

Crystal Gazing



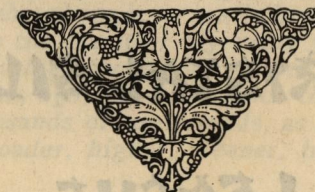
Lessons and Instructions in Silent Influence With the Crystal
—by—

C. ALEXANDER



C. ALEXANDER
"The Man Who Knows"

The Projective Branch of
Crystal Gazing



BY
C. ALEXANDER
THE WORLD'S MASTER PSYCHOLOGIST
AND
DEMONSTRATOR OF PSYCHIC PHENOMENA

With Instructions as to How You May
Bring About a State of Perfect Concentration - Increase Your Powers of Will, Memory, Imagination and Suggestion. Abolish Fear, Worry and Doubt and Attain a Higher Cosmic Consciousness. Become Master of Your Conscious Mind and Bring Into Action Your Subconscious Powers, Enabling You to Exercise, for Good, a Powerful, Irresistible Influence Over the Imagination, Reason or Will of Another :: ::

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WRITTEN ESPECIALLY FOR
AND DEDICATED TO
MEMBERS OF

THE CRYSTAL SILENCE LEAGUE



*That upon the mirror's face serene,
Your life is written—ready to be read and seen—
Disclosed to mortal view,
Doth thou seemeth strange?
In advance I see events quite clear,
In my shining glass, to me so clear
What future shall bring to pass.*

Preface

It affords me a great deal of pleasure to present the many thousands of people who will become possessors of this book, with these practical lessons on the art and science of **SILENT INFLUENCE** with the Crystal.

I have written these lessons, using the masculine form for convenience, but remember there is no sex in brain or soul.

These lessons are the result of my many years experience in this work, and, after passing through various experimental stages, were adopted several years ago, and have since that time been used with great effect by thousands of my friends, as a stepping stone to the attainment of a broader, higher, cleaner, healthier and more free existence.

I formerly conducted private classes at which these same lessons were used, but my experience has taught me that in this work, the same as in any other kind, the best results are obtained when no private instruction is given, and the student follows persistently and unrelentingly the prescribed course that has brought results for so many others in the past.

It should be borne in mind at all times that there is nothing mysterious or supernatural about this work. It is just simply the proper following of a natural law, with a perfectly natural result. I have condensed into these pages the essence of my methods and principles of practice, so that any student of average intelligence may readily grasp, assimilate and apply same with great success. At least I feel that if the student does not accomplish this, the fault will be entirely his or hers, and not mine.

It is an indisputable fact that about every scrap of information or instruction given out personally, by books or thru the circulation of literature by schools of mental science, have declared as the foundation of its success its association with some supernatural power, cult or creed—proclaiming that the student's success was entirely dependent upon his acceptance of some particular mystical doctrine or belief.

I wish it distinctly understood that the Lessons, contained herein, have no conclusions of this nature; neither have I any connection with any creed or person who expresses these particular views, as I never felt that it came within the scope of an author's work, in a book of this kind, to interfere with the personal views of the student regarding religion, creed or cult.

It must be understood that this book does not cover Crystal Gazing in all its wonderful phases, but simply the lessons and instructions in **Silent Influence** with the Crystal, or the Projective Branch of Crystal Gazing.

Yours for greater success and happiness,

C. ALEXANDER.

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LESSON NUMBER ONE MIND POWER THROUGH CONCENTRATION

There exists in Nature a Dynamic Mental Principle—a MIND POWER—pervading all space; immanent in all things; manifesting in an infinite variety of forms, degrees, and phases.*

I hold that this energy, or force, or dynamic principle, is no respecter of persons. Its service, like that of the sun and rain and all natural forces, is open to all—high and low—rich and poor—those educated and uneducated in the literal sense of the word.

The degree with which your mind power can be made to serve you, depends wholly upon its cultivation and training through CONCENTRATION.

"Concentration" is a word derived from two Latin words, i. e. "con," a prefix meaning "to"; and "centrum" meaning "center" or "fixed central point." The two words combined mean, literally, "to bring to a common point; to focus," etc. Thus the word "Concentration" is seen to mean literally, "the act or state of bringing to a fixed point or focus."

