

DEAR FRIEND:

I wish to thank you for the interest you have shown in my work, and to assure you that I am always glad to be at your service. I want you to have a better outlook upon life, and through my knowledge and study I have given in this series of works a form, through which I hope to assist every soul in building their character and shaping their destiny so as to experience a happier and more successful life.

In this course, I have attempted to point out common failings and show you how to overcome them.

Thus armed, it is possible for you to accomplish great things and be a great individual. What are you going to do about it? Are you going to agree with the good features, disagree with the bad and let the matter rest there? Or are you going to make a real effort to better yourself, your conditions and your surroundings? I hope you will decide upon the latter.

My life has been dedicated to helping others to help themselves. This is a very difficult task, but if I am able to show ONE SOUL the Pathway and lead them to happiness, my work has not been in vain.

Book of Wisdom

"SUCCESS THROUGH DIRECTED THINKING AND CONCENTRATION"

I want you all to believe that success is a condition of mind and that happiness is to be found within. That if we think, talk and express health, happiness and success, it shall be attracted to us. If We gradually unfold our minds properly we can attain anything that we desire. If we give life in abundance, if we emit courageous thoughts with active power, confidence, joy and freedom, we shall likewise receive. By trusting, believing and loving others, We shall enlighten our own path. As we sow, so shall we reap. To this end we unite our minds in united concentrated thought forces.

In the following pages you will find personal lessons and codes. It is a Fundamental Course of Psychology and one which will benefit you mightily if you use it intelligently and carefully.

Lesson Number One **POWER OF MIND**

Choose wisely and carefully just that part of this course of Instructions you wish to use. Begin the first day to use it. Do not read and study and not APPLY my teachings given here, and in the courses I recommend for you. USE THEM IN YOUR PROFESSION, YOUR BUSINESS, YOUR HOME LIFE, YOUR PLANS AND YOUR DESIRES DAILY. KEEP IT UP!

It is not the quantity of concentration, reading, study and planning which you "do" that gives you success; it is the quantity YOU USE, that makes you great and brings you success. Please do not just read over this work and cast it aside, but STUDY AND APPLY IT DAILY IN YOUR LIFE WORK.

KEEP GROWING IN YOUR PROFESSION, YOUR BUSINESS, YOUR HOME, YOUR LIFE PLAN. Do not shift, change, quit or go backward; reconstruct your ways of thinking and make a new use of your latent possibilities. Do not excuse yourself that you are too tired to study; think and plan some bit of time in each day. If you wish to keep youthful and vigorous in Mind and Body, EXERCISE DAILY BOTH MIND AND BODY. Reconstruction power is within you. Believe and use it.

Start right where you are. Begin with just what you have. Bring out your reserve forces. Adjust you whole life to a new growing power. Cut loose from the past. Stop hugging the dead failures of days gone by. Stop saying you are a victim of circumstances. **YOU ARE A MASTER OF FATE.** Are you nervous, sensitive, easily upset? Why? Take yourself in hand and find out. **THEN, WITH AN INDOMITABLE WILL, ASSERT YOU ARE BRAVE, POISED AND CALM.** Keep doing that until you are free. Do that with any habit you have. Why have you the habit? Put yourself in the witness box and your soul under oath; question yourself. Do you think life a failure? Why? Then march yourself into the judgement hall of your conscience. Stay there until you get the answer. **RECONSTRUCT YOUR WAYS OF THINKING.** Remember, I am not giving you this work and leaving you alone. My mind will constantly assert to you that power which never fails-**THE INFINITE INTELLIGENCE.** I shall do all in my power to guide you, carry you forward. I am daily working with you. **DO YOUR PART!** Follow the instructions I give you and the courses I outline for your best development. Take your margins of time and use them in this study and application of Psychology in your Business, Profession, Home Work, Plans and Ideals. Keep your Faith glowing with glad expectation. Let every day find you applying the rules, the Codes and daily driving your reserve mental energies into new and larger possibilities. Go forward with a joyful confidence. You are sure to have come to you a gift of a new power. The times are just ripe for you to win your big life success. Grander opportunity never was offered than **NOW.** **CONCENTRATE-THINK-WORK.** Use your gifts, your abilities and your spare hours. **KEEP USING THE TEACHINGS SET FORTH. TRY THEM AT ALL POINTS AND ANGLES.** Get your life into a new and absolute control. Take a new command of yourself. Work without friction. Order your life so that it shall run smoothly with harmony and happiness each day. **BELIEVE AND KEEP BELIEVING THAT YOU WILL WIN**

Lesson Number Two
SELF CONFIDENCE

COURAGE is the key-word to all success. Courage to reconstruct yourself. Courage to burnish your personality free of all rusty notions, habits and stale ways of doing things. Courage to **TRAIN** yourself daily in the professional work. If you feel down and out, start now by putting yourself under discipline of positive rules of living, thinking and acting. Read the history of lives of great men. Chart them and you will begin to absorb courage from them. You will become invincible in courage, if you will keep on and on. The way to cultivate courage is to associate

with the courageous and do brave things. Look for a daily chance to do some strong and brave thing.

