to worry or think.

**DAY AND NIGHT FOOD**

It is known that starches and sugars are good heat and energy producers. If one is to work late into the night and eats a quarter pound of candy, sleep will not have a tendency to interfere with the individual. For the same reason it is an excellent food for lunch so that one does not become sleepy after the noon-day meal.

On the other hand, meat and other protein products induce sleep by relaxation and by the fact that they require so very long to digest. Because so much blood is called away from the brain to the region of the digestive organs when protein food is ingested that protein becomes an excellent night food. The hypnotist might take advantage of this fact when experimenting with a difficult or refractory subject.

**NARCOTIC IN LETTUCE**

One of the commonest vegetables, lettuce, contains a narcotic. The juice of the lettuce contains a feeble narcotic, which produces heaviness and sleep if taken in large quantities.
HOW TO KEEP AWAKE

Often much depends upon one keeping awake regardless of whether one is just sleepy or suffers with narcolepsy (inability to keep awake). Falling asleep while driving a car may mean death to the driver and his passengers. For this condition, carbohydrates as mentioned in "Day and Night Foods" is recommended. A cup or two of strong coffee is of value. (Each cup of coffee averages approximately two grains of caffeine.) Many medical students who wish to "cram" studies in preparation for an examination manage to stay awake several days and nights by taking 1/2 tablet of BENZEDRINE SULFATE (Brand of Amphetamine Sulfate 10 mg. to each tablet) orally three or more times daily.

PART FIFTY-TWO

PRACTICAL AUTO-SUGGESTION WITHOUT SLEEP

Many systems have been offered by many schools of suggestion endeavoring to teach the individual how to best impress his subconscious mind with desired suggestions, or auto-suggestions as they are called when one gives suggestions to one's self. Most methods do not work well because the impression one made on his own subconscious was not strong enough to result in action. The method was at fault. For this reason I am here giving you a practical method of auto-suggestion whereby you can be assured of making a real impression on your subconscious as well as be certain of definite action.

First, you must know just what you want and you must desire it with all the power within you if you are to make any impression on your subconscious mind. For an example, let us assume you are poverty stricken and desire to give yourself auto-suggestions for the purpose of becoming prosperous. First you must be thoroughly fed up of poverty. Go into a room all by yourself and let off steam by saying in a reasonably audible voice something along this line - "I'm sick and tired of being poor. I have been skimping and scraping for so long without any headway and I refuse to go on this way any longer. This poverty complex must leave me now, this very minute. I insist upon an immediate change for the better and each and every day from now on a greater change must prevail." Rave on for a few more minutes and clear out all the old cobwebs from your mind. Get yourself out of that rut you were so satisfied with for so long. Then from this day on, never spend one penny, instead you must invest it. Each time you buy something, be sure it is an investment. Purchase only that which will help you to make more money. Keep in mind the fact that every cent you invest in anything will bring you many more in return. Always expect returns.

Before retiring at night, take seven sheets of ordinary writing paper upon which you must write seven sentences on each. Each of the seven sentences must differ but the set of seven sentences as put down on the first sheet of paper must be exactly alike on all the remaining six sheets of paper. Number the sentences from one to seven, memorize them, then without looking at the first sheet, if possible, write the same seven sentences on the second sheet and so on. Use a pencil rather than a pen. When writing speak the words out so you can hear yourself read them as you write them. When you have the seven sheets of paper filled on one side, place them under your pillow and sleep upon them, so to speak. Repeat this every night adding the newly written seven sheets of paper to those under your pillow. Do this for seven nights, then destroy the lot of forty-nine sheets of paper by tearing up and throwing to the four winds but do not burn them. Now you are ready to start accumulating them again under your pillow as you continue writing them each night until definite results follow. Example of sentences - "I must succeed. I will prosper. I am a success. I am prosperous, etc."

With this method you impress your subconscious through memorizing which is done by sending suggestions to same over many nerve-pathways from the eyes, ears, muscles of mouth and hands. The subconscious mind of yours attracts to you anything you want through the Universal Mind.
THINGS YOU SHOULD KNOW TO BECOME A SUCCESSFUL HYPNOTIST

Something About the Eye Worth Knowing

A practical point of interest about the eye that very few business men know is that human beings always look a little more toward the right than toward the left. Well informed magicians utilize this point by doing their most difficult tricks on the left hand side of the stage rather than on the right. In that way, of course, they make it harder for you to detect them.

Were I in business, however, and had anything especially attractive to sell, I should certainly spend some extra time in dressing the window on the right, or the counter that would strike the right eye upon entering the store, so that the customer's first glance would fall on something that appealed to him. And, by this same token, something extra fine should be put on the left, so as to combat the natural tendency to look toward the right only.

This particular point should be kept in mind by you when using some of the many hypnotic methods given you in this book. Where the subject's attention is to be held on some object for any length of time, the operator can do much in preventing the subject's gaze from wandering if he will place object upon which subject is to gaze, a little to subject's right. For this same reason, I often tell the subject to look into my left eye as I give him the Hypnotic Gaze as taught you elsewhere in this book.

Psychology of Colors and How to Use Them to Advantage

Advertising men and color specialists, have, thru experiments with large groups of men and women, established the color preferences of both sexes. Order of colors is given below.

Note that Red and Blue rank first; then that color containing Red and Blue follows which is purple, with Yellow and the colors of which it is part of; at the end of the list.

This information will prove useful to anyone in business. It may be put to practical use in preparing literature for either sex as for example: Blue paper for men and Pink for women. A men's furnishing store front should be Blue, while a dress or hat shop should be some color with plenty of Red in it as a foundation. Purple would be best used when it is to appeal to both sexes. Study the following colors carefully.

Masculine Color Preference

1. - BLUE
2. - RED
3. - PURPLE
4. - GREEN
5. - ORANGE
6. - YELLOW

Feminine Color Preference

1. - RED
2. - PURPLE
3. - BLUE
4. - GREEN
5. - ORANGE
6. - YELLOW

How to Give Suggestions Properly

Always use a tone of command as if you would force the subject to obey you. The tone of command must suffer no disobedience. Stress every word in a dry imperative tone. There usually is no need to raise the voice to give positive suggestions. Rather lower it. Be sure to repeat the suggestion over and over at least three times to make it stick. You can change the wording as you repeat the suggestion but have it mean the same thing.

How to Test Susceptibility of Subject

Make two blocks of wood, exactly equal in weight but one must be smaller in size. If necessary, load the smaller one with lead to equalize the weight. Subject is told to determine which is the heavier block. If he says the smaller one
is the heavier of the two, he is susceptible and may prove to be a fine subject. This type of subject believes that a pound of lead is heavier than a pound of feathers. If he is not susceptible, he will say that the blocks weigh about equal.

How Fascination Is Done

The operator should take a standing position in front of the subject who also is standing facing him. The subject is requested to place his hands, palms down, upon those of the operator's whose palms face upward, and to concentrate a minute or two on pressing his palms downward. The operator gives the subject the Hypnotic Gaze given elsewhere in this book, and also gives the subject suggestions to the effect that the subject's palms are firmly stuck to his palms and that he cannot remove them under any circumstances. By keeping up a rapid fire of suggestions in the proper tone of voice while the subject's conscious mind is side-tracked by the task of applying pressure, the subject will soon be under your control and will follow every movement you make, even to imitating the expression on your face.

How to Quiet the Subject Preliminary to Hypnosis

Have subject seated or lying down comfortably and request him to close his eyes and slowly, in time with his breathing, to count to one hundred. By the time he finishes, his mind and body will be so relaxed that any method of inducing hypnosis will work more rapidly. If you suggest to him and have him anticipate that he will be sound asleep long before he reaches the count of one hundred, upon your return to his side a few minutes later will in most cases prove to you that this is an excellent hypnotic method calling for little effort.

An Effective New System of Side-Tracking the Mind

As stated elsewhere in this book, one of the hypnogenic zones for side-tracking the conscious mind is located at the roots of the finger nails; I have found that by using ten ordinary wooden spring-type clothespins, one clipped to the tip of each finger of a subject, so pressure is exerted on root of nails, the subject's conscious mind is centered to this pressure. The spring in the clothespins should not be too strong so as not to be painful, but only firm. In order to treat an individual for some ailment, you will find this method very useful to side-track the mind. It will prevent the conscious mind from wandering or doing unnecessary reasoning that might interfere with suggestions passing to the subconscious mind.

How to Test for Illusions

Suggest to the new subject to close his eyes and bring forth in his mind's eye a scene of some landscape or building with which he is familiar. Suggest to him, "Now the scenery will become more clear. It is getting very clear to you. You can now see it perfectly. Et Cetera." Later ask him to open his eyes and tell you about the picture. This test is preparatory to the induction of illusions and will indicate to you beforehand how sensitive the subject is before you do any actual hypnotizing. A perfect description indicates a good subject.
How to Cause a Subject In Lethargy to Repeat Every Word Said

By applying pressure over the epigastric region known as the solar plexus, the subject will repeat every word that operator utters, providing subject is in a deep hypnotic sleep known as lethargy. If subject does not respond at once, prompt him a bit.

How to Hypnotize and Awaken Deaf People

By letting the deaf subject see you put others to sleep and having them understand that by placing your thumbs upon their eyebrows and gently raising them that they are to awaken, it becomes a simple task to handle this type of subject. For those who are but partially deaf, suggestions can be made audible with the aid of the ordinary stethoscope used by physicians for listening to the heart beat. The subject in this case plays the doctor and wears the stethoscope while the operator talks into the bell of same. In complete deafness, suggestions may be written down for subject to read. The written suggestions may be so elaborate so as to cover the entire treatment, or suggesting that the subject will go to sleep at once, open his eyes when asleep and read, as well as obey other written suggestions.

How to Hypnotize by Telepathy

Hypnotizing by telepathy is rare, yet, never the less a fact. The power of projecting thought is one which every hypnotist should practice. It is the principle and practical operation of the art of concentration. Visualize the subject's face, or to help you at the start, use a photograph of the subject. Picture yourself as speaking into the subject's ear, saying - "You must sleep. Sleep at once. Your eyelids are as heavy as lead and you cannot keep them open. Your thoughts are becoming confused and you are obeying my commands of sleep. Sleep. You have gone soundly to sleep. Sleep. Sleep. Soundly to sleep. Etcetera." Do this at a time you know that the subject has nothing of great importance occupying his mind. Keep this up for ten minutes daily until you succeed. It is better to work on several different subjects daily so as to succeed with at least one at an early date which will inspire you to keep on practicing. Being the most difficult method of hypnotizing, it naturally takes time to master.

The Hindoo Sleep and How You May Induce It

This method of inducing hypnosis is used by the Fakirs of India to hypnotize a vast number of people at one time. It is this method they use to make their audience believe they see what really is not as in the Famous Rope Trick where a rope is thrown into the air, becomes rigid, a small boy climbs up it and disappears into the sky after which the rope drops, minus the boy. All this is suggested to the audience while under the Fakir's spell.

To practice this method, it is best to dress in a mysterious manner, using a purple robe to produce the required air of mystery which is a great aid. Sit tailor-fashion upon the floor before your subjects. Now commence to sway the upper part of your body in a rotary manner, without moving the body below the hips. A little weird music should be played while keeping up the movement with monotonous regularity. Fix your hypnotic gaze upon your subject. Do not say a word. The soft, weird, monotonous music should come from a distance. Shortly, the effect should become apparent and in an audience of many, you will be surprised at the vast number that will succumb to this technic. When you have succeeded in hypnotizing your subject or subjects in this Hindu Fashion, you may arise and continue with experiments on your subjects as with any other method.

Fireside Mesmerism

Dr. 0. A. Carpenter of Maine sent in the following contribution which he says was taken from a very old work of magic in his library of rare books on hypnotism and magic. This is a reprint of his contribution published in The Practical Hypnotist Magazine of January 1931 edited and published by Dr. Lonk at that time.

"Take a gold ring -- the more massive the better, but your wife's wedding ring will do, if you are lucky to have one. Attach the ring to a silk thread a foot long; fasten other end to nail-joint of right forefinger, and let the ring
hang about half an inch above the surface of the table on which you rest your elbow to steady your hand. Hold your finger horizontally, with the thumb thrown back as far as possible from the rest of the hand. If there be nothing on the table, the ring will soon become stationary. Now if you place some silver coin immediately below the ring, it will begin to oscillate to and fro. If you bring your forefinger in contact with the thumb, the ring will now swing transversely. Or, this transverse swing may be brought about if a lady takes hold of your disengaged hand. When transverse motion is established well, let a gentleman take hold of a lady operator's disengaged hand, and the ring will start to swing in a to and fro manner. These effects are produced by the animal magnetic currents given off by the experimenter. The sex of an egg can be determined before it is hatched if the ring be held over the egg. The ring will swing one way or the other way for one or the other. If it does not settle down to one direction, but swings in a circle, it usually indicates neither sex."

PART FIFTY-FOUR

PHILOSOPHY OF MEDICINE

The physician who is not married to his art with his soul is a quack, an adulterer and an imposter.

If you wish to be a true physician, you must be able to do your own thinking, and not merely employ the thoughts of others. What others may teach you may be good enough to assist you in your search for knowledge, but you should be able to think for yourself, and not cling to the coat-tail of any authority, no matter how big sounding the title of the latter may be. A physician must be a good philosopher; that is to say, he must dare to use his own reason and not cling to antiquated opinions and book authorities.

A physician who has no faith and consequently no spiritual power in him can be nothing else but an ignoramus and quack, even if he has graduated in all the medical colleges in the world and knew by heart the contents of all the medical books that were ever written by man.

A physician who does not possess wisdom will amount to little or nothing as far as any benefit or usefulness to suffering humanity is concerned. Wisdom cannot be found in books nor in any external things. He alone is in possession of wisdom who is in possession of reason and knows how to use it without error or doubt.

Today, the physicians have entirely deserted the path indicated by nature, and built up an artificial system. Modern medicine is, to a great extent, looked upon and employed as if it were a system by which man by his cunning and cleverness may cheat nature out of her dues and act against the laws of God with impunity, while, to many persons calling themselves physicians, it is merely a method of making money and gratifying their vanity.

There are five causes of diseases, so there are five different ways of removing them, and therefore five classes of physicians:

1. Naturales; i.e., those who treat diseased conditions with opposite remedies -- for instance, cold by warmth, dryness by moisture, etc., according to the principle Contraria contrariis curantur. To this class belonged Avicenna, Galen, etc. (Allopathy, Hydrotherapy, etc.)

2. Specifici -- Such as employ specific remedies, of which it is known that they have certain affinities for certain morbid conditions. To this class belong the Empirics. (Homoeopathy.)

3. Characterales. The physicians of this class have the power to cure diseases by employing their will power. (Magnetism, Hypnotism, Mesmerism.)

4. Spirituales. The followers of this system have the power to employ spiritual forces in the same sense as a judge has power over a prisoner in the stocks, because he is in possession of the keys. Such a physician was Hippocrates. (Magic.)
5. Fideles; i.e., those who cure by the power of Faith, such as Christ and the apostles.

PART FIFTY-FIVE

HYPNOTISM, MEDICINE AND HEALTH

Once you get a suggestion over into the subconscious you at once set into action the greatest healing force there is. To do good and help humanity you need but confine your suggestions to that which is good for the subject.

Medical practice is not an exact science. That which is done today by the medical man is no better than was done in the past. Some comfort and reassurance is all that he brings. Very frequently that which he does beyond bringing comfort and reassurance kills the patient. You do not learn of this. You are assured that all was done that medical science and skill could do. The medical man knows nothing about the nature and effect of many poisons he introduces into the human body. He will remove organs that have been implanted in the body for a definite and useful purpose.

It must not be forgotten that it was the medical profession that drove Mesmer into dishonored exile and a premature grave for the sole reason that he healed the sick without the use of pills. The faculty ridiculed and ostracized every medical man who dared to conduct an honest investigation of mesmeric phenomena. And now that the scientists of Europe and America are compelled to admit the therapeutic value of the science, they are insistent in demand that no one but a physician shall be permitted to make experiments. It is perhaps natural and right that treatment of disease by means of drugs should be restricted to those who are educated in the proper use of drugs; but the employment of psychic powers and remedies rests upon an entirely different footing. Their demand that hypnotism be reserved for their exclusive use rests not upon their knowledge of its laws, but it is founded upon their willful ignorance of the fundamental principles which underlie the science. The medical profession with its great schools, thousands of laboratories and countless of trained students has failed to discover the cause of human disease. Medical practice has no treatment to offer that is not more or less injurious to the individual seeking help.