Borrowing an analogous illustration from physical science, we readily see that the highest forms of energy, force or power are manifested by bringing the force to a focus, center, or common point, thereby directing to that point the entire energy employed, instead of allowing it to become dissipated over a larger area. The electricity generated by a battery or dynamo, if allowed to diffuse itself over a large surface, manifests but a small degree of the power that may be obtained from it by compelling it to discharge itself from a small point or focus. The same is true regarding the power of steam, which manifests great power by being forced to discharge itself through a small point or opening instead of being permitted to spread itself widely in the air. The same law applies to gunpowder, which manifests force by its gases being compelled to escape through the small gun-barrel instead of spreading in all directions, which it would do

*A more thorough study of this subject should be made in the book "MIND POWER".

if unconfined. Another familiar example is that of the sun-glass, or "burning-glass," which brings the rays of the sun to a common point or focus, greatly intensifying the heat and light by reason thereof.

The occult masters have ever impressed upon their pupils the importance and necessity of acquiring the power of Mental Concentration, and all trained and developed occultists have practiced and persevered toward this end, the result being that some of them attained almost miraculous mental powers and influence. (See page 39). An occult phenomenon is caused in this way, and all occult power depends upon it. Therefore, the student should devote much thought, time and practice to this most important branch of the subject.

It is a fact known to all students of mental phenomena that the average person concentrates to a very small degree. They allow their mental forces to become scattered and dissipated in all directions, and obtain little or no results from same. In the degree that a man is able to concentrate, so is he able to manifest mental power. A man's power of mental concentration is to a great extent his measure of greatness.

Mental Concentration, in practice, consists in focusing the mind upon a given subject, firmly and fixedly, and then holding it there for a certain time, fully intent upon its object, and not allowing itself to be diverted or attracted from its object. It likewise consists in the correlative power of then detaching the mind from that subject, or object, and either allowing it to rest, or else focusing it upon another subject. In other words, it either gives undivided attention or else inhibits (or "shuts off") attention from given subject or object.

To the reader who has had no experience along the lines of Mental Concentration, it may seem like a very easy task to focus the mind upon a subject, and then hold it there firmly and fixedly. But a little practice will undeceive such a person, and will bring him to a realizing sense of the difficulty of the task. The mind is a very restless thing, and its tendency is to dance from one thing to another, darting here and there, soon tiring of continued attention, and like a spoiled child, seeking a new object upon which to exercise itself. On the other hand, many people allow their mind to concentrate (involuntarily) upon whatever may strike the fancy, and forgetting everything else they give themselves up to the object attracting their attention

for the moment, often neglecting duties and important interests, and becoming day-dreamers instead of firm thinkers. This involuntary concentration is a thing to be avoided, for it is the allowing of the attention to escape the control of the will. The Mental Concentration of the occultists is a very different thing, and is solely in control of the will, being applied when desirable, and taken off or inhibited when desirable.

The trained occultist will concentrate upon a subject or object with a wonderful intensity, seemingly completely absorbed in the subject or object before him, and obvious to all else in the world. And yet, the task accomplished, or the given time expired, he will detach his mind from the object and will be perfectly fresh, watchful and wide-awake to the next matter before him. There is every difference in being controlled by involuntary attention, which is a species of self-hypnotization, and the control of the attention, which is an evidence of mastery.

The secret of Mental Concentration lies in the control of the Attention. And control of the Attention lies in the exercise of the Will. Attention may be roughly defined as the active self-direction of the mind to any object which presents itself at the moment.

All occult authorities begin teaching their pupils "Attention" as the first step toward Mental Concentration. They instruct the pupil to examine some familiar object, and endeavor to see as many details as possible in the object. Then after hearing the pupil's report, the master sends him back to the task, bidding him seek for new details, and so on until at last the pupil has discovered about all concerning the object that can be discovered. The next day a new object is given him, and the process is repeated. First simple objects are given, and then more complex ones, until at last objects of great complexity are easily mastered. In this way not only is the power of close observation highly developed, but the faculty of Attention becomes so highly strengthened that the pupil is able to exert the greatest amount of Mental Concentration with scarcely the consciousness of effort. And such a person then becomes a very giant in the manifestation of Mental Influence. For he is able to hold his mind "one-pointed" as the Orientals describe it, until he has focused and directed a mighty degree of Mental Influence toward the desired object.