SELF-CONFIDENCE is readily gained along with courage. Study yourself. Weed out your weaknesses. How? By cultivating self-confidence and courage. Read and study heroic lives. Get at the psychology of the men who have won great success. They will breathe into your subconscious soul a new power. You will add fifty per cent to your stock of self-confidence and courage. They will come to you out of the Unseen and minister courage and clothe you with self-confidence. Get with the ILLUSTRIOUS LIVES OF GREAT MEN AND WOMEN RIGHT IN YOUR OWN POSSESSION, YOUR OWN BUSINESS, YOUR OWN MINISTRY. STAY WITH THEM. KEEP IT UP. YOU WILL BECOME INVINCIBLE.

Get some great cause upon your heart until it burns. Get some great purpose, motive, ideal for which you are ready to die. Dedicate yourself to it. Forget self. Forget the world's gilded allurements. Picture or visualize yourself as like the great men and women of the past. Set your mind steadfast. Set your soul afire with their zeal. They will again come back from the Spirit World and walk and talk with you, as did Moses and Elijah with Christ on the Mount of Olives. They wait to inspire you. Do as I tell you. Keep it up. It is true in every profession, every walk of life, in education, science, art, music, oratory; in politics, governments, literature and invention. BEGIN TO STUDY AND CHART TODAY.

CODES: "TODAY I WILL THINK, PLAN AND ACT WITH COURAGE."

"I SHALL GO ON BRAVELY, I SHALL NOT FEAR NOR FALL."

"TODAY I SHALL WALK AND COMMUNE WITH GREAT MEN OF THE PAST AND WITH THEIR GREATNESS I SHALL BECOME NOBLE."

"ALL THOSE WHOM I MEET TODAY SHALL BE MADE GLAD BY MY CHEER, MY CONFIDENCE, MY HOPE AND MY SPIRIT OF JOY."

"I SHALL GO FORTH WITH COURAGE, THE WAY SHALL OPEN BEFORE ME. THE DELIGHT OF DOING THINGS IS MINE."

"SUCCESS, POWER, HAPPINESS ARE MINE. I SHALL CLAIM AND WIN THEM."

Now keep up the use of these Codes and others you will find in my books and personal work. Seek for some Code as you read the lives of great men and women. Coin their words into Codes for yourself. It will bring you closer to them. KEEP DOING THIS THROUGH THE YEAR. Never cease to study and apply the great

forces that you will find made men and women in the past noble, successful, famous and of great service to the world, **MAKE THEM YOUR FRIENDS.**

Lesson Number Three

BUSINESS PSYCHOLOGY AND PERSONAL POWER

Get ready. Be prepared. Get into position and condition.' Men and women who win are those who are ready. They are in position, right in the path, they are on the road, they are ready. Arouse your zeal, quicken your initiative, cultivate alertness, power of observation. **GET READY AND KEEP READY.**

Keep in health. Quit being half well. Stop complaining. Get away from weak dawdling. Put an end to sick talk, introspection, thinking about fearing disease. Keep tab on the hours of one day-how many negative thoughts do you have? How many sick thoughts? How many doubts, fears and qualms of nervous apprehension? How many people have you talked sick talk to and with? Get your mind out of the morbid fog of sick thinking, and your body will come forth into the glow of health. Health is business ability and also increases the power of attraction for your loved ones. No matter if you have been groveling in sick thinking for forty years, you can enjoy health for the next twenty years. A perfectly well man read a patent medicine booklet to see if he was sick - and he was. Be done with doctoring. **GET THIS HEALTH HABIT, THEN SUCCESS IN ANY LINE COMES.**

HOW TO KEEP IN HEALTH: Keep your body clean inside and out. Watch your diet. Avoid red meats and rich dishes. Eat simple, wholesome food. Drink an abundance of water. Have on your breakfast table the year around-BRAN-plain, uncooked wheat bran. Eat it on your cereal or on a cereal with milk and sugar. Keep up its daily use. A box of it will give your mind and body more working, business power than five pounds of beef-steak. Have figs, dates or prunes on your breakfast tables. Eat amid cheerful surroundings, masticate thoroughly, get up from the table feeling that you could enjoy a bit more. Eat vegetables, fruits, nuts, rye bread, whole-wheat bread, corn bread, bran muffins, rolls and nut bread. Keep it up.