Clarence Darrow, noted criminal attorney, in his book, "The Right to Live" writes --

"I know that the doctors, like everybody else, take themselves very seriously. I know that the effort of the medical profession in the United States to control the treatment of human ailments is not due to love of human life; it is due to its love of its job, which job it proposes to monopolize for itself. I know that the doctors have been carrying on a vigorous campaign against new methods and schools because they want the business and insist that nobody shall have a right to live or die without their services. I know that doctors dose the people with medicine which they do not believe in themselves. I know that doctor's families use fewer drugs. I know that they have specifics to prevent one taking almost any disease, yet not one of them can tell you how the prevention is brought about. I know that they would vaccinate people for smallpox, and there is not one doctor that can explain, nor can he prove that it does prevent it. And they are not content to vaccinate the people who come to them, but they ask the State to pass laws to compel everybody to be vaccinated."

PART FIFTY-SIX

VIEWS ON HYPNOTISM

Hypnotism a Menace

In a popular magazine there appears each month an advertisement concerning the "Science of Hypnotism." This advertisement states that the concern can teach by mail the mysteries of hypnotism; teach how one may become master of people, how to hypnotize by telephone; how to make subjects susceptible and how to per-
form numerous other forms of mysterious phenomena.

It has occurred to me that such sciences should be thoroughly investigated to determine how many people in this country take up such practices. What kind of a world would this be if each educated person tried to become master of his acquaintance by occult and mysterious sciences?

It is known, of course, that neuropsychiatrists employ hypnotism, mental telepathy, magnetic healing and other mysterious methods in treating patients. But to employ such practices in everyday life would soon make a bedlam out of this world. There would be no such thing as sincerity or trustworthiness. Any person educated in such science should be licensed by the State, and the number should be limited to a small degree per capita. - J. H. R., Albany, N. Y.

**Hypnotism Is Harmless**

J. H. R., above, who appears in a state of fear lest hypnotism as taught by mail create a race of masters of men, is making much ado about nothing. No one can ever be made to do things while in a state of hypnosis that he would not do in the wake state. Weak-minded or insane persons are not susceptible to hypnotic influence. No one can be hypnotized against his will. The general public looks upon hypnotism as something mysterious, when as a matter of fact it is a very simple thing, anyone being able to hypnotize. The sensational, mystic and phenomenal appearing deeds of hypnotism exist only in fiction. Trilby, for instance, is a scientific impossibility.

There is absolutely no harm in submitting to hypnosis. The idea that frequent submitting to hypnosis renders the subject a powerless tool of the hypnotist is absolutely erroneous. Criminals have imposed upon the ignorant by invoking hypnotism as a defense, but only misinformed people will accept such as a defense. - Dr. R. H.

**Hypnotism Viewed as Aid in Drug Cure**

Hypnotism, formerly viewed as showman's trickery or vaguely supernatural is coming to the fore as a valuable aid in medical cases, says Dr. R. E., psychology instructor. "Long considered as one of the so-called 'black arts,' hypnotism has taken its proper place in scientific research and experiment," said Dr. R. E. "During experiments here we have cured one hopeless case of stammering and one case of nervous finger-nail biting. We believe that hypnotism is scheduled for eventual wide use in curing drug and liquor addicts and other neurotics."

**PART FIFTY-SEVEN**

**ADVENTURES IN PSYCHICISM**

*By*

*Dr. Charles Miller*

I used to be a hard-shelled individual when it came to believing in the occult. I condemned everything that I had not proven to my own satisfaction. Proving things to your own satisfaction is all right but condemning things which you have not proved is irrational. Mind reading, mental telepathy, and related arts were nothing but trickery to me. Since then, I have learned much.

In experiments in which only myself and unlearned laymen took part, I proved to myself beyond a shadow of doubt that there is much beyond the recognized senses. The subject was put into the psychic or clairvoyant stage of hypnosis. She located lost objects, picked the best horses in races in which she did not even know the entries. (The subject has never seen a horse race.) She saw friends and relatives at a distance, heard conversations and the discussion of plans, perfectly described objects she had never seen, read people's inmost thoughts, and so on indefinitely.
I had read statements similar to the above but considered them ravings. However, subjects and controls used, proved conclusively that these phenomena truly occurred.

It is quite true that these phenomena and also the lighter degrees of hypnotism can be faked, but it is the worst possible kind of logic to conclude that because it can be faked that there is no such thing. Our friend, Mr. Blackstone, magician, makes this grievous error in the May issue of Popular Science. He simply succeeds in making himself ridiculous for the sake of some publicity. Of course, he contributes no new idea when he says these things can be faked.

I use hypnotism extensively in my practice and assure you that in many cases in which all other methods failed, hypnotism with proper suggestion proved successful as a therapeutic agency. The moral of this, which may be taken to heart by certain parties, is this, DON'T BE TOO SURE THAT THERE IS NOTHING BEYOND THE END OF YOUR NOSE.

PART FIFTY-EIGHT

ORIENTAL MAGIC

OR

YOGI PHILOSOPHY

In an article such as this it will be impossible to cover all the work one might find in a more elaborate course on Yogi Philosophy. That which this article covers will prove enlightening to the student of hypnotism who is not acquainted with the philosophy of the East and wishes to procure an idea of what it is all about.

It is believed that the most important difference between Oriental Healing and Occidental Healing is that in Oriental healing the Yogi appears to be able to exert greater force or mental power and because of this, often can produce results after all Occidental methods have failed. The Yogi has been taught that all the forces of the entire universe are at his beck and call and he depends upon these forces to do the work of healing. He believes that he, as a healer, is merely an instrument or channel through which these natural forces and energies flow from the universe into the one seeking relief from some condition of un-health.

The Yogi keeps his mind free of earthly troubles and worries so he can be free to concentrate, visualize and desire with sufficient strength to bring about prompt and definite results. He becomes a master at sending and receiving telepathic messages. He not only can read your very thoughts but he can by way of telepathic communication carry on a mental conversation with wild beasts of the Asiatic jungles. Because of his ability to send out powerful telepathic messages of health he becomes a grand success as a healer.

The true Yogi is usually so occupied with the task of self-development that his services are not available either for public demonstration or for any financial gain. Every Hindu in India is not a Yogi. Those who demonstrate by walking over hot coals, sleeping on a bed of sharp spikes and maiming themselves in some way to gain sympathy and so financial gain are a cheap imitation of the real Yogi. Such fakirs should not be confused with the real Yogi who does none of these things but spends all his time in attempting to attain the higher stages of Yoga. This he does by a certain type of breathing exercise, self control, meditation and going into the silence.

Before the Yogi has reached the highest peak of his brotherhood he must pass every test and go through many stages of development. Some of these stages are known as Hatha Yoga, Bhakta Yoga, Raya Yoga, Karma Yoga and Gnani Yoga. The object of each stage of development is to aid in liberating the mind from the body of the Yogi student.
Pranayama, which is the control of breath through rhythmic breathing, produces a form of autointoxication (increase of carbonic acid in the system) which soon brings on an auto-hypnotic trance similar to those stages of hypnosis brought on by other means described in this book.

PART FIFTY-NINE

HYPNOTISM IN SURGERY

By Dr. Adolph F. Lonn (Reprint from June 1929 Issue Of The Occult Digest Magazine.)

In every physician's practice there are daily opportunities to use hypnosis, yet he does not take advantage of them. Unfortunately, it is too often the practice to employ repeated injections of morphine, from which dangerous beginning almost every case of morphine habit is started. The proper method for the physician to employ in all these cases, except where delirium is raging, is hypnosis.

One finds very few medical books that even mention hypnosis, and only a few of those that have anything at all to say about it do not tell the reader how to practice it or where to obtain such information.

I wish that every physician and surgeon in the land fully understood the simplicity of hypnosis. No doubt, his training has been entirely too material and he is inclined to scoff at a means of treatment so extremely simple and bereft of mystery. The unfortunate rule of human interference in the divine law of cure has been to gauge the value of a remedy by its unpleasantness or its difficulty in applying. We estimate the value of a drug by its destructive effect upon the tissues and its poisonous properties when administered in large doses. We do not understand as yet that the simplest agencies are the mightiest and that the force of suggestion is the most powerful factor in determining human happiness and health or misery and disease. Mind has always governed and mind will always govern. Therefore, the law of cure that most directly reaches the mind is the most successful.

Had it not been for the discovery of chemical anaesthetics such as chloroform, ether, ethylene, hypnotism would be used as an anaesthetic in all surgical operations today. All of us who understand the grave danger to human life when these chemical anaesthetics are inhaled, can readily appreciate the value and safety of anaesthesia produced by hypnotism. True, hypnotism takes more time, but while under observation in the hospital, before the operation, the patient can be hypnotized several times to put him in the required lethargic state.

Those of us who find an operation absolutely necessary would prefer to be hypnotized, rather than to have forced upon us some drug which may prove fatal, as often happens when the diagnostician has by chance overlooked some organic lesion of the heart.

The production of lethargy or deep hypnosis in surgical operative work is absolutely necessary. This, in most cases, requires from four to six sittings. In some cases, such profound lethargy is produced that the patient will pay no attention whatever to the operation. In others, the patient may even sit up and himself assist in the operation, carrying out the directions of the physicians and surgeons, apparently watching the progress of the operation with as much interest as any attendant.

Upon awaking after the operation, the patient does not feel any pain nor is he nauseated as is the case when drugs are used for anaesthesia. Furthermore, there is no stage of excitement where the patient almost breaks the straps holding him upon the operating table, as sometimes happens when chemical anaesthetics are administered.
Some women have taken as much interest in hypnotism as have men. As in nursing, the woman will make a far better nurse than will the man. It may be this same reason that women can and do succeed in hypnotism. It is true that very few women ever decide to demonstrate their ability upon the stage, but now and then one woman will do so and make a grand success of the venture. Such an example is my student Jenni Lea who has so kindly contributed the following article from which others may learn much.

"Although I had some professional experience with hypnotism -- both as a demonstrator and as a nurse interested in suggestive therapy, your Private Personal Course received first hand at Palatine, was of the greatest benefit to me and possibly the following will be of interest to your future students.

"From knowledge gained there, I have been able to build theories into actual practice, and induce hypnosis into subjects previously avoided. I never used pre-hypnotized or primed subjects and my demonstration begins with a short, truthful lecture on hypnotism. At the same time, I remove the fear and distrust of hypnosis by answering questions that usually run through the minds of the average person. A mass hypnotic 'trial run' will always find the best subjects for me which are then called up front for the real performance.

"As no set routine can be made for all types of audiences, or subjects, my demonstration varies according to 'their level' or rather the phenomena I think they would be most interested in. At no time do I use 'slapstick comedy' or ridiculous and humiliating stunts. I do not forget that the subject is doing me a favor and is making my program possible, and that it would be coarse and crude to make fun of him in front of his friends and neighbors. I strive to entertain with a stunt similar to the following. Such has brought me more comment, publicity and good will than any 'sensational' effect I could name.

"To begin I take the best of my picked subjects and glance at the large carotid artery running along the side of his neck which tells me by the rate of movement, the degree of nervousness at the moment. I proceed to quiet him with the assurance that he will remember everything -- that he may awaken at any time he so desires, and that nothing will be done against his wishes. I ask if he has ever misplaced something that he has often wished where; or if he has forgotten some friend that he would like to have recalled to mind, or if he has ever had a pleasant experience that he would like to re-live, et cetera. After he has selected the subject of his choice I proceed carefully to put him into a deep, deep sleep.

"I test small muscle reaction first, then larger muscle, and then get an involuntary action such as rotating one hand around the other, all the time working for a deeper and deeper sleep. After each test I carefully remove that suggestion before going on to the next test.

"I then tell my subject that he can speak, slowly at first and then naturally. I ask him how he feels, how deep asleep he is; I ask him if he is ready to talk about the chosen subject. I then tell him that he will be able to open his eyes, that he can see without waking when I tell him he can. I place a crystal ball in his hand and notice that his hand stays where I put it. Now I tell him that when I count to three he will open his eyes slowly and look into the crystal ball, that he will see only the crystal ball and nothing else about him and that in the ball he will see, in technicolor, the friend or situation he desires to see. I tell him to concentrate hard upon the subject. I help him by telling him exactly how the image will appear and look to him. (I have had this test done to me so that I would know how it acts on one.) I then slowly count to three and make suggestions according to the vision desired.
"I have him describe that which he sees and his statements will give you an idea of what suggestions I am to follow up with. This is a beautiful test and the more intelligent your subject, the better the performance. I have had subjects almost demand to keep on 'seeing' in the crystal, or after waking them they want the test repeated.

"Now I ask the subject to close his eyes and I take away the crystal ball. I ask him to rest, to get ready to awaken. I give him the usual suggestions about feeling fine and say to him that when he will count to ten he will commence to slowly awaken as he counts and be fully awake feeling just fine when he reaches the end of his count. I start counting with him, one, two, three and then let him go on to ten by himself.

"Unusually good subjects 'go to town' on the above stunt and it really creates audience interest. Of course, the subject must be a good one to do a good job. One bit of advice I might add is that you go into the opening of the eyes very gradually and prepare him carefully as to what he may see and how it will look when he does see it because the surprise at seeing a vision in the crystal ball may awaken him. I suggest that you have this done to you or do it upon a close friend with good descriptive powers until you know and can tell the subject exactly what to expect.

"For entertainment purposes, never mention or answer medical questions even if you know the answers. Leave this part of the hypnotic phenomena to the doctor, the psychiatrist and the hypno-therapist, and to other qualified persons for technical purposes. Stay away from medicine in all its phases and you will stay away from trouble.

"Study hard and well. Be overly cautious. Keep your performance clean. Stick to facts. You will be successful. You will continue to be successful for you cannot be otherwise."

Hypnotically yours,
Jennie Lea
(Hypnotist and Hypno-Therapist)

PART SIXTY-ONE
HOW TO MAKE MONEY OUT OF HYPNOTISM

The science of hypnotism offers splendid opportunities to make money. Fortunes are being made by those that know far less about the science than you already know just from studying this book thus far.

You have already been told how to go about demonstrating hypnotism upon the stage. This pays well and is worth your consideration.

Another method to make practical application of hypnotism is to specialize in breaking up bad habits such as nail-biting, stammering, stuttering, smoking, liquor and the morphine habit. There are many medical institutions that offer a cure for both the liquor habit and the morphine habit. You too can do as good and better if you can successfully hypnotize the addict.

If you already are a graduate from some type of school of healing and possess a license to practice you will find that the application of hypnotism in your practice will enhance your ability to relieve all manner of disease. The so-called incurable cases of paralysis often respond excellently to suggestion given
under hypnosis. Where a patient has had some form of paralysis for a long time and had gone the rounds of all the doctors in the neighborhood with no results, you can readily appreciate how that patient will advertise you when you procure definite results. You soon will have people coming to you from far and near. The public is learning more and more of the uselessness and dangers of drugs, serums and operations. Their demand is for a safe and sane science of healing based upon natural principles. It is up to you to meet this demand.

PART SIXTY-TWO

PRACTICAL SUGGESTION
OR
HOW TO CONTROL OTHERS

Power of Suggestion

The power to draw people to you and hold them spellbound by your magnetism and make them obey your every wish is suggestion.

Suggestion is one of the most potent forces with which man is thrown in contact. It influences everyone, and at all times. Every man, woman and child is constantly influenced by suggestion, or is influencing someone else by suggestion. It is an omnipresent, all powerful force in the life of every human being. The thoughts we think are nothing more than suggestions we are giving to ourselves or to others. Action is nothing but thought in material form and the result of suggestion.

Only a few people realize the extraordinary power they can have over their fellow men. Advertisers make it their business to know human nature. Their advertisements are made to appeal by suggesting to the self-interest of the prospect.