The person who uses Mental Influence must certainly possess

the power of focusing the force to a common point, in order to manifest the greatest amount of power and influence. That faculty of focusing results from the training of the mind along the lines of Concentration, and Concentration arises from the mastery of Voluntary Attention. There you have the whole matter in a nut-shell. So your first step toward acquiring Mental Influence should be to cultivate Voluntary Attention.

I might fill page after page with exercises designed to strengthen your faculty of Voluntary Attention, but what would be the use. The best plan is to set you to work to find something upon which to concentrate. My experience* and that of my thousands of students has taught me that the Crystal or Gazing Ball is the most suitable object for this purpose.

The Crystal, when properly used, is second to none for intro-missional and psycho-visional purposes. It does not disturb the nervous system, injure the brain nor cause any unhealthy or abnormal conditions. The Crystal seer is wide-awake, intelligent, and in possession of every sense.

There is no tension on the nerves, nor strain on the brain. In sensitive lucidity the visions rapidly pass away, but in the Crystal any given place, face, scene or any locality can be, by an effort of the will, made to remain fixed, stationary and solid as long as the seer chooses. There are more people who are able to see in a Crystal than by any other method.

The person whose whole life is confined to the practical world is but a mere shell, floating on the sea, and is ignorant of the amazing wealth lying scattered beneath the surface. There are more real worlds under the outside life of ours than the brain can think of. Nothing happens by chance, or by accident—it only seems so to our outer senses; but when the veil which hangs over the inner senses is removed, we are able to glance down the mystic lanes and see the future as the present.†

The habit of lifting the mind to the sublimest speculation, and allowing it to occupy the thoughts, will intensely refine your investigations; and will be bound to produce a good effect on your character. Our high ideas about God's providence—have a certain purpose, and by them we unconsciously pass higher and become better.

*See pages 49 to 66 in the Book of Mystery.

†A careful study of the Visionary Branch of Crystal Gazing, is recommended. This is fully covered by the three books, GENUINE MEDIUMSHIP, SEERSHIP and CLAIRVOYANCE. Sold by the publishers of this book, see pages 39, 40, 41, 42.

The great fault of the present race is haste, and a disregard of the higher truths. The world is going money-mad. Men will spend thousands of dollars on their homes, but not a cent to the mind's advantage or for the attainment of real happiness, which comes only from within. How many treasures we let go unheeded in this world, never thinking or seeking the undreamed-of riches! Why abandon them all to the angels who stand sentinel upon a Paradise which we might enter?

LESSON NUMBER TWO

HOW TO GO INTO THE SILENCE The Key of Life

This subject is of great interest to everyone, but there are only a few who have a clear idea as to what is meant by "Going into the Silence." Therefore, I will tell you just what I mean by the phrase, and hope you will be able to understand the process, so you can help yourself and others.

Going into the silence is nothing new. The oldest oriental writings speak of it. In a very old Hindoo book, which is lying before me, is written in Sanscrit:

"He who would hear the voice of silence (or the voice of the Spiritual Sound) has to learn the nature of the intense and perfect concentration of the mind upon some one inferior object, accompanied by complete abstraction from everything pertaining to the external universe, or the world of the senses."

When the pupil has ceased to hear the many, he may discern the one—the inner sound which kills the outer. Before the mind can see, the harmony within must be attained. Then only, and not until then, shall he forsake the religion of the false, and come into the realm of the true.

The student generally asks: "Why is it necessary to go into the silence?" There are various reasons for this, but one object in having you do so at present is that you may come in contact with the great world of the spirit.

There are many who would become very much alarmed if, by any miracle, they suddenly found themselves in the world of silence—separated completely from the world of outer motion. Most people are even afraid to be alone in the outer silence. Those who feel this way should never try at the present time to enter the silence. They will, however, in time be able to.