Next, keep your body warm and dry and give it sunshine and air. Humor, fun, joy, gladness are internal sunshine. To be a successful business man or woman you **MUST FILL AND KEEP FILLED** both your mind and body with these great tonic forces of life. Give at least one each day to open air exercise-walking, playing, romping, swim rowing and climbing. You can do twenty per cent more business

time left, if you apply yourself joyously and regularly to, it. Daily, practice deep breathing. Take ten deep breaths, inhale through the nose, expel forcefully through the mouth. Rest and repeat. Do this until you have taken one hundred. Keep it up. Next, get rid of irritability, crankiness, grouch habits. You will find it easy if you follow the advice given above. The cause of these habits is found in wrong eating and living. Study, seek for and cultivate good nature, geniality, kindness, a radiantly happy personality. It is money in the bank for you. Business is the power to live well; it is the price of the best in life. Business is the great game of living. It is the joy of playing the game that holds the large reward. Beware of sordid greed and avarice. Millions in money do not make one great, happy or successful. **IT IS THE POWER TO DO THINGS, TO CONSTRUCT, TO PRODUCE, TO CREATE AND TO BE OF SERVICE IN THE WORLD THAT BRINGS GREATNESS, SUCCESS AND HAPPINESS.**

Lastly, think over your problem. Examine yourself. Call yourself to account. Where is the loss, the leak, the waste? **CONCENTRATE - THINK - VISUALIZE - ACT.** Get into command of **YOURSELF.** "He that ruleth his own spirit (Himself) is greater than he that taketh a city."

Lesson Number Four
BUSINESS EFFICIENCY AND CODES

CONCENTRATE - THINK - PLAN - VISUALIZE - ACT. Let these words sing in your soul every hour of the day. Keep it up. You cannot fail in anything if you do. A storekeeper in the West was going to sell out-quit a failure. He had a dingy, brown painted store with small windows and rickety porch. He took my advice, borrowed two hundred dollars and painted his store a warm, sunshine, fawn tint. and, enlarged his windows, then rearranged his stock. In thirty days he increased his business twenty per cent. If you fail where you are, the trouble is not with the location; it is with you. **STICK AND WIN.** Study yourself. Think over your way of doing business. Thrash yourself. How do you meet people? How many people do you meet daily and look straight into their eyes and smile? Make a note of this through one day. What interest have you in those people you do business with? Have you a warm sympathy -for them? Do you do business with them to help them, just as much as you help yourself? If you wish a new joy and success in doing business, get interested in yourself, your habits, faults, attributes of temperament, likes and dislikes, your character, your aims, your mind, heart and soul. Have just such an interest in those people with whom you meet and have dealings. **STUDY YOURSELF. FIND YOURSELF. GET HOLD OF YOURSELF. TRAIN YOURSELF.**

SELF- TRAINING: Spend an hour daily **CONCENTRATING**. Keep thinking. Set your thoughts down. Sift them. Get the chaff, the weeds, the weakness, the petty faults, the self-seeking and loud boasting out of your system. Keep burnishing and glowing these splendid but, neglected elements of your nature. Stop talking and begin to think. Thinking is reserve power. You grow only by concentrated thinking. You will always stay where you are if you fail to **CONCENTRATE** and **THINK**. Put yourself into the school of Right Thinking. Keep yourself there for one year, and you will double your happiness and business abilities.

BUSINESS DISCIPLINE: You made an error. Why Not look at it lightly: call yourself to account. You failed in a deal. Why? Just look at it. Look through it. Where did you err? What did you lack? Where did you find your fault, penalize yourself, punish yourself? Enforce the law in your personal life. This is the way to have a better world. You defaulted in an obligation. Why? Mark you, if you fail to compel yourself to answer and make good in the full measure of justice, **YOU ARE THE ONE WHO WILL SUFFER THE MORE LATER**. Your whole moral nature will retain the canker and the blight. It will appear to you in some greater harm in after years. Discipline yourself daily.

BUSINESS CODES: Use and keep using these Codes. They will grow new brain cells of Faith, Courage, Joy and personal Power.

"**TODAY IS MY OPPORTUNITY, I SHALL WIN.**"

"**TODAY I WILL CONCENTRATE, THINK, VISUALIZE, PLAN, ACT.**".

"**I DENY THE MASTERY OF CONDITIONS, I AM MASTER.**" "**I AM AS I THINK, THEREFORE I WILL THINK HEALTH. JOY AND SUCCESS.**"

"**HEALTH IS NATURAL, NORMAL, RIGHT THINKING, SO I WILL THINK HEALTH. I AM IN BUSINESS FOR THE GOOD OF OTHERS, AND FOR MY OWN GOOD. THIS DAY I SHALL SERVE MYSELF BEST BY SERVING OTHERS WITH MY BEST ABILITIES.**"