Properly timed suggestion has landed million dollar orders for salesmen, made great men greater, won great wars, and healed the sick. There is no greater power on earth that we can use.

We persuade and control others by the power of suggestion whether we know it, or not. However, an intelligent and willful application of suggestion for the purpose of controlling others, will greatly increase our success in any undertaking. Properly directed suggestion will overcome practically all opposition. It is the foundation upon which to build your success.

No minister, doctor, lawyer, salesman or anyone else can succeed without making practical application of suggestion. Since it proves to be so important a subject, make up your mind now, that you will learn to make practical and intelligent application of suggestion in your daily life. Only greater success can be your reward.

The modern biological theory is that man is an automaton and that each of our actions is caused by some stimulus, either external or internal. Such being the case, the man who should learn just how to apply the proper stimuli, could compel all other men to do as he pleased and so become ruler of the world. That stimuli will be found to be nothing more than properly directed suggestion.

It is not probable that you will become ruler of the world as a result of
reading these instructions. But it is possible that you will learn to give suggestions so as to control the thought and action of those about you and thereby make them carry out your every wish.

Control of Others

Francis Bacon writes - "If you would work on any man, you must either know his nature and fashions, and so lead him; or his ends, and so persuade him; or his weaknesses and disadvantages, and so awe him; or those that have interest in him, and so govern him."

Whatever the undertaking, have your campaign mapped out beforehand. Become familiar with every step of it. Permit no one to learn what you expect to do or say before the interview. By not knowing what you will say or do, others cannot make any preparation to guard against your tactics and so prevent your success.

A mayor, governor, senator or president is such only because he knows how to control others. Through the fine art of suggestion, he has or has had the political situation under control well enough to insure his receiving enough votes to elect him to the office which he holds. Through suggestion, he has convinced enough citizens that he is the man of their choice.

The first principle of controlling others is to learn to say something that pleases them in order to take them off their guard. An example of this is demonstrated by every good speaker or salesman who is endeavoring to control the thoughts of others. He will please his audience before he makes his real approach. He will look for a loop-hole or make one by saying something that touches upon personal or self-centered interest of the people. He will approach them through their own point of view. He will use honeyed words. He knows that if he can help the people sustain and uphold their ego, he then becomes their master and they become his slaves.

Through suggestion, make the other person feel important. This secret alone will be worth more to you if you put it to practical use than any other knowledge you might possess. It is the all-important secret of controlling others. Everyone is susceptible.

Suggestions that carry conviction will do their work regardless of whether they are right or wrong, good or bad. No matter how absurd a suggestion may seem at first, if repeatedly given to a person a sufficient number of times, that person will eventually believe it to be a truth and will act upon it. Repeated suggestions are like dripping water which wears away the stone of resistance. Resistance is nothing more than independent reasoning which may or may not be logical. Therefore, if you fail to control others with your first attempt at suggestion, remember that your chances of success are greatly increased with each and every attempt thereafter, for like the dripping water, each and every repeated suggestion given by you will do much toward overcoming resistance.

Mental Domination

If you can make people feel as you feel, think as you think without seemingly suggesting the fact, you are considered "magnetic." As already stated, suggestions need not be verbal suggestions; you can well use suggestion in its many varied forms without others suspecting that you are doing so.

To control others, you must have perfect control over yourself at all times. You must not allow fear or doubt to enter your mind. Such thoughts are automatically transmitted to those about you and decrease your chances of success in any undertaking. You should endeavor to build up a personality that suggests courage, confidence and success. Such qualities are contagious.

Cultivate a calm, masterful mood. Always receive exciting news calmly and with little or no comment. This suggests that you are not easily thrown off your mental balance and you will be looked up to as a leader.

Learn to do but one thing at a time and to do that with all the power within you. It is a lack of concentration of thought that is responsible for much of your failure to date.
Thought is a force created by our minds. With a strong will power behind that deadly Indian hug in which men wrestle with their eyes, where one such battle lasts but a few moments but forever settles the entire matter, is thought.

It is said that Julius Caesar while a young officer was once captured by pirates near the Islands of Rhodes and held for ransom. His mental domination over the pirates was so strong that he made them all his servants, causing them to release him while at the same time he taunted them, saying that he would return and put them all to death. At a later date he carried out his promise.

Suggestion and the Mind

Those that control, and those that are controlled, make up the two main groups of people. As in the days of yore, so it is today. The weak grow weaker and the strong grow stronger. The negative must surrender to the positive. The positive individual draws from the negative. "And from him that hath not, shall be taken away even that which he hath." Be guided accordingly.

The control of others by you depends upon your ability as a suggestionist. The more you realize that each and every thought, word and act of yours represents a suggestion and influences those about you, either to your advantage or disadvantage, the more effort you will make to control these suggestions of yours so that the result will prove only advantageous to you and not otherwise.

Impressions are suggestions which man receives through his senses. They are all stored up in the minute cells of his brain. These cells are all in relation to one another, so that each impression is associated with those which have preceded it through the same avenue of sense. Stored up impressions or suggestions remain inactive until some suggestion arouses them into activity by the association which the suggestion calls up. The greater the activity of any group of cells the more likely will such stored up impressions or suggestions of the cells be found in our conscious minds. The three important ways in which such cells may be aroused to activity is by suggestion from without; by suggestion from within as voluntary or involuntary thoughts of individual; and lastly by congestion of the brain due to disease or drugs.

If we have a thought, say a bit of poetry or a musical air "running through our heads," and we find it gives us no rest, we need but start humming something else. By getting another group of cells stimulated to activity and getting the mind completely absorbed with this new task, the formerly active cells that had kept the musical air "running through our heads," now can rest.

And so, if it be your desire to change a man's line of thought to your way of thinking, substitute this something else for his mind to act upon. A new group of cells must be made active while those that had been active will automatically be put to rest. New thoughts will "replace" the old ones if suggestions are repeated often enough to stimulate a new group of cells to activity.

Rules for Success

Others must be made to feel a sense of rest in your presence and not feel nervous or fidgety. This can be possible only if you yourself are not nervous or fidgety. Mannerisms, such as yawning or drumming with the fingers on a chair or table should be overcome. Such characteristics suggest nervousness.

Your handshake should be given some attention. Looking the person pleasantly between the eyes, grasp his hand firmly, well up around the back and palm. After a quick warm pressure, draw your hand away, passing your fingers down his palm and off at his fingertips. Avoid shaking the fingers. Suggest power. Learn it.

Develop a piercing glance by which you may quickly size up those whom you meet. The desired glance is one that may seem to go right through the subject but there must be nothing offensive about it.

Be polite and listen attentively. Never interrupt nor stare at the person so as to make him feel uncomfortable.

Learn to keep secrets secret. Tell no one that which has been confidential-
ly imparted to you. If you demonstrate that you can be trusted with secrets of importance, you automatically convey the suggestion of confidence to others and they will trust you.

Be a man of mystery. Make it impossible for anyone to penetrate the depths of your thought. Permit no one to gauge you. Always leave your acquaintances in the dark concerning your attributes and opinions.

Convey the impression that you are a man who knows what he wants and knows that he will get it. Be in no hurry.

Make it your business to develop every mental habit that will help you to succeed in controlling others through suggestion, and discard every mental habit that would tend to destroy this power.

Learn to smile. A genuine and sincere smile speaks more than words. It suggests pleasant relationship and optimism. And who is there that does not prefer to associate with such an individual?

Suggestions should always be given in a very positive way. Do not ask a person if he will do this or that. Instead, suggest that it is the thing that he really wants to do.

Suggestions that excite a person's mental opposition should be avoided because they put a person on his guard. This will cause him to make every effort to refuse to accept and carry out any of your future suggestions.

Make it your business to look for good qualities in people. There are good qualities in everyone. Only by doing so can you convey the suggestion of sincere interest in people.

Avoid criticizing a man to his wife, a wife to her husband, a parent to a child or a child to a parent, or for that matter, anybody to anybody else. By doing so, you can only suggest that you criticize everyone as their turn comes.

By living up to all your promises, you suggest honesty and no one will hesitate to extend credit to you if needed.

When discussing social, business, political or religious matters, be sure to make it your business to know with whom you are conversing at all times. A mistake on your part in this respect may cause you to invite antagonism, envy and hatred.

Learn to use tact and strategy. Become a Clarence Darrow. Know when to assume a plaintive, appealing voice, as well as the precise moment to adopt an imperative, commanding tone; be capable of portraying in turn anger, grief, or joy; be a keen judge of character and be able to discern the weaknesses and failings of the individual whom you wish to control. If he is susceptible to compliments, pay him compliments; if his chief quality is gratitude, show him kindness; if he prides himself on his generosity and good-fellowship, do not refuse kindness when extended. Be a master suggestionist, master of yourself and master of others.

Endeavor to keep in the best of health at all times. People who bubble over with radiant health make the best suggestionists and leaders providing all other things are equal. On the other hand, those people who are run down in health and always ailing, make extremely poor suggestionists. Instead, they make better subjects for the suggestionist. Healthy people are positive. Sickly people are negative. Be guided accordingly.

PART SIXTY-THREE

BURIED ALIVE!

Will you be buried before you are really dead? The complex phenomena connected with death and other forms of suspended animation cannot fail to appeal to thinking minds. Untold numbers of people -- perhaps our own loved ones -- might be prematurely buried. When such cases are discovered -- which is the ex-
exception -- it sends a thrill of horror through the community but the lesson it teaches seems unheeded -- and today the body is hardly cold before the undertaker assumes his task and the body consigned to its last earthly resting-place. How to prevent this increasing evil -- the greatest of all tragedies is told here by the author.

The author hereby wishes to thank Dr. Joe Shelby Riley for the special permission granted him to reprint and incorporate into this chapter case histories from his most remarkable book, "Conquering Units."

The phenomena connected with trance and other forms of apparent death cannot fail to appeal to wonder-loving minds. Now and then, a case of premature burial sends a thrill of horror through the community, but the lesson that it teaches, that less haste should be manifested in committing deceased persons to their silent homes, does not seem to be heeded, and at present the body is hardly cold before the undertaker is called on to perform his task.

An eminent professor most earnestly and solemnly enjoined his medical students never presume to decide positively that any person is dead until that infallible evidence, mortification, appears, for there have been a vast number of cases where all ordinary tokens of death failed to tell the reality, and vitality was developed into restorative action, with life continuing for years after.

In ancient times, the Greeks and Romans took warning from similar occurrences, and prohibited the early burial of their dead. The first recorded instance of recovery to life of an individual about to be buried was that of a woman in Agrigentum, in ancient Greece, whose funeral was arrested by Empedocles, a man of great medical skill. He restored her to life, and she lived for many years after. Later a law was passed forbidding interment of deceased persons until the elapse of three days, during which time, if animation were simply suspended, precautions were taken to restore it, often with satisfactory results.

In Rome, at the time of Pompeii, a physician detected signs of life in a person on a funeral pyre which had already been lighted and was burning furiously. However, the flames were extinguished, and the individual resuscitated.

Another Roman by the name of Aviola was less fortunate. Having fallen into a lethargic fit, he was taken for dead and placed upon the lighted pyre. He was revived by the heat and attempted to arise, but was killed by the flames before the spectators could remove him.

Lamia, the praetor, met a similar fate, while Tubero, who had formerly been praetor, was saved by signs of life which were accidentally discovered as he was being laid upon the pyre.

There are many cases recorded by physicians, of the apparently dead having been restored to life.

Some twenty years or more ago, my sister was dying. Our family doctor, who was also somewhat of a psychologist, was called at once, but failing to locate him immediately, my father called another doctor. After a few minutes this doctor pronounced my sister dead. The undertaker was notified and other plans for her burial were made. Our family doctor, who had not learned of my sister's death, not having received my father's second message, called late that evening. He insisted upon making several tests upon my dead sister. He bathed her in hot water, whispered something into her ear at intervals (no doubt suggestions, as the subconscious mind can pick them up and act upon them even though the conscious mind is blank), and finally restored her to life. She recovered rapidly, and today is a high school teacher in Chicago and the mother of three healthy
children. Had the undertaker arrived that evening before our family doctor, I feel certain the story would have ended differently.

As I write this, a baby was pronounced dead and the doctor made out a death certificate. The undertaker who came to pick up the body called attention to the fact that the body was quite warm and that he believed it might still have life in it. The doctor resented the undertaker's remark and insisted the baby is dead and to take it away. When the undertaker brought the baby to his own place of business, he thought he saw more life in the 'dead' baby and so applied hot water bottles to it. Soon the baby revived and was promptly delivered to a hospital where it lived only a short time. It is possible that the baby might have continued to live had not the doctor pronounced it dead and so refused it any more attention. There is nothing spectacular about this case only that it happened now in 1947 and right in a neighboring town from where this is being written.

Bruhier, a medical writer, has collected one hundred and eighty cases in which persons still living were treated as dead. Fifty-two of these were actually buried alive, four were opened before death, fifty-three revived spontaneously after being placed in their coffins, and seventy-two others were supposed to have died when they did not.

In Greece, at the present time, the last journey follows quickly upon death. The day after the person is supposed to have died, the white-robed priests and choristers may be seen winding along the road toward the church where the corpse, dressed as in life, and with face downward, lies before the altar until the moment arrives when it must be committed to the earth. The last farewell is given in the church.

What of that terrible last journey in the cold earth, where the dying Esquimaux is closed up in his snow house and left to die alone, or of the African tribe who bury their hopelessly sick before death, hurrying them out of the world altogether. This is called an affectionate leave of their relatives, and the performance of this burying is carried out with the consent of the person most concerned.

Mr. Vett Case, of Sandy Creek, in western New York, was attacked by scarlet fever. Upon the fourth of January, the physician pronounced him dead. Two days later he was buried in Sandy Creek Cemetery. A few weeks later his father was taken ill and also died. The ground was broken for a new grave beside the grave of the son, when it was found necessary to remove the coffin already there, for some reason or other. A terrible sight greeted the eyes of the spectators. The glass front of the coffin was shattered to pieces, the bottom knocked out, and the sides sprung. Upon removing the lid, the body of Vett Case was found resting on its face, the arms bent at the sides and the fingers tightly clenched, holding bunches of hair that he had torn out in his agony.

Mrs. Lida M. Childs gives an instance of an aged friend of hers whose story she had from her own lips. To all appearances she was lifeless, no impression could be made on her rigid form, sight, hearing, touch, taste or smell -- all seemed dead, yet she revived. Afterwards, she told all her thoughts and feelings while she was in that strange state, told all that had been done in that room, all that had been said. She said that she seemed to be standing by her own body, out of it, witnessing as a spectator all that the friends and physicians were doing to resuscitate her.

A most remarkable case on record of trance which is perfectly authentic, was that of William Tennent, pastor of the Presbyterian Church at Freehold, New Jersey, where he died a hundred years ago. We learn from the memoirs of his life that after a regular course of study in theology, Mr. Tennent was preparing for his examination by the Presbytery, as a candidate for the ministry of the Gospel. His intense application affected his health and brought on a pain in his breast and a slight hectic fever. He soon became emaciated, and at length was like a living skeleton. Life was threatened. He was attended by a physician, a young man attached to him by the strictest and warmest friendship, but he grew worse and worse until little hope of life was left. In this situation, his spirits failed him, and he began to entertain doubts of his final happiness.