Every one received more or less stimulus from nature's sub-

lime forces, but only up to a certain point. The individual can become the center of a power himself, capable of acting from within and impressing his thoughts on the outer world instead of only receiving those of other persons. It may be said that there are two grades of people—the ones who receive only from the outside, and those who are creating power within themselves. Those of the one class drift along; those of the other class control themselves and stand alone, constantly receiving help from within.

There will come a time when the individual who has been merely drifting along with the tide, with no thought of whither or why, will make an effort to step aside from the multitude. He will be casting around for some place where he can stand firmly. He will want to get his bearings, and consider what this whole world is about. It is **then** he is ready to enter the silence.

Whenever there is a real desire to enter the silence, the individual has reached a certain period of his evolution. It is not possible at first for a person to enter the silence. You can not expect to do it the same way that you would sit down to have your photograph taken; but the fact that anyone desires to do it, is proof that it is time at least for him to start to try.

One of the first things you learn by going into the silence is: "YOU MUST LIVE TO BENEFIT MANKIND!"

The selfish devotee lives to no purpose. The man who does not go through his appointed work in life has lived in vain.

LESSON NUMBER THREE

CONCENTRATION

The Development of Your Inner Forces

The fact that you have been attracted by this subject is proof that your psychic or soul force is awakening, as it is proof that you are semi-consciously, **en rapport** with the sphere of spiritual influence.

There should be no doubt in your mind by this time as to your belief in Crystal Gazing, tho you are likely to doubt your personal ability to develop your powers so that they will be of conscious value. But once you become conscious of the workings of your inner nature, a mighty sense of peace will cast its veil over you, and you will then understand how seers assist in controlling the world, though unknown.

In my travels, I have often asked if it is not necessary to study under a master. When I say no, my listeners seem quite sur-

prised. But the truth is, that every great master whom I have ever met had through a careful following of the course outlined for him, developed alone, by himself. If you will study the lives of any of the occult masters, you will find they had no earthly teachers, other than the tried courses that were put in their hands by the masters ahead of them. Your inner forces are there to help you—just the same as theirs helped them.

Each time you have a strong wish, you start a magnetic center which places your mind into conscious, semi-conscious and sub-conscious touch with the finer forces and unseen intelligences of nature. This is the way you are assisted in your development. You do not have to have a teacher, as you can train yourself; therefore, it is not necessary for you to long for a teacher, but be determined to develop yourself to the highest point by a careful following of the courses and studies recommended for you.

LESSON NUMBER FOUR

CONCENTRATION

Special Instruction for Meditation

Select some place where you will be free from all possible interruptions. Sit in an easy position, the neck chest and the head should be in a straight line. The Crystal should be placed before you, about three inches below the chin and 24 to 36 inches from the face. Darken your room slightly, tho not absolutely dark. Either artificial or natural light may be used; preferably the latter. Close your eyes and roll the eyeballs upward. Thoroughly relax; become limp as you can, having no tension on the nerves. Now practice a few rhythmical breathing exercises. Sit perfectly quiet, and look steadily (do not stare) into the Crystal, and see what thoughts come to you.

Very likely you will be surprised at the thoughts that will chase one another in your brain. You do not know how restless your mind is, until you try to quiet it. Soon it will quiet down, however, and look to you for orders.

Now think of yourself as something separate from your body; Consider it the temple you dwell in; think of yourself as existing outside of it. Think of pleasure, hunger, thirst, and the painful sensations of the body, and other cravings, and consider them but as events of the past or present processes of human evolution, to be discarded as the eye becomes perfected and reaches the spiritual heights of evolution. In time the ego is clad in a

"body of pure energy," and neither food nor drink is needed to sustain life.

Your emotions, such as fear, greed, selfishness, anger, love, and hate, are not you, because you can stand aside and analyze them. If you have allowed yourself to be identified with them, you have been made to suffer. Realize that you are above being affected by the grosser emotions, and cultivate the finer ones. Now study your intellect and see how you are independent of it. A little study will reveal to you how the complex processes of intellect have been thoroughly analyzed and made amenable to control. You and your mind are not the same. Even while you are engaged in the deepest state of concentrated thought action, you can stand aside and watch the play of thought. You are able to think how you are immortal, invulnerable, and that you are part of the very essence of Divinity.