Rearrange your business life, your office, your desk, your home, your goods, your own personal appearance. Get away from stale, dull, dead routine. "Be renewed in the **SPIRIT OF YOUR MIND.**" "**YOUR youth shall be renewed like the eagle's, you shall run and not be weary, you shall walk and not faint. MIND IS POWER.** There is no limit to your possibilities in thought, plan and action. **BELIEVE AND KEEP BELIEVING YOU WILL WIN. KEEP YOUR FAITH GLOWING WITH GOOD EXPECTATION. COME BACK AND STAY IN THE FIGHT. YOU WILL WIN.**

Lesson Number Five
CONCENTRATION

In the preceding Lessons, and, in other parts of my work, a great deal is said of "CONCENTRATION," and this all-important subject cannot be too strongly emphasized, because it is my personal belief that with the aid of CONCENTRATION, any desired condition can be brought about. Thus it is the real KEY that opens the door to everything worth while.

In whatever line creation is sought - circumstances, health, mental discipline, efficiency, love, or what not - FAITH, BELIEF, REALIZATION and, most important of all, CONCENTRATION, will be factors that are indispensable.

Everywhere in nature, CONCENTRATION and VISUALIZATION are necessary to the formation of matter or material things in their various forms. Eliminating the things that were put here by our Creator, such as the mountains, rocks, rivers, etc. Everything we now enjoy in this world was first a VISION in the mind of man. The clothes you wear, the house you live in, the telephone, electricity, automobile, aeroplane, steamboat, railroad train, and countless other things in which we take such great pride, were first only a VISION in the mind of man, but through FAITH, PERFECT CONCENTRATION, CLEAR VISUALIZATION, CAREFUL PLANNING, DYNAMIC ACTION AND PERSISTENT -LABOR those "VISIONS" at last become a "REALITY." The greater you train your power of VISUALIZATION and CONCENTRATION, to that much greater degree will run your success. THINGS DO NOT JUST "HAPPEN"-THEY MUST BY SOME PHYSICAL OR MENTAL ACTION BE CONSCIENTIOUSLY BROUGHT ABOUT.

CONCENTRATION is the first step. It would be impossible for water to become ice if it were kept in constant motion. CONCENTRATION is like the provision of a channel to a stream of water which is running over here and there, in twenty different directions, wasting, having no effect, but the placing of a deep channel would attract all the water to one place and its force would be sufficient to drive a mill.

The training of the MIND requires: First, a careful analysis of thought in order to discover our failings in this regard. Second, CONCENTRATION upon what is good, useful and true, and lastly a DIRECTING OF THOUGHT to the accomplishment of that which we desire.

Courage of the student to face the truth about himself, and the will to persevere in the work of reform in this world of thought, lead unquestionably to peace, to mental strength and to the adjusting of his life to conditions, however difficult these conditions may be.

WITH a strong character gained by WILL CULTURE AND MENTAL DISCIPLINE, brought about by SCIENTIFIC CONCENTRATION, personal power is assured, and living on the superior side of life, on the highest side of the soul, as taught by the courses I prescribe, the student gradually develops a power of mind that will enable him to cope with all life's problems, and new avenues of light, faith, courage and opportunities are opened to him.

Lesson Number Six
WORRY — HOW YOU CAN STOP IT

Worry is a thought which goes round and round as a cycle, always returning to its starting point. It can best be exemplified by that classical cry of the worried man, "What shall I do? What shall I do?"

If the worried one will put the question to himself, just once, "What shall I do?" and then proceed from ONE STAGE OF THOUGHT TO ANOTHER, FROM ONE SOLUTION TO ANOTHER, until the right thought and the right solution are arrived at, such a process could not be called worry. It is only when the mind hems itself in. When it either refuses or is unable to see any way out of the problem and at the same time refuses to avoid the problem altogether, it is then that the state of worry exists.

Worry is an artificial state of the mind which may be based on a real situation. The situation in question calls for a solution, but the worried man lets down all his mental shutters and sits in the dark, refusing to let a single ray of light enter. Back and forth goes the troubled mind. Back and forth it weaves its monotonous design until all mental effort becomes painful. Thereupon it seems as though the harassed intelligence takes a delight in increasing its pain. It feeds on its own suffering. Common sense and reason are thrust aside and are replaced by a morbid frenzy. The mind seems bent on its own destruction.

If the worried individual will but take this situation into his own hands and pull it apart and rearrange it, he would find that his problems are by no means insolvable. THAT IF HE CONTINUES TO BE WORRIED, IT WILL DO HIM NO GOOD.

In fact, one who is afflicted with the worry habit will be aided enormously if only he can be made to clearly and definitely realize that worry will only hurt him; that a ton of it will not get him an ounce of results: that there is absolutely no profit in it; that a year of it will only represent the loss of that year and perhaps vital injury to the mind, the nerves and the body: that no man is so constructed that he can carry a full load of worry on his mind and still retain a measure of successful thinking and executive power.