One morning he was conversing with his brother in Latin, on the state of his soul, when he fainted away and died. After the usual time he was laid out on a board, according to the common practice of the country, and the neighborhood was
invited to attend his funeral. The next evening, his physician and friend returned from a ride in the country, and was affected beyond measure at the news of his death. He could not be persuaded that it was certain, and on being told that one of the persons who assisted in laying out the body thought he had observed a little tremor of the flesh under the arm, although the body was cold and stiff, he endeavored to ascertain the facts. He at first put his own hand into warm water to make it as sensitive as possible, and then felt under the arm, then the heart, and affirmed that he felt an unusual warmth, though no one else could discover it. He had the body placed in a warm bed, and insisted that the people who had been invited to the funeral be requested not to attend. The brother objected to this as absurd, the eyes being sunken, the lips discolored, and the whole body stiff and cold. However, the doctor finally prevailed, and all possible means were used to discover symptoms of returning life. But the third day arrived and no hopes were entertained of success, except by the doctor, who never left the body night or day. The people were again invited and assembled to attend the funeral. The doctor still objected, but at last confirmed his request for one hour's delay. He had discovered that the tongue was much swollen, threatening to crack, and he was endeavoring to soften it by ointment put on with a feather when the brother came in about the expiration of the last period of delay. Mistaking what the doctor was doing for an attempt to feed him he manifested some resentment, and said in a spirited tone that it was shameful to be feeding a lifeless corpse, and insisted that the funeral immediately proceed. At this critical moment, the body, to the great alarm and astonishment of all present, opened its eyes, gave a dreadful groan, and sank again into apparent death. This put an end to all thought of burying him, and every effort was again made in hopes of bringing about a speedy recovery. In about an hour the eyes reopened, a heavy groan proceeded from the body, and again all appearances of animation vanished. In another hour, life seemed to return with more power, and a complete revival took place, to the great joy of the family and friends and the no small astonishment and conviction of the very many who had been ridiculing the idea of restoring a dead body to life. Mr. Tennent continued in so weak and low a state for six weeks that grave doubts were entertained of his final recovery. However, after that period, he recovered much faster, but it was about twelve months before he was completely restored. One Sunday afternoon he was able to walk about the room and take notice of what passed around him. His sister, who had stayed home from church to attend him, was reading the Bible, when he noticed it, and asked her what she had in her hand. She answered that she was reading the Bible. He replied, "What is the Bible? I do not know what you mean." This affected the sister so much that she burst into tears, and informed him that he was once well acquainted with it. Reporting this to her brother when he returned, Mr. Tennent was found on examination to be totally ignorant of his life previous to his sickness. He could not read a single word, neither did he seem to have any idea of what it meant. As soon as he became capable of giving attention, he was taught to read and write as children are usually taught, and afterwards he began to learn the Latin language under the tutelage of his brother. One day as he was reciting a lesson in Cornelius Nepos, he suddenly started and clasped his hands to his head as if something had hurt him, and made a pause. His brother asked him what the matter was; Mr. Tennent said he felt a sudden shock on his head, and it now seemed to him as if he had read that book before. By degrees his recollection was restored, and he could speak Latin as fluently as before his sickness, his memory revived so completely that he gained perfect knowledge of the past transactions of his life, just as if no difficulty had occurred. This case excited much interest and comment at the time, and afforded not only serious matter for contemplation by the devout Christian, but furnished a subject for deep investigation, and learned inquiry to the philosopher and anatomist.

It is astonishing to find how many authenticated instances there are of persons erroneously reported dead. A man is still alive in Boston today who was supposed to be dead, when on board a ship returning home and preparations were being made for his burial in the deep. He knew everything that was going on around him, but could make no sign of life. The preparation went on. He was actually lowered over the side of the ship, when he felt that he must make the last desperate effort to make the mind act in the body. And he succeeded in lifting his hand. The motion arrested attention. He was taken in the ship and restored to health again. Marvelous is the fact of this knowledge of outward things, when the mind seems locked up and not a single sense reports the news of the outward world.

These cases happen far more often than is imagined. When any apprehension
arises, medical men and others are on the alert to assure the public that it is all exaggerated and that in the present advanced state of science such things can hardly occur.

Does each physician make all tests for signs of death? He does not, but should.

Burying Alive a Frequent Peril

Note. It is said that at the public mortuary of Paris about one in every three hundred persons supposed to be dead actually comes to life again. At any rate, some hundreds must be buried alive in the larger cities of America, for few of the precautions are taken that are required in several European countries.

The fact is that medical certificates are often perfunctory and given simply to meet the requirements of the law. As many are consigned to the madhouse without judge or jury almost, so others are placed in the grave upon the word of a physician, who has not made a critical examination of the case. If the undertakers were to tell the facts that have come under their eyes, the blood would run cold with horror.

Death which is actually instantaneous or sudden seldom occurs except in cases of violence. Life withdraws from the body gradually; death comes to its place in one part after another, creeping through the tissues, and sometimes defying all tests to prove that it is there. "Under nature's laws," says Dr. A. B. Granville, "there is no such thing as sudden death. There has been in every case a preparation, more or less antecedent to the occurrence, which must inevitably have led to it.

The subject, I may remark, has engaged my attention for many years. I have been both astonished and even discouraged at the difficulty of arousing public attention to it. In 1870, when I was president of the New York Medical Society, I took occasion at the annual meeting in the capitol of the State at Albany to discuss this subject in my address. I was heard in silence. Some days afterwards I prepared the draft of a statute requiring greater certainty of death before permitting the interment of a body. My friend, Mr. A. X. Parker, of St. Lawrence County, then a senator, introduced it for me in the Senate of the State, but told me that it stood no chance with the Judiciary Committee. His prediction proved true; it slept the sleep of legislative death.

Those, however, who seem most ready to put public anxiety to sleep in this matter are medical men. Few months pass without some article in a newspaper to lull apprehension in regard to the danger of being buried alive. If alarm is raised, some medical hypnotizer is ready to tell the public that there is no occasion for alarm; that medical science is so thorough, that such a thing is well-nigh impossible. Like the commander of his majesty's ship Pinafore, such men are ready on the instant to affirm that burying alive never happens; and when the "never" is questioned they attempt to soothe us by saying, "Hardly ever."

Physicians are often not philosophers, and it is by no means wonderful that sometimes they are not skillful in relation to the phenomena incident to thewaning of life. The medical art is not so much the accumulated wisdom and experiences of ages and centuries as the exploiting of the most recent notions. We do well to obtain our conclusions from a wider field and a higher inspiration. The matter now under discussion is of too much importance to everyone to be dismissed without absolute assurance. We do not wish our anxiety to be soothed, unless the cause is removed.

I have often been told that the modern practice of embalming made death certain. I admit it; but those who are too poor to pay for this funeral luxury must yet take the chances in the old-fashioned way. There is no doubt, however, that the number annually put to death by the embalmers is sufficiently large to demand attention. An investigator of this subject in New York has openly declared his belief that a considerable number of human beings are annually killed in America by the embalming process.

The instruction given in medical institutions in relation to this matter has been culpably insufficient. In our own country the ordinary practitioner, when he follows the traditions and practice of leading members of his profession, con-
siders himself exonerated from blame in such matters. He has not the time, the opportunity, to study abnormal phenomena, like trance and catalepsy; and so se-
pulture of living persons is likely to go on without check under his sanction. Yet the habits and manners of the people of our time are such as to require anxious precaution and carefulness. The number actually buried alive, in the judgment of observers, including those whose business it is to conduct interments, is great enough to justify alarm. Especially is this the case at extraordinary periods of epidemic visitation. But under more usual conditions, those of habit-
ually overtaxing the brain and nervous system, overworking generally, habitual use of tobacco and other sedatives, excessive stimulation and excitement, sexual aberration, anaesthesia, and other abnormalities, the occurring of sudden death, or rather of death which is only apparent, must consequently be frequent, and re-
quire every precaution against peril which can be devised. Before burial in such cases there should be detention in a mortuary till death was certain.

Common humanity pleads for this. Human life may appear to come to a stop in many cases, and no one can say that if time is allowed for this it will not go on again. This even the most learned in medicine cannot explain away or deny. "One cannot be too careful in deciding as to life or death," says Hufeland, "and I always advise a delay of the funeral as long as possible, so as to make all certain as to death. No wonder when those who are buried alive and who undergo indes-
scribable torture, condemn those who have been dearest to them in life. They will have to undergo slow suffocation in furious despair while scratching their flesh to pieces, biting their tongues and smashing their heads against the narrow houses that confine them, and calling to their best friends and cursing them as murderers. The dead should not be buried before the fourth day; we even have ex-
amples that prove that eight days or a fortnight is too soon, as they have been revivals as late as that. "I say," he continues, "everyone should respect those who only seem to be dead. They should be treated gently and kept in a warm bed for thirty-six hours."

It would seem that this was a legitimate field for legislative action. In the period, however, that must ensue before this will be had, those who are awake to the subject should take the matter in hand. Volunteer co-operative effort to arouse public sentiment and to prevent hasty interments can bring the desired re-
sults about.

A body should be critically examined by an expert before its interment is permitted. Those who have charge of funerals should be required to ascertain, before dealing with the remains, that death has occurred beyond a doubt. The thought of suffocation in a coffin is more terrible than that of torture on the rack or burning at the stake. The fearful despair, however short the period, is too full of horror to contemplate with calmness. Carelessness in this matter cannot be innocent; even ignorance in respect to it is closely akin to crime. Our sorrowing is a mockery, our tears little better than hypocrisy, when we ne-
eglect precautions against a fate so terrible -- a fate to which every one of us is more or less liable." -- By Alexander Wilder, M. D., Chicago Tribune, Septem-
bber 7, 1902.

So that you will not have to depend on the word of someone who takes little interest in such matters as this, I give you various tests that you may carry out for your own satisfaction. These will be found at the end of this article.

A person or animal in suspended animation will breath hardly at all. His temperature will drop down to below 40 degrees and because of no visible circula-
tion of blood in the extremities and very sluggish circulation of blood through the nerve centers, eyes, ears, nose and heart, he can easily be mistaken for dead. This non-circulation and circulation of the blood has been proven by injecting methylene blue or some other harmless dye into the blood.

Hibernating animals such as bears, wood-chucks, ground squirrels and hedge-
hogs go voluntarily into suspended animation. These animals will prepare for such by fattening up and some will go so far as to place a supply of food near them should they awaken because of hunger. In this way some will sleep through-
out the entire winter which may last for more than six months in some localities before snow melts and food again is plentiful.

Suspended animation in a human being differs from hibernation in an animal only that in most cases the individual did not voluntarily go into that state.
He did not prepare for it by fattening himself up because winter was approaching. In his case it may have been some toxic condition within the blood-stream which, acting upon certain vital centers, suddenly brought on suspension of visible life in his body. This toxic condition may have been due to some inflammatory condition of the brain as in encephalitis, some infection or perhaps even due to the medicaments prescribed by the physician on the case. Experiments on hibernating and non-hibernating animals have shown that if certain drugs are injected into their bodies and they are kept cool, they will soon pass into a suspended animation state for which, if they had prepared themselves and had gone into it voluntarily, would be termed hibernation. The drugs that bring on suspended animation are common and daily prescribed by the average physician. These are Insulin and Magnesium.

Definitions

Coma
A condition of profound insensibility and is due largely to a changed condition of the brain.

Syncope.
A state of suspended animation due to a sudden failure of the action of the heart.

Asphyxia and Apnoea
Asphyxia (pulselessness) and Apnoea (breathlessness) usually mean the condition that follows interference with respiration.

Death Tests

Circulatory Test
By binding a cord about the finger of the suspected individual, the finger will become swollen in a few minutes if life exists. By burning the skin with a hot iron so as to raise a blister, then upon opening it, if found to contain a liquid, life still exists, but if empty it is a sign of death. By holding the suspect's hand before a strong light, if a red glow is found on looking "through" the hand, life exists, but if a dead appearance, then death.

Respiratory Test
By placing a saucer of mercury (quick silver) upon the chest of the suspect, you can readily see by the delicate vibrations of the mercury whether suspect is breathing or not. By placing an ice cold mirror close to the mouth and nostrils of suspect, moisture will condense upon the mirror if life exists. Condensation of moisture on the ice cold mirror indicates breathing. A bit of cotton-wool on the lip or nostrils may indicate feeble breathing if it blows away.

Miscellaneous Tests

Loss of sensation in the cornea of the eye is a good sign of death, although sensation in the cornea seems to occur in some cases after death. Corneal transparency occurs rapidly after death and may even be present before death. After death there is a loss of corneal tonicity with wrinkling and changes in the shape of the eye-ball. There is often a rise of temperature in the body immediately following death. It may be quite apparent or very slight. When putrefaction occurs, it is an absolute sign of death. It does not appear until the cessation of rigor mortis which varies from a few hours to three or four days, depending upon the cause of death and surrounding temperature. Putrefaction first starts externally about the middle of the abdomen and extends outward in all directions. Another place to look for it is internally in the lining membrane of the larynx and trachea (throat).

There are tests of a chemical nature that require greater knowledge of such matters to carry out. These would not prove practical for the average person and he hardly would have need for such. For this reason they are not given here.
PART SIXTY-FOUR

CONTROLLING DEATH

If the efforts to introduce a new life into this world is right and commendable, why is it thought wrong or sacrilegious to strive to keep or prolong it here? Personally, therefore, I think we should all boldly make experiments with death. Death can and has been defeated in many instances. Some of such cases have already been cited in a previous chapter. The following will give you some practical information that may be applied toward making experiments for the control of death.

The blood pressure of a person can be controlled by the power of suggestion. Hypertension or high blood pressure can produce death almost as readily as hypotension or low blood pressure. High blood pressure generally produces death by causing a rupture in the central cerebral artery of the brain if this artery is brittle as is the case in arteriosclerosis or hardening of the arteries. Very low blood pressure or a sudden drop in blood pressure can and often does end in death. A profound dread of anything may cause a sudden and serious drop of the blood pressure. Dread, apprehension or great fear is easily produced in the mind of a receptive individual by direct or indirect suggestions.

When an individual is supposedly dying and the helpless physician declares the end can no longer be averted, there immediately prevails a killing psychic atmosphere of hopelessness. This atmosphere of doom soon kills the patient in most instances.

If, instead of permitting such a negative undesirable atmosphere to surround the "dying" person, a positive and life giving psychic atmosphere of hope must be substituted if life is to be prolonged.

An Oriental Method of bringing the dead back to life is here given. As you sit on a chair with your knees apart, have the "dead" person propped against the front of the chair. Place your thumbs into the clavicular fossa (the triangular area of soft tissue on top of the shoulder close to the neck) and press firmly on the vagus and sympathetic nerve centers located there. With the fingers of each hand resting over the upper part of the chest and pointing downwards give a firm and vigorous massage of the large pectoralis major muscle. Now grasp this pectoralis major muscle firmly in each hand and pull upward and thereby expand the chest, and release in two or three seconds, then repeat. It is necessary to keep this up for about thirty seconds. Now clench your fists and for about ten seconds beat a vigorous tatoo on the middle dorsal spine (between the shoulder blades). Now for another ten seconds beat another tatoo on the lower cervical vertebra at the lower part of the back of neck), at the same time in a very loud voice, yell into the patient's left ear, "OYE, OYE, OYE." This whole procedure may be repeated any number of times if there appears reason to continue repeating same. In poisoning or drowning, it will be necessary to try to rid the body of excess poison from the stomach or water from the lungs before this system of bringing the dead back to life can be considered.

PART SIXTY-FIVE

MUMMY JUICE

Egyptian Mummy was used in medicine as a therapeutic agent down to the end of the eighteenth century. Proof of this will be found in the first edition of the Encyclopedia Brittanica 1768. This is what it said:

Mummy Juice of the Eighteenth Century

"We have two different substances preserved for medicinal use under the name of mummy, though both in some degree of the same origin. The one is the dried and preserved flesh of human bodies, embalmed with myrrh and spices; the other is the liquor running from such mummies, when newly prepared, or when affected by great heat or damps. The latter is sometimes in a liquid, sometimes of a solid form, as it is preserved in vials well stopped, or suffered to dry and harden in
The first kind of mummy is brought to us in large pieces, of a lax and friable texture, light and spongy, of a blackish brown color, and often damp and clammy on the surface; it is of a strong but disagreeable smell. The second kind of mummy, in its liquid state, is thick, opaque, and viscous fluid, of a blackish color, but not disagreeable smell. In its indurated state, it is a dry solid substance, of a fine shining black color, and close texture, easily broken, and of a good smell; very inflammable, and yielding a scent of myrrh and aromatic ingredients while burning. This, if we cannot be content without medicines from our own bodies, ought to be the mummy used in the shops; but it is very scarce and dear; while the other is so cheap, that it will always be most in use.