We now come to an important stage. Shut out all external and internal thoughts, and think of that only which leaves the body at the time of death. Focus all your mental energy inwardly on your soul, and, as you begin to realize this more and more, a veritable blaze of illumination will rise within you. This is a wonderful experience—this bathing in the great ocean of soul-force; it will develop startling powers in any one. It is capable of charging your being with powerful energy, Dynamic Thought.* It will brighten your intellect, lighten your physical weight, and may even give the power of rising in the air (levitation, or astral liberation); and it will develop a kind of clairvoyant power and open up your vision on the subtle planes; you will be a transformed being.

The way has now been pointed for you. The task is solemn and sacred. Talk never of it, try to put the teachings into practice, live them and think them. If you do, you will gain the power of externalizing spirit strength in thought, word, and action. But never debase the science; if you do, it would be far better you had never heard of it. Live up to it, make it a part of your very life. Be perfectly pure, and you have nothing to fear as your Guardian of the Threshold will guide you and see that you reap your just dues.

"When the mind is surrendered up, as a clear glass—
Messages of the magical world roll pass."

*A more thorough study of this wonderful power should be made in the stirring twelve lesson course of DYNAMIC THOUGHT, sold by the publishers of this book.

LESSON NUMBER FIVE

DOUBT BARS THE WAY

You must commence by having absolute faith in all the lessons in this book and follow out the instructions to the very letter. Perhaps you would rather have me say that you should reason them out. But if you were to open the pages of history you would find that reason is a pretty good general guide, but it is far from being infallible.

Reason said that the world was flat, and St. Augustine, who was a great church father, declared "there could be no men on the other side of the earth, with their feet pointing toward us."

Reason said that the sun moves around the earth, and those who insisted that the earth instead of the sun moved were pronounced "heretics."

Reason said that it was impossible to build a steamship to cross the ocean, and it was "scientifically" demonstrated that it could not be done.

Reason said that no man could travel faster than thirty miles an hour—it would kill him—but today he travels comfortably more than one hundred miles an hour.

Reason said that it was impossible for a man to fly through the air, but some time ago an aviator flew across the ocean.

Reason said that no man could travel under water, but the submarines are now commonly used.

Reason said that lightning was man's enemy, destroying his property and killing his body. But man has harnessed the lightning and made it his servant.

Reason said that the wireless telephone and telegraph were an impossibility, but they are now commonly used.

Reason is responsible for nearly all the things that we scorn or laugh at and reject today, for reason said at one time that they were dependable and true. But FAITH was the anchor and hope of every inventor; it was the basis of every worthy conflict; it was the foundation to every crusade that brought redemption to mankind.

Now, FAITH is the substance of things hoped for, the evidence of the things not seen. Through FAITH we understand that the worlds were framed by the word of God so that things which are seen were not made of things which do appear.

And what shall I say more? For the time would fail me to tell

of Gideon and of Barak, and of Samson, and of Jephthae; of David and Samuel and of the prophets; who through FAITH subdued kingdoms, wrought righteousness, obtained promises, stopped the mouths of lions, quenched the violence of the fire, escaped the edge of the sword, out of weakness were made strong, waxed valiant in the fight, and turned to flight the armies of the aliens.

"This is the victory that overcomes the world, even our FAITH."

"The successful shall live by Faith."

And if you wish to develop yourself in Silent Influence with the Crystal, you must first of all recognize the fact that the development of or possession of is one thing, and its conscious exercise (that is the direction of will or desire) is another. Many people possess the power of Silent Influence to a very great degree. But they do not know that they possess it and consequently when it is exercised by them, it is unconsciously exercised.

Such people could develop marvelous psychic power.

In using the term "Silent Influence" I use it simply because this term expresses to the average mind the influence that one person exerts over another. This influence is not the same as hypnotism as the person influenced is not in a hypnotic trance; it is much more powerful than hypnotism. It is not enough to possess a quality. One must know how to use it to the best possible advantage. It is a natural law that unless a quality is kept alive by exercise that quality withers and becomes useless.

You must not become discouraged if results do not come as soon as you like; you must remember that they are sure to come in time. All that is required is faith in yourself and repeated practice. The mind must be developed just as well as the muscles, the same process is necessary—continued practice. This course will point out to you the means of remedying your defects. If you do not take advantage of its benefits, IT IS BECAUSE YOU DO NOT WANT TO.