Worry is a result of fear; it is the terrible legacy that fear leaves behind it, and success can rarely come to those who spend more time in worrying than in doing. Worry takes away the power to plan or do. It turns life into a chartless sea. It is impossible to go ahead; the ship of thought can not be steered to one side, nor can it be turned back.

The worried mind is in a constant turmoil. There is a vortex in the center of it and everything whirls round and round until all thought is sunk into it. It is a vicious circle.

Those who would succeed must break this circle and no matter how they break it or where, as long as they get out of it, they are bound to be better off. Finally, worry may be compared with a good food which has been spoiled and gone bad. It is "thought" spoiled and gone bad.

Avoid it like a plague; when a worried thought comes around, face it and solve it and if it seems impossible to do so, at the moment, then get away from it—go see a play; dance; sing; do anything BUT DON'T WORRY.

Lesson Number Seven

THE INFERIORITY COMPLEX

— Success Through Right Thinking —

Many people suffer from the sense of inferiority. Some are conscious of this fact and often make attempts to overcome it, while others suffer just as badly from this peculiar mental state and YET HAVE NO REALIZATION OF THEIR CONDITION.

The sense of inferiority is usually due to many defeats suffered at the hands of life until the individual is convinced of his or her own ineffectiveness. The sense of weakness, the fear of those who are stronger becomes a permanent part of their mental equipment. They become like some fighters, who after having once been

knocked out, enter the ring thereafter with a feeling that at any moment they may be knocked out again. THE EXPECTATION OF DEFEAT BECOMES A HABIT. As a result, the fighter's heart is not in his task. How can he strive for success when he is almost certain that success is impossible?

The individual who would succeed and who realizes that he suffers from the feeling of inferiority should turn his gaze inward on himself and proceed to take stock of his qualifications. For fundamentally speaking, the sense of inferiority is based on the feeling of inadequacy, a sense of being unqualified.

In searching into his own make-up, this supposedly inferior individual must proceed to take an intelligent inventory of his shortcomings. He must not be afraid to face the truth. He must look over all his equipment and whatever he finds missing, he must supply himself with, if possible. If this can not be done, then he must find something for which he is well equipped and proceed to develop himself and to function in a field where he is no longer inadequate.

Another thing to keep in mind is that an individual may be at one time inferior, but after the lapse of a year or two, perhaps only after a day or two, he may find himself thoroughly capable of mastering it. In other words, the inferiority may be only momentary or temporary.

Still another and even greater fact is the truth which has been pointed out by many psychologists, that inferiority may not be real at all. The individual who deems himself inferior to a situation is frequently UNCONSCIOUSLY MAGNIFYING THE SITUATION AND MINIMIZING HIMSELF.

This is born out of too great a respect for the achievements of others and the exaggeration of the powers of other individuals as compared with his own. Occasionally this is due to a sort of fear of life itself, as though life were a great destructive force pressing like an enormous weight on the individuals who inhabit this earth; eventually crushing us all.

Inferiority is a terrible thing. It turns every song into a dirge; it changes hope into despair; it draws a black cloud over the sun. It poisons every thought and every act. It sets a cheap valuation upon one's self, which leads the whole world to value us accordingly. It presents both cheeks to be slapped and to be slapped again and again. It is an invitation to ridicule. It turns one into a mole burrowing blindly into the ground. It weakens digestion; it destroys virility and vitality, It invites death and dissolution. It is a step backward on the part of man. Back into the lower

orders of animal life. IT IS SELF-SLAVERY WHICH CALLS EVERYTHING ITS MASTER.

REFUSE TO BE INFERIOR. Equip yourself for the battle of life, Though no matter how poorly equipped you may be, if you will just stand up and fight and even if you are knocked down, get up and fight again, and no matter what happens, fight on and on, you will find your heart glowing to the sense of being alive-of being real, and worthwhile. You will have achieved success-for at the very least, you will have become a successful human being.

That, after all, is the greatest success-the most personal-AND THE ONLY SUCCESS THAT IS REALLY SATISFYING.

Lesson Number Eight
LAW OF VISUALIZATION

The physiological-psychologist affirms that we dig a "brain-channel" whenever we first observe or receive an impression.

REPETITION DEEPENS THIS "CHANNEL."

ASSOCIATION LINKS IT WITH OTHER ALLIED "CHANNELS. "

VISUALIZATION IS THE ACT OF RECALLING TO THE MIND THE EXPERIENCES OR SENSATIONS RECEIVED, REITERATED AND ASSOCIATED.

When visualization becomes a habit, it will make these recollections instantaneous.

To visualize, it is necessary to form an exact mental picture. image or concept of the object or fact you wish to memorize. It is desirable that this mental image be made clear and vivid.