"All these kinds of mummy are brought from Egypt. But we are not to imagine that anybody breaks up the real Egyptian mummies to sell them in pieces to the druggists, as they may make a much better market of them in Europe whole, when they can contrive to get them. What our druggists are supplied with, is the flesh of executed criminals, or of any other bodies the Jews can get, who fill them with the common bitumen so plentiful in that part of the world; and adding a little aloe, and two or three other cheap ingredients, send them to be baked in an oven, till the juices are exhaled, and the embalming matter has penetrated so thoroughly that the flesh will keep and bear transportation into Europe. Mummy has been esteemed resolvent and balsamic; but whatever virtues have been attributed to it, seem to be such as depend more upon the ingredients used in preparing the flesh, than in the flesh itself; and it would surely be better to give those ingredients without so shocking an addition."

Mummy Juice of the Twentieth Century

Today we still have our Mummy Juice, only we call it Serum, Toxin-Antitoxin, Vaccine and other nice names. Dr. George Starr White, M.D., in his Thumb-Nail Edition, says, "The best vaccine on the market today, I am told is from calves that have been infected from the sores of one who has died from smallpox. I am told that this 'corpse pus' makes better sores on the inoculated calf and that there is 'more reaction' from such vaccines. If the smallpox victim also had syphilis, or any other loathsome scourge, that seed is planted in the animal injected or inoculated with his pus. The pus from the animal infected by such pus, carries the original pollution with it.

"Smallpox vaccine is made from mixed animal pus from putrid sores. Syphilis follows vaccination as night follows day. Good blood and clean surroundings are the best protection.

"The so-called 'ethics' of modern medical doctors is on the same order as the secret oaths of secret orders, and they dare not deviate from what they have been told they must do, for fear something terrible will happen to them at the hands of their brethren.

"It is well known by all, who look up the honest records, that vaccination has killed more than smallpox ever has. The parents must learn to look out for their own children and to never trust them in the hands of any doctor who uses serums or vaccines. Keep your child's blood pure and never allow it to be polluted by any fanatic."

Quoting from the Chattanooga Times of March 4th, 1914. "Calf-Pus as a Beverage: By drinking vaccine in water, a person seeking immunity to disease can get the vaccination without a permanent scar."

Dr. Wiley B. Forbus of Duke University in his recent book, "Reaction to Injury," says that brain inflammation follows vaccination. That vaccination produces a disease called "vaccinia" and is contagious. The encephalitis that may follow vaccination is abrupt in its onset, characterized by headache, vomiting and fever, and finally convulsions and a variety of paralysis sometimes leading to death.

The Truth Teller, published at Battle Creek, Michigan, contains an exceedingly interesting article -- "Who are for compulsory vaccination? Those who profit: doctors who vaccinate, doctors who ignore sanitation, Board of Health doctors, doctors who create 'Panics for Profit,' vaccine and serum manufacturers (there were ninety-two of these in the United States in 1931. They take in millions annually from the sale of these products, which are sold and used on false claims of 'immunity' and 'harmlessness.' Also their stockholders, lobbyists and
advertisers. Vivisectors, laboratory men - who derive profits from creating disease in the bodies of living animals for the virus and serum trade. Those who do not know the facts or who do not think for themselves, but believe what the vaccinating doctor tells them."

The American Liberty League of Chicago, Illinois, issues the following warning. "Toxin-antitoxin (like all serums and vaccines) is DANGEROUS. It is of no value -- except to those who make it, sell it, and shoot it into the children. Pushing it through the schools and elsewhere by 'health' officials is a piece of lawless impudence that ought to be stopped, and that will be frowned upon and discouraged by intelligent citizens. Your safety and that of those dear to you is imperiled by this serum selling campaign, and it is as much YOUR BUSINESS to warn others as to refuse the operation for your own family. Besides, it is a matter of good citizenship to check misuse of office and power."

This article on past and present use of Mummy Juice is included here for two reasons. The first and very excellent reason is to teach you the nature of serums, toxin-antitoxins and vaccines, and in this way give you a chance to protect yourself and those dear to you from some terrible disease like syphilis, cancer or polio. The second reason is to teach you the precious therapeutic secret there is in the use of deterrent, repugnant, and frightful materials which are sometimes used to advantage under certain circumstances. Influence of mind over body can be exerted in full only when a deep impression is produced upon the patient by the remedy or physician, or both. To the physician I say, do not jeopardize the life of little children with "Mummy Juice" when orange juice will work better.

PART SIXTY-SIX

PSYCHO-GENIC CHRISTIANITY

OR

PRACTICAL SUGGESTIVE THERAPY

(A Text For The Practitioner)

By

Dr. Adolph F. Lonk

and

Dr. John L. Van Horn

Introduction

The term Psychogenic Christianity is just what the name implies; an open and fair study of the Bible and its connection with the human mind; the human mind and the God mind in everyone.

True Christianity lies in the understanding of the powers of the God mind or subconscious mind which is at all times in contact with, and under the control of the Great Universal Mind.

God created the Heavens and Earth and all that in them is; And created he them only that which are good. There is no room for malice or prejudice in the true psychology of religion. We believe it necessary to face facts frankly, and term things by their true names, rather than cover them up with a cloak of shame and mystery, which has been the downfall of so many good faithful healers heretofore. Therefore, we term our Healing Power by its true term, SUGGESTION, which it has been in reality since the works of the greatest psychologist who practiced this healing -- Jesus Christ.

It is only necessary to show the patient the true meaning of suggestion, that he may understand the word of God more clearly.

These conclusions have been arrived at only after years of diligent research. And no place in the Bible have we found Suggestion, as a healing art, denounced. This, only the work of those who wish to misunderstand that which they practice.

The purpose of this works is to give a clearer understanding to those who really wish to abide by the laws of God and understand His works.
Understanding the Scriptures

Exodus: 15-26
If thou wilt diligently hearken to the voice of the Lord thy God, and wilt do that which is right in His sight, and wilt give ear to His commandments, and keep all His statutes, I will put none of these diseases upon thee which I have brought upon the Egyptians: For I am the Lord that healeth thee.

Corresponsible Reading:
To keep diligently after the truth and to abide thereby is to retain Health as well as to Heal.

Psalms: 107--17-18-19-20
Fools because of their transgression and because of their iniquities are afflicted: Their souls abhorreth all manner of meat; and they draw near unto the gates of death. Then they cry unto the Lord in their trouble and He saveth them out of their distresses. He sent His word and healed them, and delivered them from their destruction.

Corresponsible reading:
We believe in that mostly which we see, therefore, we allow the material or conscious mind to take the upper hand because of its material power of reasoning. However, it is never too late to call upon the true mind for help.

John: 11--25
Jesus said unto her: "I am the resurrection and the life. He that believeth in Me, though he were dead, yet he shall live."

Corresponsible reading:
Jesus speaking for the God mind in all of us attempted to demonstrate its powers. Whereby Jesus proved the necessity of faith in the practitioner.

James: 5--14
Is any sick among you? Let him call for the elders of the church; and let them pray over him, anointing him with oil in the name of the Lord.

Corresponsible reading:
Anointing the body with oil helps to give the conscious mind an excuse to let suggestions (prayer) pass through the subconscious or God mind.

Isaiah: 26--19-20
Thy dead men shall live together with My dead body, shall they arise, awake and sing, ye that dwell in dust; for thy dew is as the dew of herbs, and the earth shall cast out the dead.

Come, My people, enter thou into thy chambers, and shut thy doors about thee, hide thyself as it were for a little moment, until the indignation be over passed.

Corresponsible reading:
To practice the control of the Astral Body and the positive control of the subconscious mind that you may understand the deliverance from death.

Daniel: 12--2
And many of them that in the dust of the earth awake, and some to everlasting life, and some to shame and everlasting contempt.

Corresponsible reading:
Those spending their lives without learning the power of mind over matter shall live in everlasting shame of going into the Astral state a failure, through lack of study and effort to control the material.

Matthew: 4--23-24-25
And Jesus went about all Galilee, teaching in their synagogues, and preaching the gospel of the kingdom and healing all manner of sickness and all manner of disease among the people.
And His fame went throughout all Syria; and they brought unto Him all sick people that were taken with divers diseases and torment, and those that had palsy; and He healed them.

Correspective reading:
With the proper training, there is nothing impossible with the God mind within us. Our results are limited only by our faith and understanding. Our patients must be made to understand before results can be expected.

* * *

James: 5--16
Confess your faults one to another and pray one for another, that ye may be healed. The effectual fervent prayer of a righteous man availeth much.

Correspective reading:
To receive suggestions, one must be negative; to give suggestions, one must ask aid of another. To be righteous is to be sincere in the belief the cure will be effected, which is the only way of becoming positive.

* * *

Acts: 28--1
For the heart of this people is waxed gross, and their ears are dull of hearing, and their eyes have they closed; lest they should see with their eyes and hear with their ears, and understand with their hearts, and should be converted, and I should heal them.

Correspective reading:
Because of years of hypocrisy, this work will be hard now as of old, but should they believe, a relief may be assured.

How to Enter the Kingdom of Heaven

We must throw false religious opinions aside as we seek the truth. God never afflicts anyone. If it is God's will that we should suffer, nothing we can do would change such an ordained condition.

We must get right down to the things that Christ said, instead of twisting His sayings around to fit some pet creed. Only in that way can we make rapid progress. He said that we must become as little children before we can enter the Kingdom of Heaven. By that He meant, that we must take on a willing-to-be-taught attitude. There is no other way to enter the Kingdom of Heaven.

The healing of sickness is NOT accomplished by the denial of disease nor by the strenuous affirmation of health, but rather by the insistent demand of the subconscious or God mind to bring about improved health. Without such a demand, the God mind will fail to respond.

The Mind and Its Functions

It is a known fact that man has one mind which is divided into two parts. One we call the conscious mind which is responsible for all of our reasoning and is located in the brain. The other is the subconscious or God mind which permeates and fills the entire body and is the seat of memory. It has no reasoning power and believes every suggestion reaching it. It will work as hard to produce a crop of weeds as a crop of beautiful flowers. Negative and destructive thoughts that reach this mind as a result of having been tolerated in and permitted to pass by the conscious mind, are responsible for all manner of disease.

We are constantly influenced by what we see, hear, smell, taste and feel. Because we read a newspaper which tells us in glaring headlines that the "flu" is raging over the city, hundreds of people soon turn to their beds with it. We pay the price of our thinking. Repetition of any one thought, be it good or be it bad, finally becomes part of us.

If a doctor were to tell a patient that he has but three days to live, and the suggestion was accepted by the subconscious mind, the patient would die at the specified time, whether there be anything wrong with him or not, unless as seldom happens, that the statement would arouse his fighting spirit. In the latter case the patient would survive in spite of any present abnormality.
As Christ and His followers, you too will practice healing by prayer (suggestion), the laying on of the hands and anointing the body. But instead of misunderstanding the teachings of Christ, you will interpret them correctly and carry out His instructions. You too may perform the same seemingly miraculous cures as Jesus.

How Jesus Made the Blind See and Raised the Dead

Jesus asked, "Believe ye that I am able to do this?" The blind answered, "Yea, Lord!" Then he touched their eyes, saying, "According to your faith be it unto you," and their eyes opened.

You can see how he made sure that the necessary element of the law of suggestion was present before He healed them. He made sure of faith and belief, when He made the suggestion.

When the ten lepers called to Him, He simply instructed them to show themselves unto the high priests, and they were cleansed. He knew that if they did as they were told they must have faith. When one of the ten was grateful enough to return and thank Him, the man was rewarded for his gratitude by being told the secret, when Christ said unto him: "Go thy way; thy Faith hath made thee whole."

When Jairus came for Christ to heal his daughter and, in the meantime, she died, Christ was not dismayed, when the news came; he simply said: "Be not afraid, only believe." He took with Him some of the disciples whose faith was sublime, because He had an unusual case. He told them she was not dead, but sleeping, in order to allay their doubt and put them in a neutral, willing-to-be-shown attitude. This also carried through the damsel's soul the suggestion that it still had control over her body. He then went in, taking hold of her hand, told her to arise, and she did.

It is common knowledge that by the power of properly directed suggestion, the blind have come forth into light, the deaf hear, the paralytics have verily run and leaped for joy, life has been restored to limbs apparently atrophied through infantile paralysis and other "miracles" achieved. The Great Psychologist said, "Greater things than these shall ye do."

Jesus not only healed all manner of sickness and disease Himself, but commanded His followers to do likewise. The early Christians practiced the anointing with oil and laying on of hands in prayer (suggestion) for their sick and thus restored them to health.

The Secret of All Healing

Suggestion is one of the most potent forces with which man is thrown in contact. It influences everyone, and at all times. Every man, no matter what his character, nationality or religion, is constantly influenced by suggestion, or is influencing someone else by suggestion. It is an omnipresent, all powerful force in the life of every human being. Therefore, it is desirable - nay, necessary - for you who desire to become successful healers, to have knowledge of the laws governing this wonderful force. The thoughts we think are nothing more than suggestions we are giving to ourselves or to others. Action is nothing but thought in material form, and the natural result of thought.

The great majority of people believe that a suggestion is a verbal statement. That is not the case in every instance, for we constantly receive suggestions from inanimate as well as animate things about us. A beautiful landscape, picture, storm, sunset, beautiful music, a look or gesture of another, can give suggestion. That is, to cause thoughts to originate in ourselves.

To give suggestion, it is best to be positive. So that your patient will receive the full benefit of the curative suggestions, he must be negative, that is, in a receptive mood.

Suggestion for the cure of disease should be given in a manner that will arouse the hope of the patient; that will arouse his expectation, and keep it aroused. If these are aroused he cannot say, "The time has come for me to feel better and I don't, so I will not feel any better at all."
If the suggestions are given in the following manner, the above will, to a
great extent, be avoided: "Now in a short time you will feel some better, and in
an hour from now you will feel still better; you will continue to improve gradu­
ally all day; you will have a good appetite; you will enjoy your dinner and to­
night you will rest well and will awaken in the morning feeling refreshed and in­
vigorated." These suggestions are not to take effect at any particular time, but
are to be gradually experienced by the patient.

Duty of the Healer.

One of your great duties as a healer is to rid the patient's mind of fear,
worry and doubt, and to substitute courage, faith and confidence. To change his
line of thought from sickness to radiant health and strength. This is done by
the giving of proper suggestions to the subconscious or God mind which permeates
every single cell of the body and which must respond to your demand and command
if results are to follow.

Scientific Mental and Divine Healing calls for the presentation of mental
pictures of the right sort to the subconscious mind of the patient. Well bal­
anced intellectual people are needed to reach ill-balanced intellectual people;
because harmony needs to reign in the healer when discord prevails in the patient.

To evade a fact through ignorance of its nature and existence, is not to
heal; healing being a result of deliberate, enlightened grappling with a trying
situation to the end that discord is vanquished because harmony is restored.

We have no intention of formulating a series of stereotyped sentences and
urging that they should be used verbatim on every occasion. We are only seeking
to suggest ways and means of helping suffering humanity and it rests with you,
dear reader, to elaborate on the information in this book to suit your needs.

Winning Confidence of the Patient

Diplomatically secure the confidence of your patient by letting him go into
detail in explaining his case to you. And you in turn lending a sympathetic and
understanding ear to his woes. Nine times out of ten your patient will feel much
better immediately after, as a result of being relieved of his burden. Show a
personal interest in his case. Do not rush him. With a sheet of paper on your
desk before you, take down the history of the case, starting off with his name,
address, age, and ending with symptoms. After some study of all that which you
jotted down, suddenly look up at the patient and in a modest but business-like
manner and tone of voice say, "I can help you."

Giving the Treatment

Have your patient strip to the waist if a man, or if a woman, don an apron
that leaves the back exposed. Have him lie prone upon a comfortable well padded
treating table, face to one side and eyes closed, requesting that he keep his
eyes closed during the entire treatment to insure receptiveness. Rub the palms
of your hands together very briskly until your fingers tingle, and standing to
the right side of the table near patient's head, while facing in the direction of
his feet, place both palms flat on his back while making slow, soothing but firm
strokes with the fingers and palms over his entire back from neck to hips. While
doing so, use impulsion. That is, seemingly place yourself in your patient's
place, and repeat mentally to yourself, as though you were the patient, "I am
feeling better already. My pain is leaving me now. Et cetera."