A good exercise for the development of the power of visualization is as follows : Write out from memory a detailed description of some room with which you are familiar and carefully compare what you have written with the original. Note any omissions. Begin by describing a room in your home or your. office. Include in your description every important detail which you can call to mind. The effort of doing this is the most valuable part of this exercise. Repeat this exercise, applying it to places, people, scenes and objects. This will tend to improve the accuracy of your perception and the power of recollection.

It is a fine practice to write down on a slip of paper the name, date, number or place you wish to remember. Have a good look at this written memorandum, study the outline and appearance of the letters and you may then throw the note into the waste paper basket — YOU WILL ALWAYS REMEMBER IT.

If you do not find it convenient to write out the name or fact, utilize the following: Close your eyes. Form a mental image or picture of the name or page you wish to remember. See the type in large, clear, electric-light letters on a dark background. SEE IT! VISUALIZE IT! SEE IT CLEARLY! You may then dismiss it from your mind. You will never forget it. The foregoing method is particularly effective in memorizing notes, poetry, speeches, plans, localities, names, etc.

Lesson Number Nine
LAW OF EXAGGERATION

Exaggerating a fact, idea or object out of all proportion to its actual value, size or appearance will serve to aid the memory through greater vividness or prominence. INCREASE, MAGNIFY, ENLARGE or AMPLIFY any statement or fact you wish to impress upon your memory. Sister asks you to stop at the milliner's on your way home and get her velour hat. You solemnly promised to perform this little errand and you forgot. If you were to practice using exaggeration, forgetting would become exceedingly difficult. Form a mental picture of sister's hat. Visualize it as twice its actual size! See it AS LARGE AS A HOUSE. TRY to forget it! Mother asks you to bring home a package of pins. You habitually forget these little errands, that is—unless you have tied a red ribbon around your finger. To remember the pins, all that is necessary is that you form a mind picture of a pin. See it as large as a ten penny nail. Picture it as large as a broom-handle. SEE IT AS LARGE AS A TELEGRAPH POLE. That sticks. Doesn't it?

Lesson Number Ten
LIVING TO BE ONE HUNDRED YEARS OF AGE

LONG LIFE COMES OF RIGHT THINKING. PURE AIR. PURE FOOD. PURE WATER. BY RIGHT THINKING RESOLVE TO LIVE ONE HUNDRED ACTIVE YEARS OF HEALTH, SUCCESS AND HAPPINESS. QUIT THE OLD AGE HABIT.

RIGHT THINKING: You have held the idea of old age coming at seventy years. Start today thinking of life as possible, active, strong, successful and joyous at one hundred forty years, just as Job did, or Isaac at one hundred eighty years, or Noah,

who set sail on his life's greatest adventure when six hundred years old and enjoyed the thrilling voyage so much he lived three hundred :fifty years more. Don't short circuit your life with pessimism, doubt, unbelief, worry and fear, but get a far forward thrust of projective FAITH IN LIFE.

THINK JOYOUSLY: Life is a restless, fretful fever with most people until they are :fifty years old, then we become sensible until seventy-five and then become splendid in the golden fruitage as we glide smoothly across the one-hundredth meridian. It is joyous. Think of life in terms of joy and living. Get all thought friction out of your daily life. Banish all negative, depressing and life-destroying notions. Quit blaming someone else for your own unhappiness. In the crashes of life, be calm and think joyfully. No one on earth can rob you of joy but yourself. Quit wearing crepe for the past. No one in heaven wants you to wear black mourning on earth. Clinging to a dead past will decay the soul, mind and body and shorten life.

THINK WITH VISION: Get an ideal, VISUALIZE a purpose and splendid objective in life. Select something large, strong and worth while. Something worth a hundred and fifty years of dedicated soul. mind and body forces to achieve. Something selfless, something creative, something productive, something that will minister to the world's joy, beauty, power and prosperity. Keep your vision clear, noble, far-reaching, inspiring, selfless and thrilling with intense adventure.

THINK WITH FAITH: Cultivate a faith thought that is bigger, grander, more enduring than any crash of adversity, smashing of plans, disappointment of hopes, or the pangs of broken loves can overthrow or destroy. Begin at once to grow that faith, let it lift you up and up to those serene altitudes where nothing in this world can disturb you. Up to where you can stand beside Gordon at Khartoum facing defeat, loss, hunger and death, and sending these words to the general of the army of his besieging enemies; "God has made me without fear, I know not how to surrender." Keep your faith shining with glad radiance. Believe with joyful confidence and full expectation. Keep believing that your plans ideals, dreams and desires will surely be fulfilled. You will not grow old with such a faith, but will renew your youth.