Do not make the mistake of saying to yourself, "You are feeling better." As
that is compulsion. Use Impulsion, "I am feeling better." Keep this up for
about ten minutes, stopping now and then to briskly rub your palms together and
perhaps if you wish, apply a bit of oil to your hands. Then, after ten minutes
of impulsion, use compulsion. You need not shout or talk harshly. Speak in a
low modulated voice, saying -- something like this, "Now, in a very short time
you will feel so much better and you will continue to improve right along each
and every hour of the day until you are again feeling just fine in every way,
shape and manner. Each and every cell in your body will vibrate with new life
and energy. Your mind will be more alert. You will be able to think more clear­
ly, wisely and intelligently. You are having a wonderful rest and upon leaving
my office you will find that the healing force has become activated within you
and your disorders will soon be things of the past." You must give suggestions
to fit the case. Then, after five or more minutes of this compulsion, say --
"Now when I count to five and snap my fingers on the count of five you will open
your eyes and find yourself well started on the road to robust health." Then
count as advised, snap your fingers at the count of five and say, "All right.
Open your eyes. You feel much better, don't you!" Permit the patient to dress
and arrange for future appointment.

A properly scented oil made up of certain rare perfumes may be used to
great advantage in giving the above treatment. The use of such an oil will help
induce mental placidity and so mental surrender. Such an oil should be used in
magnetic healing, massage, Divine Healing, and any other form of mental healing
ever taught.

**PART SIXTY-SEVEN**

**PRACTICAL CRYSTAL-GAZING**

Crystal-gazing has become quite fashionable lately. It is used to develop
higher clairvoyant powers. The clairvoyant stage of hypnosis is desired when one
wishes to see things in the crystal. The seer or crystal-gazer must place him­
self in this stage of hypnosis by gazing at the crystal before his subconscious
mind can pick up the delicate vibrations about him and register them consciously.

Many rules for crystal-gazing have been advanced. Other rules for the care
of the crystal itself. But, to be honest with my students and in order to give
practical information stripped of mystery, I recommend the use of any suitable
object for a crystal; a drop of blood, a hole full of water, a blob of ink, or a
genuine crystalball whether it be made of pure quartz, or volcanic glass when it
is known as an Obsidian Mirror.

You simply look into the crystal. This crystal is placed before you in such
a way so that too much light does not fall upon it. No mumbo-jumbo business is
needed. Look at it three to five minutes, winking as necessary and fixing your
thought upon that which you want to see. If you are a natural born clairvoyant,
the glass will cloud over with a milky mist almost at once and in the center you
will find this mist precipitating gradually and forming the picture you desire
to see. On the other hand, it may require several sittings before you develop
yourself to this stage. The use of hypnotic perfumes, hypnotic incense, and
even certain drugs that may form a dangerous habit, may be used to advantage.
A fair substitute for an expensive and practically unobtainable Obsidian Mirror
is a watch crystal placed on a jet black cloth or a small brandy glass filled to
the brim with jet black ink.

The Lonk Hypnotic Gaze, as given
elsewhere in these instructions, should
be used when crystal-gazing. Black vel­
et should surround the crystal. Allow
yourself to become dreamy. Look for the
milky mist. Individuals who are negative
and those in poor health make the best crystal gazers. It is difficult for a
person in robust health and of positive nature to become clairvoyant or a good
crystal-gazer.
"N" Rays

If a screen is made up of a piece of cardboard and coated with a substance that will glow in the dark after exposure to light rays, it will emit N-Rays when touched with the finger-tip. The spot touched will glow more brightly than the rest of the screen. The better health of the individual, the more will the spot glow. If one is ill or under an anesthetic, the N-Rays emitted by the touch of such a person will be very little. The increase or decrease of N-Rays emitted is not due to heat from the hand, but due to the electro-magnetic vibrations given off from the finger-tips. To prove this a copper wire may be held in the hand to use in making contact.

Another experiment may be carried out by placing the screen facing a window in front of which one has wooden shutters. The rays from the sun, many of which are invisible, will cause the screen to glow. Now, if a moist piece of paper is placed between the window and screen, the glowing will almost cease altogether. If that same piece of wet paper be dipped in a concentrated table-salt solution, the luminous screen will again glow even though the paper is again placed in its former place, between luminous screen and window. This indicates that pure water is not a good conductor for the finer forces of nature but acts as an insulator. When the water in which the paper is dipped contains salt (sodium chloride) the activating sun rays pass through and their action upon the chemical screen results in N-Rays. Muscular contraction, nervous excitability and a positive nature like the good hypnotist should possess will increase the luminosity of the screen when touched by such an individual. The chemicals used in making up such a screen are Platino-Cyanide of Barium or for an inferior screen one may use (Luminous) Sulphite of Calcium.

How to See the Human Aura

A screen is made up of two pieces of glass about 4 by 8 inches in size and about 1/8 of an inch apart. Small strips of glass or wood are used around the edges to keep the two pieces of glass separated evenly. The edges of this small reservoir are well sealed with the exception of a small opening at the top through which a solution of Dicyanin (a dye used in Infra-Red Photography) is poured in. The exact amount of Dicyanin and alcohol must be determined by experimentation. The observer should stand with his back toward a darkened window while the subject under observation should face the window. Light should fall evenly upon him. In some cases a dark background is best while in others a light one is better. After you observe the aura about the individual for a while, your eyes sometime become so sensitive that the aura may still be seen even after the screen is no longer held before observer's eyes. People that are ill have a very close-fitting aura. Those in good health have the opposite. In pregnancy, one will see a double aura. Diagnosis of many conditions may be done by this means. In health, the color of the human aura is blue, in spinal cord degeneration it is mauve, in mental disorders it is yellow and in some nervous disorders, it is green, and in chronic alcoholism it is pink. The outline may be smooth, wavy, or jagged. (At this writing, Dicyanin Dye is unobtainable. At some later date it may again be released to the public.)

A Great Discovery

Quite by accident, when a boy of only ten years of age, Ignaz von Peczely of Hungary, born in 1826, discovered that the eye records and reveals that which is not revealed by other known diagnostic methods. It is said that the lad caught an owl. In the struggle, the owl's leg was broken. The lad being very observing, noticed that the iris of the eye, on the side corresponding with the fractured leg suddenly revealed a black spot, seemingly the result of the fracture. The lad had supported the fractured leg with splints, and as it healed, he noticed a change in appearance of the mentioned black spot in the iris.
Physical Lesions And Drug Signs To Be Found In The Iris Of The Eye

1. Trauma Sign
   - Healing Sign of Inflammation
   - Acute E. Inflammation Sign

2. Healing Sign of Trauma


4. Quinine - 3.

5. Open Lesion
   - Arsus Senilis

6. Encapsulated Catarhal Lesion
   - Cancer

7. Lead - 7.


9. Arsenic

10. Syphilitic Vegetation

11. Syphilis

12. Neave Rings

13. Schirmer's Ring

14. Zymotic Staph - II.

15. Staphylococcus

16. Vaccine

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In the year of 1867, Ignaz von Peczely entered the University of Vienna. Later, as a medical man who followed homeopathy and practiced the profession, he recalled the incident of his early boyhood life and so commenced to examine the eyes of all his patients. Because of his very large practice, he was furnished with ample opportunity for making observations along his chosen line. In the year of 1880 Dr. von Peczely published his first works on diagnosis from the eye. This truly great man died in the year of 1911.

Later a Swedish clergyman and homeopathic physician, Dr. Niels Liljequist of Stockholm, Sweden, elaborated this science considerably by his detection of the color change that took place in the iris when medicaments were taken by the patient. His works were published under the title of "Quinine and iodine change the color of the iris; I formerly had blue eyes, they are now of a greenish color, and with reddish spots in them."

Born in the year of 1864 at Reichenberg, Bohemia, Dr. Henry Lahn met Ignaz Peczely in the year of 1890. In the year of 1899 he came to the United States where he finished his medical studies at Chicago. He produced a work titled, "Iridology." He was considered an authority on diagnosis from the eye. He died in the year of 1921.

Born in the year of 1884 in Austria, Dr. J. Haskel Kritzer, came to the United States where he specialized in diagnosis from the iris of the eye. His extensive lecture tours throughout the United States and Canada have done much to popularize this science in America. He produced a work titled "Text-Book of Iridiagnosis."

Structure of the Iris

The dictionary tells us that the iris is the opaque, contractile diaphragm perforated by the pupil and forming the colored portion of the eye.

Anatomy teaches us that the iris is composed of many delicate blood vessels and nerve filaments interlaced with muscle fibers in form of layers, all radiating toward the pupil. The posterior part of the iris is made up of two layers of pigmented columnar epithelium which is of a deep purple tint. The color of the iris is produced by the reflection of light from dark pigmented cells underlying translucent tissue. These pigmented cells are distributed throughout the texture of the iris. Because pigment is lacking in the iris of the albino, his iris is pink in color due to the reflection of light from the exposed blood vessels.

Iridiagnosis teaches us that every organ and part of the body is represented in the iris. That serious physical abnormalities whether due to trauma, disease, or medication of the body, are promptly registered in the iris. Every shadow or discoloration from the normal clear color of the iris, indicates some abnormality within the body. The changing conditions in various organs and parts of the body may be carefully watched by the ever registering iris so that one may know at all times the progress or arrest of a diseased condition within the body, or the value of a certain treatment or drug.

Lesion Signs to Look for in the Iris

1. - TRAUMA SIGN. Any injury or wound of an organ or any part of the body by outside influence may be seen as a black spot or streak in the iris by the trained iridagnostician. This initial sign will be found in the iris right after surgical interference, fracture of a bone, scalding, etcetera. The sign is less distinct and sometimes impossible to find when an anesthetic has been used as in surgery.

2. - HEALING SIGN OF TRAUMA. As the part heals, the black spot or streak in the iris becomes surrounded with a white border. The black spot or streak represents loss of substance, while the white represents scar tissue which nature uses to unite separated tissue with.

3. - ACUTE INFLAMMATION SIGN. This is represented in form of an open wedge as shown in illustration which see.

4. - HEALING SIGN OF INFLAMMATION. This is represented by a closing up of the open edge of the wedge mentioned above. Appears as a spindle.
5. - OPEN LESION SIGN. The total absence of a white border around a lesion after a reasonable time, indicates that the patient lacks vitality and that the affliction is steadily progressing.

6. - ENCAPSULATED CATARRHAL SIGN. This sign will be found especially in the iris of arrested consumptive cases. It appears as a closed spindle with light specks within representing the cheesy substance of degeneration going on within the encapsulated area.

7. - CANCER SIGN. This sign appears as a dark gray shadow within which may be seen specks. Its appearance is best described by saying that it resembles in appearance a cluster of frog’s eggs.

8. - ARCUS SENILIS. This sign appears in old age as a light gray, more or less broken ring along the outer margin of the iris. The more complete the ring, the lower is the vitality of the individual.

9. - NERVE RINGS. This sign will be seen as curved lines near the outer margin of the iris and indicates an unbalanced nervous or painful condition in that organ or part of the body represented in the iris over which such rings may be found.

10. - SCURF RIM. This sign appears as a darkened rim along the outermost margin of the iris. When found it indicates poor elimination through the skin. The heavier the rim, the greater is the accumulated waste. If found extra broad in region of foot, it indicates that much waste is concentrated at that point and that nature is making every effort to eliminate it by profuse perspiration of the feet. If found broad in region of thyroid gland, it indicates that the thyroid gland is being made to care for the big task. An over-worked thyroid gland soon enlarges. Such enlargement is termed a goiter. Sometimes, the accumulated waste becomes so great that not only will the scurf rim become broad and heavy, but dark lines will extend from it toward pupil as spokes in a wheel.

11. - SYMPATHETIC WREATH. This sign is seen in the iris in health and in disease. It is the more or less irregular and ragged edged wreath located between the outer margin of iris and the pupil. It signifies sympathetic affections of organ or part of body to which it points as represented in the iris. For example, if it points to the lung area, dyspnea or difficult breathing may be indicated.

12. - TYPHOID ROSARY. This sign will be found in the intestinal area of the iris of patients who have had typhoid fever. In appearance it resembles a string of black beads strung loosely upon a black thread. A whitish border surrounds the whole.

Drug Signs to Look for in the Iris

Be it understood that unless the patient has at one time or another during life taken or used medicaments containing any one of the following drugs, the mentioned signs representing such drugs will be found in the iris. Certain drugs taken as long ago as twenty years will remain registered in the iris because such drugs happen to have a special affinity for a particular organ or part of body where it is deposited and there remains as a foreign substance.

1. - IODINE. Brownish-red spots represent iodine which may be found on any part of the iris but usually over the liver, kidneys and stomach.

2. - IRON. Organic iron as in spinach or other vegetable is never indicated in the iris. Inorganic iron such as is sold by druggists does not fit in with Nature’s plan and is represented as rust-brown spots, somewhat less reddish in color than the iodine sign. It is found over the stomach and intestinal region of the iris.

3. - QUININE. A yellowish cloud appears over the region of the brain, liver and intestinal tract as represented in the iris. A blue eye with this yellow cast will appear green.

4. - MERCURY. The whole eye takes on a diffuse metallic lustre, a sort of grayish-white film. Because this drug has an affinity for the nervous system, it settles in the region of the brain and spinal cord usually in form of a crescent similar to bromine but instead of a dirty gray it is of a silver-gray color.
5. - BROMINE. A dirty grayish area along region of the brain in iris.

6. - ARSENIC. This sign appears as snow-flakes all over the iris. This drug becomes well distributed to all organs of the body.

7. - LEAD. Like mercury, this sign is of a metallic lustre but it is grayish-blue instead. Look for it over region of stomach, intestinal tract, liver and kidney region as represented in the iris.

8. - SULPHUR. Bright yellow patches over region of small intestines.

9. - STRYCHNINE. Bristle-like appearance around pupil, yellowish discoloration over region of stomach.

10. - VACCINATION SIGN. The injection of any such filthy called vaccine, toxin-antitoxin or serum directly into the bloodstream is accompanied by a darkening of the color of the entire iris. In addition to this, specks of gray appear with white borders.

11. - ZYMOID SPOTS. These gray specks without borders appear where one had acquired some congenital disease. They are a sign of some taint of the blood.

12. - SODIUM RING. This salt ring will be found in the iris of those who either use too much table-salt (sodium chloride), or those who have been taking large doses of sodium salicylate in trying to treat a rheumatic condition.

Diagnosing From the Eye

The student of iridagnosis should endeavor to carefully examine as many different pairs of eyes as he possibly can. He should familiarize himself with the different signs and to some extent with the chart as furnished. It might be well for him to carefully copy the chart, frame it and hang it on the wall just behind the patient whose eyes are being examined. In this way the student may readily refer to the chart throughout the examination.

Although daylight is best used for the examination of the iris, a good artificial light may be substituted for sun-light. A magnifying glass known also as a reading glass may be used to advantage for minute lesions seemingly invisible otherwise.

Use colored pencils and make colored drawings of the various eyes you examine. This will help you to memorize and familiarize yourself with many points of interest you otherwise might overlook. Preserve your drawings in book form with brief history of the case and your success with same. At a later date you can more readily appreciate the progress you are making as an iridagnostician.

Seek patients who will cooperate with you and frankly will admit that you are right when that is the case. Only in that way can you make rapid progress toward your goal.

PART SEVENTY

PRACTICAL NUMEROLOGY

Through Numerology, you may study the characteristics of individuals with surprising results. In order not to make this course long drawn but instead give you practical and useful information right from the start, I will avoid detailed discussion of occult magical significance of numbers, sufficient to say that each number carries amazing expression, a vibration, a subtle influence that is ever active, causing each person to come under the influence of one or more of these Vibrations. The most important vibration is that of birth because it is readily determined and indicates a distinctive kind of mankind. We are interested in primary numbers only.

Take any birthday and reduce it to figures. As an example: March 5, 1905 is represented by 3-5-1905. Those figures: 3,5,1,9,0,5 add up to 23. The sum of 2 and 3 is 5. Therefore the vital number of that date is 5, and a person born on that day has the birth vibration number of 5.
Similarly, the birthday January 18, 1900, is represented by figures 1-18-1900, and the figures 1,1,8,1,9,0,0, total 20, and 2 and 0 equal 2, and a person born on that day is influenced by vibration 2.

By determining any birthday, and applying the significance of its vibratory number to it, you can learn the characteristics that, according to numerology should be found in that person. In order that this may be easily done, the characteristics of each number as it appears in the human personality, is given below.

1. - A person with the vibratory number ONE will be aggressive, commanding and active. His mind will be particularly capable when directed along one channel of thought, and people of this type succeed in one line of effort. They are keen and alert; yet often selfish and self-centered, belittling affairs that lie outside their own field. Thus they are often narrow-minded. At the same time, they like progress, and they are tireless workers when they have a definite goal in view.

2. - A person with the vibratory number TWO will be tactful, careful, and of quiet disposition, giving every subject careful consideration, and taking note of both sides of a situation. These people are anxious for harmonious conditions, and do their best to be helpful. But they lack aggression and purpose, finding it difficult to follow a direct course; and they are often extremists, alternately happy and sorrowful; optimistic and pessimistic; embracing pursuits which they formerly avoided, and swinging from one side to the other. Their natures are admirable, but lacking controlling influences, they will waste their time in overmeditation.

3. - A person with the vibratory number THREE will be bold and fearless, quick in action, and adaptable to all circumstances. These people are versatile, and will take up new enterprises without the least hesitation, and they will often succeed. They go after opportunity, rather than wait for it, and they leap into new work with enthusiasm. But they dislike details and slow progress. They are too ready to desert the old for the new; to build up structures and leave them for others to finish. They are indifferent to many things which should interest them, and they lose much through carelessness. They follow the dictates of the moment, caring little for the future, and will often give up work for pleasure. Yet they have ability and talent, which they can use to great advantage.

4. - A person with the vibratory number FOUR will be a plodding constant worker, normally satisfied with the lesser things of life. Careful thought, slow action and regularity are notable characteristics of this number as seen in the individual. People with this number will be satisfied with filling ordinary positions and extending great effort for moderate reward. They often lack inspiration and also underestimate their own value. They can be of immense importance if they associate with more active persons.

5. - A person with the vibratory number FIVE will invariably seek adventure. Such people will enjoy change of scene, new and speculative enterprises and they will often be successful in the wildest venture. They are clever and quick, fearless of danger, and ready for anything which appeals to their imaginations. They like to travel and are intrigued by the unusual. Their unexpected actions will amaze conservative people, and their whole spirit breathes adventure. Living in the present, or in the immediate future, they often throw aside chances that are filled with possibilities; they sometimes take on more than they can bear; and they frequently meet with disaster. Yet their ingenuity, cleverness, and ability to deal with new situations always stands in good stead, and they are just as quick in getting out of difficulties as they are to rush into trouble.

6. - A person with the vibratory number SIX will be cheerful, optimistic and satisfied with things as they are. Few people of this type have great ingenuity or capacity for enormous success. They get their best results in smaller enterprises and are usually regarded highly in the community in which they live. They are sincere and honest, but too apt to be pleased by their own virtues. They build up high ideals and strive to attain them, but sometimes become bigoted through this tendency. They represent unselfishness and kindness; and will fight for the principles in which they believe; but often neglect to consider the rights of others.
7. - A person with the vibratory number SEVEN often seeks knowledge and deeper things of life. These people are highly imaginative and often analytical. They cannot always understand themselves and their inherent love of mystery often prevents them from applying their efforts to constructive work. They make excellent scholars, when they develop themselves; but their great difficulty lies in attaining such development. They must seek to obtain a practical viewpoint on life to succeed.

8. - A person with the vibratory number EIGHT has all the indications of a successful business man. Where number one can direct his own affairs, number eight can manage the affairs of other people and embark upon immense undertakings of boundless possibilities. This is a number of material things -- of practical mindedness and organization. Such people lose little time in idle dreaming. Their great fault, however, is lack of imagination. Once they have succeeded, they are not quick to note the change of time and they will stick to old and obsolete methods, once their great constructive power is on the wane.

9. - A person with the vibratory number NINE has boundless possibilities for these are the people who reach the highest places. They gain influence rather than mere wealth and through this power they are often more successful than those who dwell on the material plane. They are artistic and imaginative. But in their broadness of possibilities and action, in their wealth of underlying traits lies their frequent lack of success. It is difficult for the majority of these people to develop their amazing talents, and often they go through life, never able to exert their powers to full extent.

Number 11 and 22 indicate peculiar genius that may or may not occur in persons. Hence, people with vibratory number 2 (which reduces from 11) are sometimes great inventors and possessed of amazing powers. The same is true of some people with the vibratory number 4 (when reduced from 22), but less frequent and often bad influence.

In addition to determining the number of your birthday, you can also attach a numerical significance to your name or occupation. The table below gives you the value of each letter in the alphabet.

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Add up the letters in a name like John G. Doe. They total 42, which reduces to 6 (4 plus 2 makes 6). That indicates that the person bearing the name of John G. Doe, responds to vibration 6.

The birth numbers mentioned before indicate the underlying traits of the individual. But in the active affairs of daily life, he will as he grows older, acquire traits of the number indicated by name.

The year of attainment can be discovered by adding the figures of a certain year to the original date to form a new year. Example: A person born in 1901, those figures total 11, which when added to the same year of 1901 will make the year 1912. That means that the year 1912 will be of great importance in that person's life. It is surprising in how many cases the year of attainment brings results.

PART SEVENTY-ONE

VOODOOISM

OR

BLACK MAGIC and WITCH-CRAFT

Witches and Witchcraft

"So the old witch waved her wand above the bubbling brew. And suddenly, out of the smoke, there rose a dreadful genie, with blazing eyes, who bowed and said, 'You have called, mistress; I am here at your command!'......"

Such were the tales we listened to in fear and wonderment. Witchcraft is not
nonsense but something that calls for careful analysis and consideration. The object of these instructions is not to place fear into your mind, but to enlighten you on the subject of Black-Magic and Witch-Craft and to teach you the secret of the power behind such so that you can make intelligent use of this power to your advantage and to protect yourself against psychic influence of others.

Grace Sherwood of Virginia was the last "witch" executed. This was in the year 1706. Witches are no longer publicly executed. Judges and jurors no longer prosecute "witches" yet they do not deny their belief in witchcraft. Both "witches" and witchcraft continue to exist same as in the days of yore.

Witchcraft is not confined to the ignorant and superstitious Negroes of the South, but flourishes everywhere. Every large city in Europe and America can boast of witchcraft. The "hex doctors" of Pennsylvania, Aleister Crowley, the devil worshipper of Detroit, Michigan, and others are examples to be found taking much space in our daily newspapers.

It is estimated that almost $200,000,000 is spent annually for fortune-telling, crystal-gazing, astrology, tea-leaf, card and palm-reading. Another $1,000,000 is spent annually for love-potions and charms of all descriptions.

The serious-minded student of psychology will neither deny nor affirm the existence of witches, witchcraft, and black-magic, until he has had an opportunity to study the matter more deeply. It is said that no religion, science or cult exists without some truth for its backing. This may well apply to the subject matter in hand.

Among my collection of material on witchcraft, I find a very interesting story. I do not know the source of it. In brief, it is about a woman who is being tried for witchcraft because of the vast number of cures she had accomplished during an epidemic of the ague. She had invited the envy of the medical men of that age who could do little or nothing for patients with the ague and were determined to send this so-called witch to her doom, for having saved the lives of many suffering souls. The jury retired and promptly returned with the verdict of "guilty." The judge, before passing sentence of death, asked the so-called witch just how she had accomplished these seemingly miraculous cures. Her reply was that she really did not know how they were accomplished. That the power that cured seemed to be in a small piece of rolled up parchment upon which was some mysterious writing. The rolled-up parchment was tied at each end with a bright colored ribbon. This she said made up the amulet which accomplished the cure when brought in contact with the sufferers who flocked to her for relief.

The judge carefully examined the amulet and immediately commenced to tell all present the entire history of the amulet and how it came into the possession of the "witch." He said, "Many years ago, a young man without funds but in dire need of food, stopped at a tavern which this woman was then operating. As he ate he planned how he might repay this good woman for the food. Conversing with her, he soon learned that her little girl was sick in bed with the ague. Taking advantage of this opportunity, he took a sheet of parchment, wrote some mysterious wording thereon, rolled it up and tied it with a bit of bright colored ribbon at each end, then fastened it to the wrist of the sick girl, at the same time assuring the mother that the girl would soon be well. The mother felt more than compensated for the food this man had eaten and would have refused payment if such were offered. The man went on his way rejoicing, feeling he had done a good deed in payment for the meal. The little girl soon recovered. For many years after, this mother, in possession of this amulet, had helped hundreds of sufferers, always with most gratifying results."

At this point of the story, the tried and about to be sentenced woman interrupted the judge with, "But, your honor, how do you know all this?" The judge replied, "Because I was that young man who made and gave you this amulet in exchange for that most excellent meal you had served me." In spite of the protests from the selfish medical men, the judge refused to sentence this good woman to death by hanging or burning as was the custom.

What was this power to heal that the amulet possessed? How did it heal the sick? The answer is, the belief of all concerned in the power of this amulet to bring about the expected results. Such faith and belief is a powerful suggestion. When accepted, vibrations of health soon predominate.
The "Hoodoo Doctor" or "Conjur Woman" of the South prosper, selling charms to the best people of the country who would not think of being without at least one of the many charms offered at prices ranging from $1 to $1,000.

The "hoodoo" bag is among the low priced and most popular of the charms offered. It contains a bit of scorched leather, two bones, some charcoal and some hair. Among the high priced charms are to be found "Buzzard Nest" at $100, "Black Cat's Ankle Dust" at $500. And "Black Cat's Wishbone" at $1000.

Roots and herbs are also much used as charms. The most popular of roots and herbs used for mysteriously attracting all that which is good in life, follows: - Master of the Wood, an old German good luck talisman. Holy Sandal Wood, carried about by the natives of Egypt for good luck. Adam and Eve Root, valued for its magic qualities in restoring vitality to the generative organs and to bring back and hold the love of a husband, wife or sweetheart. Sea Spirit, valued for bringing good luck. Dragon's Blood, used by natives of Borneo and Sumatra in religious superstitious practices. Lovine Herbs, said to cause others to love you. Betel Nut, used by the Hindu to increase their spiritual and mental powers. Oriental Gum, also known as "Love Powder," sold in India to those who wish to attract the opposite sex. European John the Conqueror Root, believed by some voodoo and high priests that a person carrying same in his or her pocket will never be without money and can obtain anything desired.

The wearer of a symbol of good luck will experience good luck for a good sound logical and psycho-analytical reason. The charm stimulates the imagination; the wearer becomes alert and expectant that good luck and fortune is just around the corner. He becomes both consciously and subconsciously ready to meet Good Luck and Opportunity at least half way, instead of passing them by unheeded. Success and power come only to him who is alert, prepared and expectant. For this reason, no one should be without a talisman of one kind or another.

An Amulet for Flux of Blood and for the Ague

The following was taken from a very old book of Hindu Magic. It has been copied much as given in this book except for my clarifying a few points for your convenience. It is included in this Manual so that you may better understand the construction of the amulet mentioned in the story just told where the judge admitted having made up an amulet and not the woman who was being tried for practicing witchcraft when she healed so many of the ague.

"In the blood of Adam arose death -- in the blood of Christ death is extinguished -- in the same blood of Christ I command thee, O, blood that 'thou stop fluxing!" (A form of bloody diarrhea.)

(Let the party who pronounces the above words hold the other's hand.)

In this godly supersition there will be found a ready, cheap, easy remedy for that dreadful disorder the bloody-flux, whereby a poor miserable wretch will reap more real benefit than in a whole shop of an apothecary's drugs. The four letters as written (see Fig. 1.) are a powerful charm, or amulet, against the common ague (Malarial Fever); likewise, let them be written upon a piece of clean and new vellum (a fine parchment usually of calfskin), at any time of the day or night, and they will be found a speedy and certain cure.

![Fig. 1](image-url)  
![Fig. 2](image-url)
It is said that much more efficacious is the word ABRACADABRA; however, as that ancient charm is still in fine repute (amongst the Hindu Adepts to cure agues, etc.), I will here set down the form and manner of its being written (see Fig. 2.); likewise, it must be pronounced, or spoken, in the same order as it is written, with the intent or will of the operator declared at the same time of making it.

It is here to be particularly noticed that in forming of a charm or amulet, it will be of no effect except the very soul of the operator is strongly and intensely exerted and impressed, as it were, and the image of the idea sealed on the charm, or amulet, for, without this, in vain will be all the observation of times, hours and constellations; therefore, this I have thought fit to mention, once for all, that it may be almost always uppermost in the mind of the operator, for without this one thing being observed and noticed, many who form seals, etc., do fall short of the wished-for effect.

The Practice of Black and White Magic

Many theories have been advanced to account for magical phenomena. Before reviewing some of these it will be well to give an account of the facts themselves. When the Obijwa Indian desires to work evil on anyone, he makes a small wooden image of his enemy and pierces its head or heart with a needle in the belief that the object of his hate will be similarly affected. If the intent is to kill, the puppet is burnt with the accompaniment of magical words. In pursuit of a similar end the Malay takes bits of nails, hair, eyebrows and other parts of the victim's body and moulds them into an effigy resembling the victim. For seven nights he scorches the effigy slowly while holding it over a lamp muttering incantations. Then the figure is burned. To this day in India, a magician will make an image of earth, taken from sixty-four filthy places, and will mix it with the hair, nails, etcetera, then he writes the name of his enemy on the chest of the figure and maims it in some way in the hope that the fate of the original will be that of the copy. To this day thousands of jilted women right here in America, who know the secret of Black Magic, practice same nightly. They will stick pins, strike and use other torture methods upon a doll representing the person upon whom they want their hatred to work misery and death. Sooner or later, the person toward whom this hatred is directed becomes mysteriously ill and soon dies.

Passing from evil to beneficial or harmless effects which we will term white magic, we find that a barren woman in Sumatra, if she wants to become a mother, will make a wooden image of a child and hold it in her lap, believing that this objectification of her wish will lead to its fulfillment. The Ancient Hindu mode of winning the love of a woman was to shoot an arrow into the heart of a clay image of the woman. In other numerous instances an entire group of people will perform the Magical Act. Thus, among the Eskimos when the men are away whaling, the women are supposed to spend their time in comparative idleness; if any garments are to be mended or repaired, the women take the garments away from the sea as far as possible and do the work in the small huts, large enough for one person only; no work is done which is connected with any kind of noise. On the other hand, the Thompson Indians of British Columbia, or among the Californian Yuki, when the husbands are away on a war expedition, the wives will perform elaborate dances, in which the incidents of combat are dramatized believing that such Magical Performances will insure the success of their husbands.

Among the Eskimos, the parent, to give his boy the strength of a bear, will sew into his cap the skin from the roof of the bear's mouth. To acquire a fox's cunning, a piece of a fox's head is sewed into one's clothing. These are magical charms of the Eskimo.

Many people delude themselves with the belief of living in a rationalized era until someone in the room opens an umbrella. The power of the evil eye has not lost all its terrors. People will "knock on wood" to avert the consequences of excessive optimism. We have our lucky days and unlucky days. The discovery that thirteen guests have been invited to a dinner party prompts the hostess to make a hasty revision of her arrangements. A horse-shoe insures the well-being of a household. Magical charms are carried by more men and women among us than is generally believed. Some religions teach that Black Magic can only be acquired after "giving-up" a person's soul to the devil; while others claim it is acquired with the aid of evil spirits. The Hindu believes results are had with the aid of The Divine Power, called by some, White Magic.
Voodooism

From the feverish jungles of Africa to America comes Voodooism, a form of sorcery. The Voodoo Worshippers practice both black and white magic. The Voodoo priest will perform weird dances and incantations to the incesant drumming of tom-toms and whining sounds of a gourd fiddle played on by other Negroes. Chickens, goats, cows, and even humans are sacrificed at the crude altar made up of bones. The throat of each is slit open. The body is dismembered and distributed to the worshippers who believe they have been purified by it. Voodooism in the South is practiced to heal as well as to kill. If an effigy represents a sick friend, all his friends join the high priest in entreating the ailing one to become well. If an effigy represents an enemy, various torture methods are used upon same in the hope that the original will suffer and die just as it is meant that he should.