THINK SELFLESSLY: Get into the happy attitude of mind that life is giving and not getting. It is the purling spring, the running brook, the flowing river that ever imparts its fresh and healing waters to refresh the thirsty woodlands, the pasturing hills, the green meadows and grain laden fields of the world. Let your life flow out and you will ever renew its fountains of power. To enjoy long life you must live

your life joyously. It will take courage, but it is a "Spring of Eternal Youth" to just outpour your life. Not hit-or-miss or foolishly, but a well conceived plan. In some big life objective. In some grand and productive work. In some service, even very humble, which you daily glorify with self-forgetting ministry. It may be very obscure, humble to you, but it can never be lost, and you shall be set free into ever-enlarging life work. STOP SICK THINKING: Stop reading medicine ads. Stop thinking sickness, rehearsing your little physical ills to everyone you meet. Stop these little ills from running through your body. Stop saluting your friends with "How are you?" "Are you well?" "Are your folks well?" Stop putting such sick suggestions into your greetings. Stop it. Say to your friends. "Glad to see you." "You are looking fine." "My, you look ten years younger than you did ten years ago." Put a cathedral bell stroke of cheer into your greetings. If you stop sick thinking and talking, you will add a score of years to your life. It is a serious and sinful habit. Be done with it forever.

PURE FOOD: Make your diet simple. Right thinking and right diet will cure your stomach troubles, indigestion, constipation, face eruptions, liver and kidney troubles, rheumatism, neuritis, tonsillitis, hay fever. Wrong food and worry, fretfulness and selfish thinking bring on all the above ills and many more. Now cheerfully make your diet simple and cheerfully keep it up. Have sifted wheat bran on your breakfast table the year around. You can get it at all mills or your grocer. Eat it on your cereal generously with milk and sugar, add some dates, steamed figs or prunes. Eat fruit of some kind every morning. Stop eating too much, and eat more slowly. Stop eating meat; in its place using Olive Oil. Make it a rule to have at least two tablespoonfuls of Olive Oil daily with your meals. Mix it or take it just as you like best, and you will come to like it if you will keep on. Drink water or milk; avoiding all stimulants. Drink a cup of hot water on rising every morning. You can add fifty years to your life by right eating.

PURE AIR: Get all you can of it. But that means more than merely having your sleeping room window open. Do this while walking in the open-take up deep breathing, inhaling deep breaths through the nose, expelling forcefully through the mouth. Repeat ten times and rest. Keep on until you have taken one hundred. Do this every day in open air. To be free of catarrh, asthma and throat troubles, take a tea-cup full of warm water, add common table salt until it is mildly saline, close one nostril by pressing it with your finger and putting your nose into the solution, draw it up into your head and back into your throat. Do the same with the other nostril. Do this night and morning until your head, throat and nasal passages are healed and clear. Do it once a day always, to keep the passages antiseptic. It will keep germs from forming and getting into your lungs. Deep breathing and care of

the nose and throat will add many years to your life, for it is the one sure way of vitalizing and purifying the blood.

PURE WATER: Drink water with sensible moderation. Drink it rather than anything else. Drink it slowly, do not drink ice water, sip it slowly. If you're subject to headaches, drink more water. Increase the use of olive oil in your diet. Drink from one to three cups of hot water each morning one-half hour before eating or an hour is still better.

GOOD EXERCISE: Cheerfully, joyously exercise each day. Have some game, some well planned exercise. Keep it up. Let down all mental and bodily tension by playing each day. If you cannot do anything better, at least take exercises given in the foregoing pages. Keep working at the exercises. You will grow youthful the more you work along the lines of such simple but effective exercises. Keep up the happy 'habit of building your body daily with happy exercises, without strain or exhaustion. You can build up a strong, ever renewing physical force that will mean youth at one hundred years. If you are closely confined to indoor occupation, get out into the open air for an hour of real bodily exercise and reconstruction. You will at once see it is the best life investment you have ever made.

PERPETUAL YOUTH IS GROWING: Keep growing and you will stay young. We decay when we stop growing. If you retire from active life, you will soon retire from the face of the earth. Get new plans, new -activity, new outlet, new creative interest. Keep growing.

MAKE YOUR PROFESSION, YOUR BUSINESS, YOUR WORK A DAILY JOY: Make it be so, no matter what. it may be, or where it may be. Quit the notion that your daily life is hard work. Delight in it, until it becomes a daily joy. Just as surely as you start upon this idea of making your daily task a joy, you will grow new brain cells of positive youth and power. The whole nature and meaning of life will change.

KEEP OUT OF RUTS: Take a new path. Get new ideas through **VISUALIZATION.** Believe new truth. Keep your faith youthful, progressive, constructive and glowing with keen enthusiasm. Put it right into the least and the greatest things you find to do.

ROOT OUT NON-ESSENTIALS: Keep your daily life and business free of encumbering influences, dead wood, useless material, worn~out methods. Root out

the weeds that encumber your soil of success. Keep thinking with sharp, clear and decisive determination to live free for action.

KEEP YOUR WORK IN ORDER: Avoid confusion, distraction, interruptions and all disorganizing influences. Shut them out. Keep your mental and business engine free of gumming carbon. Have your work in order. Have a system that keeps growing in power and simple in operation. Get right at this idea of order. Start in your own mind first.

HELM YOUR LIFE-BOAT WITH MODERATION: Keep level. Avoid feverish impulses. Beware of greed. Hold fast to calm, steady and strong methods of life and business. Do not overdraw your mental, physical and moral bank account. Do not wear and tear your life structure down into an aged heap of ruins at fifty or seventy. Be steadily "Carrying on" unmindful of wind and storm around you at one hundred years. Keep your life rhythmic.

LIVE FOR THE JOY OF LIVING: Stop thinking about yourself. Be rid of self-pity, introspection, fears, doubts, dreads, worries and self-thinking. Flood your mind and body daily with radiance of selfless thought tonics. Delight in life. Let go of the past. Fret not about the future. Let your relatives alone. Let them and all other people live their own lives. Take the lines of least resistance.

KEEP YOUR OWN COUNSELS: Mind your own business. Stick to it. Quit talking about it to everyone. Shut off all boasting, bragging, blustering and just do all the boosting, praising, jolly along that you can. Say little, think a whole lot. One hundred golden years will smile upon you.

MY EARNEST APPEAL TO YOU: Go on and ever on with joyful confidence that you are going to live a Hundred Years of fine, active, successful and happy life. Believe and keep believing that as you VISUALIZE so shall you actualize your visions, your dreams, your plans, your hopes and your loves. Learn and practice perfect CONCENTRATION and VISUALIZATION. Live the spirit and power of a life linked up with Infinite Forces of Life, Youth and Eternity. It is all yours.

BEAUTY

ITS ATTAINMENT THRU COMMON SENSE AND RIGHT THINKING

Like the mythical pot of gold at the end of the Rainbow, most of us are constantly seeking for and striving to attain beauty of face and figure. Millions are spent

yearly on artificial beauty, but at its best this kind of beauty is fleeting and you must remember that real beauty-beauty that is enduring and lasting-never came out of a rouge pot. First, your body must be well and your mind at peace. A sick or worried person is hardly beautiful. See that all poisons are eliminated from your system-waste matter must not be allowed to accumulate and interfere with your body's normal functioning. Find out what foods and combination of foods agree with you best and never indulge in what does not agree with you, or what your system cannot properly assimilate. With your digestive and eliminative organs in perfect condition you will have a clear and smooth skin, a sweet breath and a sparkle in your eye. Keep your body absolutely clean at all times, never allow perspiration to clog pores and create an offensive odor. Pay lots of attention to little things, like :finger nails, teeth and eyebrows.

Dress always to suit your individual type; if you have any doubt on this matter, consult someone who knows, and follow their advice closely. Never overdress; simplicity will attract where mawkishness will repel. Always feel comfortable in your clothes and make sure that color combinations are right. Clashing colors will often make people feel physically uncomfortable without knowing why. Dress correctly at all times and at all seasons.

Present a calm, confident and poised exterior at all times. Nothing is more attractive than the woman or man who is always master of the situation-the person who commands attention by his or her unshaken balance. This effect is easy to acquire, if you will have faith in yourself and think right thoughts, never let doubt of yourself creep into your mind, never let a strange situation upset you, remember that you are YOU, that jealousy, ill-feeling, or pettiness cannot affect you or disturb your calm exterior. People will admire you more for this trait than for any other. Good manners are an integral part of real beauty. Develop good manners and a kind disposition, always be considerate and thoughtful of the other person and by thinking of the other fellow you attract to yourself corresponding vibrations. We all have some feature or characteristic that is outstanding; it may be hair, eyes, teeth, figure, voice, carriage-anyone of a dozen things. Determine this good point and enhance it constantly. Do not carry the matter to extremes, but try and call attention to it in a manner that will leave a good impression in people's minds, so that they will leave your presence with a distinct memory of something quite pleasant and out of the ordinary.

Stop striving for artificial means of becoming beautiful; if you don't think Beauty and act Beauty, artificial means become entirely superfluous. These instructions are very simple, and to some they may appear to have little value, but if they are

followed closely and intelligently they will mean more to you than all the expensive beauty treatments and expert beauty advice in the world. Try it for one month and you will see a marvelous change.

In the foregoing pages I have attempted to help you to a better understanding of your capabilities and your talents. I hope you will benefit by the information contained and make an earnest effort to better your position in life. I can show you wherein lie your greatest possibilities, but I cannot make you take the necessary steps to develop yourself along the right lines. This is up to you. Practice daily concentration-think only in terms of Success and Happiness-do unto others as you would have them do unto you, and you will experience a gradual unfoldment and your dreams will materialize as the seasons pass.