There are two forms of Voodooism. The mild form, known as Obeah, and the vicious form known as Nanigo. Sacrifices at the altar by the Voodoo High Priests are limited to roosters and black cats in the ritual of Obeah, while in the Nanigo cult, devil worshiping is combined, and humans are sacrificed at the altar. This accounts for so much kidnapping of children in vicinities where the Nanigo cult prevails.

The Voodoo Curse

As a result of the voodoo curse, a hoodooed, witched, or conjured person will usually experience bad luck or become mysteriously ill and pass away just as the voodoo curse was meant that he should. Much of the power behind such a curse, whether it be given by a Voodoo Priest, an "old hag," a witch, or anyone else, is mostly suggestion and the results are brought about by the auto-suggestion of the individual that is cursed.

Recently a partially crazed man, believing himself to be God, pointed his finger at another whom he met, and said, "You die." The man, a total stranger, apparently in good health a moment before he had the misfortune to cross the path of the crazed man, dropped stone dead at his feet. The curse had done its work.

What was the power that this crazed man possessed that could produce sudden death in others? It was the power of one mind over another. A powerful suggestion which was accepted and acted upon just as the crazed man meant that it should.

A number of years ago the writer was called on the following case. The facts are as follows. While having his fortune told by a Negro woman on South State street in Chicago, a young man showed much interest in the art of crystal-gazing. As a result, the fortune-teller loaned him some books on the subject of crystal-gazing. With the promise that he would return the books safely, he thanked her and departed. For some reason or other, he failed to return the books within a reasonable time. The fortune-teller became angry. When the young man's sister dropped in to have her fortune told by this fortune-teller, she was told that unless her brother returned the books he would lose his power of speech. The sister became frightened and upon arriving home conveyed the message to her brother. He apparently accepted the threat as a joke and did nothing about the matter. Some three weeks later he commenced to talk less. He talked only when he was asked a direct question but not otherwise. A little later he refused to pay attention to questions put to him and so replied to none. He walked about as a man in deep thought. He seemed to age many years in but a few weeks. When he commenced to show signs of insanity he was confined to an institution for the insane. It is unnecessary to go on with the story. It is here given as an example to illustrate the power of a curse. The writer learned that the borrowed books were either lost or stolen so could not be returned. To save his face, the lad refused to see the fortune-teller or make good the loss. Feeling guilty, he became susceptible to any suggestion from this source and so the punishment, loss of speech, was accepted by him even when it was delivered to him indirectly by his own sister. He soon lost his power of speech and mind too as a result of the "curse" placed on him by an "old hag."

The old tales of witchcraft, while erroneously ascribed to supernatural causes and forces, were actualities, and the psychic power of one mind over another was manifested therein. The charms, pow-wows and other superstitious
methods, while in themselves ridiculous and without effect, nevertheless enabled the practitioners to concentrate their minds and powers upon other individuals. Their power over the affected individuals was increased, of course, by the credulity, belief, auto-suggestions of the latter. It was a case of direct, indirect or telepathic psychic influence of one mind over another.

Love Sorcery

As in the practice of black-magic where the woman will concentrate her hatred upon the image of the man who had jilted her, love sorcery is practiced in much the same way. Instead of hatred, love is concentrated upon and directed toward an image in an effort to influence the original. There are many ways of doing this. Because most people believe that one who practices sorcery as a profession is more likely to procure results than one who is not experienced and knows not all of the secrets, has caused sorcerers to charge their clients outrageous fees. The love sorcerer uses an effigy to represent the individual upon whom he is to concentrate nightly for fifteen minutes to half an hour at each sitting. If he is unable to visualize and does not personally know the person, he will insist upon a photograph or something that belongs to the individual to help him concentrate and try to bring about the desired change. Love sorcerers are usually called upon to attract a lover, or bring back a strayed husband or wife.

The power behind the mentioned methods and results that follow such are mainly due to the power of concentrated mental force. That is, the ability of the mind to set up vibrations which affect the individual upon whom they are focused. Because an effigy or photograph helps make concentration easier, is the all-important reason for its use. Combining physical action with thought will often bring about more rapid results.

Psychic Influence

There is a case recorded of an old German physician who was consulted by one of his patients, a farmer, who complained of having his night's rest disturbed by annoying sounds which reminded him of someone pounding iron. He was unable to account for the phenomenon and sought to be relieved from what he considered to be a delusion. The physician asked him whether he had any enemies, and he replied that the village blacksmith, an old man of eccentric character, bore him ill-will. The physician then visited the old blacksmith, and charged him with using magical arts on the farmer. The old man, taken by surprise, admitted the charge, and explained that he was justified in his actions, because the farmer had once cheated him out of some money justly due him, and he was determined to get even somehow. When asked what he did and how he did it, he replied, "I hammer a bar of iron every night at the bewitching hour of zero, and at the same time I think intently of the farmer, and see him in my imagination as having his rest disturbed by my hammering." The physician made the farmer pay his debt and caused the blacksmith to desist. He also instructed the farmer in the art and science of self-protection from psychical influences of this kind.

Self-Protection

We have learned that witchcraft, black-magic, voodooism, the curse and such, all depend upon suggestion for results, whether it be given directly, indirectly or by telepathic psychic means, makes little difference. In order that you may always be master of yourself you must pay no attention to other than desirable suggestions. This will automatically beat off and repel all undesirable influences. By sleeping with your head toward the north you will insure sound sleep for yourself. Sleeping with head toward south, long life. Toward east, happiness and prosperity. And, toward the west, a short life. Now that your eyes are open to the ways and means of self-protection, you are stronger than anything that can be employed against you.
The hypnotized subject has done more to induce the condition than the operator did.

Suggestions are like seeds. You plant these seed-suggestions and watch for results with great interest. Good clean seeds produce a good clean crop.

To this day a hypnotist is still looked upon as a man possessed of weird, strange and piercing eyes. Your preliminary success is more assured if you follow this pattern.

Under hypnosis a subject will not commit a crime that he would not commit in his normal state. If evil suggestions are repeated often even the good may be seduced.

A vast number of students of psychology who have faithfully followed Dr. Lonk's teachings in this book have sent in spontaneous testimonials concerning great mental, physical and material benefits received. With this, the third edition, the author will be pleased to receive other declarations where positive good has been realized. This is not for his own gratification but as a witness to the value of his teachings.

The average medical man does not usually make the best hypnotist. He not only lacks knowledge of the subject but his training at college is such that he learns to refuse to see any possibilities in anything beyond that taught him there. Ordinary individuals who decide to make hypnotism their hobby, who put their heart and soul into healing because they are fascinated by it and not because of the money in it, usually make the best hypnotists and healers.

It has been proved that a powerful ray does emanate from the eyes of an individual who is angry. This ray very much resembles the actinic or chemical ray produced by certain quartz lamps. A momentary glance of one who is angry, upon living yeast cells, has killed them. Therefore, "looking daggers" is a fact.

If some subject of yours tells you later that he does not think he was hypnotized and that he carried out your suggestions because he wanted to, proves that he was in the first stages of hypnosis.

If you keep within the bounds of reason, frequent hypnotization will not prove detrimental to your subject.

A person who has once passed into the state of auto-hypnosis can easily pass into it any time in the future.

Hypnotism is a quiet, restful and beneficial condition very much similar to natural sleep.

A subject given suggestions of failing health and death can be made seriously ill and even made to die. The subconscious mind will work just as hard on suggestions for ill-health as for good health. It is this type of suggestion that is used to frighten people into giving their last cent to various so-called relief agencies or foundations for research on disease. "The thing that I have feared hath come upon me," says Job. The way to fight fear of any kind is to create such an overwhelming desire for the opposite thing that there is no room for fear. Crime and disease presented in bold headlines by the sensational press should receive a discriminating and righteous condemnation.

Unless a subject is actually told that a certain piece of apparatus will hypnotize him, he will pass into a natural sleep. Always remember to suggest that this or that piece of apparatus will hypnotize him because it is a machine or device for producing hypnosis.

Always say to your subject, "I will hypnotize you," and not, "I will try to hypnotize you."

A quiet atmosphere is of much help with any method you may be using.
Prof. Stanley Sokettous, an early Lonk student demonstrates catalepsy under hypnosis.
Never let anyone know you are only a beginner. Give the impression that you have much experience and know your business.

Your voice should be pleasing, soothing, confident and firm. After the subject is in a hypnotic sleep you may change your voice as you see fit.

For greatest success it is essential that you thoroughly master the Hypnotic Gaze as taught you elsewhere in this Manual.

You possess a hidden reservoir of great psychic strength which if exercised will greatly thrill and fascinate you.

"En Masse," means "in body" or "in a crowd." The use of influence on a crowd or a large number of people is often used by great leaders, statesmen, politicians, newspaper publishers, et cetera. This influence must be used by all who wish to succeed in any form of business or profession.

Beware of people who are always putting their hands on you, or patting or stroking you, or wishing to hold your hands a long time. Some people do this from force of habit, and innocently, but others do so with intention of producing a mild form of hypnotic influence upon you.

In magnetic healing or induction of hypnosis with passes and strokings of the hands you will feel the vibratory waves flowing from your hands into their nervous systems.

Bernheim's definition of suggestibility is that it is a mental condition in which suggestion has an exaggerated effect.

Indirect suggestion is a suggestion implanted into the subconscious mind at an unexpected time and from an unexpected source. Indirect suggestion followed up by direct suggestion has remarkable power.

The word "hypnotism" was adopted by Braid at a time when he regarded himself as the discoverer of a principle which embraced the whole science of induced sleep. It is from the Greek word "hypnos," which broadly signifies sleep.

Anyone who tries to force himself to remember soon discovers how futile it is. Force locks the door to memory. Never concentrate on concentration if you want results. Relax and depend upon your imagination. Imagine you soon will recall a certain thing you wish to remember and it will soon pop up without effort or force.

Regression or retrogression is a word used in hypnotism for going or coming back to past events in a subject's life. Good memories last a lifetime while unpleasant memories are soon forgotten. Under hypnosis a subject may be made to recall anything in his past life. If the operator suggests that the subject is now six years old, the subject will not only talk as he talked at the age of six but will also write, walk, recall all his playmates of that age, et cetera. Complexes of fear can be uncovered and brought out into daylight for examination and cure of one who suffers because of such.

The essential thing in producing hypnosis in your subject is to hold his undivided attention in one direction or on one thing long enough to tire one set of nerves. If you tire the optic nerves and suggest sleep, sleep will follow almost immediately. This applies to the auditory nerves, sensory nerves, etc.

Psychology is the science of mental life, both of its phenomena and their condition.

Women have proved more sensitive to suggestion than men. Girls more than boys. Blondes more than brunettes.

Anyone can learn to become a hypnotist if he merely learns to give suggestions so they are accepted.

With the healing forces properly directed by suggestion, the living organism is in itself normally able to cure all curable disorders.
Our newspapers and radio broadcasts are filled with propaganda. Propaganda is the scheme or plan to influence you and all others like you, to do as the propagandist wants you to do. It is the power of influencing you to think their way even if it is wrong and this it usually is. Propaganda raises millions and billions of dollars, makes wars, stops wars, makes us arm, then dis-arm and junk our good ships, sell out our "surplus" war material for a fraction of what it cost us, and then again re-arm and re-manufacture that which we just got rid of so the various manufacturers can make themselves a few more billions of dollars. A charitable (?) organization will tell some city or state that they met their quota of contributions last year and that they must not let it down this year but must again meet the million or billion raised last year for it. Thousands upon thousands of people are made to believe they are working for a good cause by canvassing the neighborhood for one or another of the various charitable (?) agencies. Today the writer read an article in the April 1947 issue of the I.C.S. News where both the Red Cross and the Welfare Agency refused cooperation where it was needed most. The article is about Miss Elsie Bonhiver who had a chair pulled out from under her and as a result of this prank became paralyzed. After making the usual round of doctors she commenced to improve only after engaging the services of a chiropractor. Her problem was to get to and from the chiropractor's office for treatments. The Red Cross and the Welfare Agency were both notified of this service they could render. Both were willing until they learned that it was to a chiropractor that Miss Bonhiver was to be taken. They then immediately turned down the case and refused to have anything to do with it. The police of Evanston, Illinois, stepped in and without contributions of millions of dollars and to any fund of theirs, see to it that this girl is receiving her regular chiropractic adjustment so that she may continue to improve as she is now doing. Our hats off to the Evanston Police Force.

The September 1946 issue of "HEALTHWAYS" Magazine says that the Warming Colors are Orange-Red such as Henna, Terra Cotta and Tangerine. It also says that crying babies are soothed by Blue Light. You will no doubt want to subscribe to an excellent health magazine that is loaded with health facts. The price is but $2 for a full year of 12 issues. Address Healthways Magazine, National Building, Webster City, Iowa. (No, you don't have to mention you saw their ad in this book. They did not ask to have it advertised and this book is not accepting ads.)

Another item I want you to be put wise to is a book put out by the Columbia Publishing Company, P.O. Box 1623, Washington, D.C. The title of the book is "MEDICAL MUSSOLINI," price only $3 and worth it. This same concern also sells the book, "WASHINGTON SQUIRREL CAGE," priced at $2. Both books will open your eyes to many things you never believed possible.

If you want to know where cancer comes from and why the increase of syphilis and other ill health you should procure a copy of the book titled "The Horrors of Vaccination and Inoculation at Work," published by Dr. Vera L. Young, 604 Joplin National Bank Building, Joplin, Missouri. With clear photographs of actual cases you will see how cancer develops following injections of the various serums foisted upon the public. Write to Dr. Young for prices on this book. Procure a copy and save yourself and others from cancer, syphilis and anterior poliomyelitis (infantile paralysis).

"100,000,000 Guinea Pigs" by Arthur Kallet and F. J. Schlink, and published by Grosset and Dunlap is a low priced book that you should procure. It covers the dangers in everyday foods, drugs, and cosmetics. This is a must item you should have.

A copy of "Challenge to Germ Theory of Disease" by Reputable Doctors of Medicine, will be sent you free for the asking if you will send your request to Responsible Enterprises Association, 1232 Majestic Building, Detroit 26, Michigan. As a thinker and believer in liberty you will also want their list of books so that you can choose those of interest to you.
Answers to Your Questions

No book or course of instruction has ever been written where the reader finds every question answered that comes up in his mind. There is every reason to believe that this book is no exception. There is also every reason to believe that you may have a question or two, which, if answered, would give you much satisfaction.

Because it takes both time and effort to answer letters from those who send in questions, it has been found imperative to make a charge of $1 for such service. Write your letter plainly, make your questions clear, enclose the required fee of $1 (currency, stamps or money order) and also include a self-addressed and stamped envelope for your reply. Such a letter will receive Dr. Lonk's personal attention. That which is a small amount of expense and trouble when divided among many becomes a heavy burden when borne by one. For this reason your cooperation is requested when you write.

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And so, dear student and friend, I conclude this Manual of Hypnotism. If you have gained more knowledge as a result of carefully reading this book and have gained greater success, health, happiness and prosperity by having put into practical use the knowledge you have gained, then my efforts have not been in vain. The oftener you read this book and apply my teachings, the greater will your success be. Under no circumstances part with this book. Your entire future depends upon this.

Fraternally yours,

Dr. Lonk (himself)

NOTICE

This book is sold for educational and entertainment purposes only without claim to any supernatural or occult power differing in any sense from the common gift to humanity. It was written for the busy individual whose time is extremely valuable and who cannot find time to wade through volumes of books seeking that which is to be found so conveniently within the covers of this one book.

THANK YOU

BUT ONCE

I shall pass through this world but once. Any good, therefore, that I can do, or any kindness that I can show to any human being, let me do it now. Let me not defer nor neglect it, for I shall not pass this way again.

DR. ADOLPH F. LONK
PALATINE, ILLINOIS
Stanley Sokettous here demonstrates anesthesia with twelve pins stuck into subject's face.
(Pins were touched up by the author to clarify.)
Professor Willard D. Nordahl, professional hypnotist, student of hypnotism, mentalism and magic, puts on an interesting demonstration of the science. Note the excellent stage setting.
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