If you have the desire in you you will do it. If you lack the faith and the desire there is no help for you.

If you want to sacrifice your mental control and whole future life for a few pleasant indulgencies in the present, that is your business. You are your own master. MAKE OF YOURSELF WHAT YOU WILL. IT LIES WITHIN YOUR POWER.

When you have the art of concentration and silent influence,

you will be able to do everything better than before. You will have absolute control over the mind and the body. You will be the master of your own inclinations, not their slave. The power that you have gained over yourself will manifest itself in your power to control others. The persons who conquer themselves will have no trouble in impressing their will upon others.

Continue the practice of concentration with the Crystal and you will become a giant compared with those who have not acquired this power. Try your power on yourself in different ways until you feel that you have won absolute and complete power over self. Be satisfied with nothing else. When you have gained this point, the power to control others is already yours.

To the minds of most people the term "SILENT INFLUENCE" conveys the idea of a current radiating from the person of the magnetic individual. This idea, while on the whole is wrong, still contains a germ of truth. There is a current of attracting force radiating from man, but it is not the same as "MAGNETISM" that emanates from the lodestone or electric magnet. Human magnetism, while bearing some resemblance to those familiar forces, in its effect, has no real connection with them so far as its origin and intrinsic value is concerned.

That which we call Silent Influence, is a subtle current of thought waves projected from the mind. Every thought created by our minds is a force of greater or less intensity, varying in strength according to the impetus imparted to it at the time of its creation. When we think we send from us a subtle current that travels along like a ray of light, but much faster. Oft-times you have perhaps tried to reason this out. Remember that thoughts are objects that will go where they are projected and will not be appropriated on the way.

Thought is universal. When I say universal I mean that thought can be sent any place or every place, as it is not governed by the only two things that impede speed, friction and gravitation. Thought does not come into contact with anything in passing through space, neither does it fall to the ground.

A well directed thought will travel thousands of miles. A forceful thought will go on its errand charged with a mighty power that will often beat down the resistances of the minds of others, to outside impressions, while weak thoughts will be unable to obtain an entrance to the mind of another, unless that mind is poorly guarded.

Repeated thoughts sent one after another will effect an entrance to another mind at whom the thought is directed, while a single thought of even much greater strength will be repulsed. It is an exhibition of the physical world and brings back the old saying that the steady dripping of water will wear away the stone.

We are all influenced much more than we are aware of, by the thoughts of others. Not their opinions but their thoughts.

Thoughts are things and mighty powerful things at that, and unless we understand this fact we are at the mercy of those who do.

On the other hand if we understand the law governing this force, we can master it and use it as our instrument and assistant.

I have endeavored to make this course plain and clear, without any attempt at "fine writings." My purpose has been to acquaint the student with the means and developing and effectually using the mighty force latent within him, "Silent Influence," "Thought Force," as to replace the "I can't" with I CAN and WILL.

I can point out the way for you, but you must do the work yourself. Everyone must work out his own salvation.

You are cautioned against speaking of your practice of "Silent Influence" as it will make people suspicious of you, as well as prove a handicap as to the proper use of your power of influencing people.

There are also good occult reasons why you should keep your own secrets. If you know something and someone else does not know it, then you are just that much brighter and smarter than they are. It may be only a little thing to start with but it is the little things that make the big ones. No one ever has any respect for those who try to tell all they know. Smart people keep their mouths shut, fools never do. If you neglect to heed this advice it will be a source of regret to you. You may take whatever view you wish regarding these instructions. Accept them or reject them, but let the one thought remain in your mind, THE "I AM" IS YOUR REAL SELF. When you have learned to know this you have the real secret of life.

To exercise the power of "SILENT INFLUENCE" in influencing others you merely make a mental demand of the other person. Always be conscious of your right to do so, always believe that your command will be obeyed. Never make a mental de-

mand with a half-hearted expectation. If you do you will only have half the results.

If you influence a man to deal with you, and treat him fairly, you are making no misuse of your powers. But if you influence him for the purpose of cheating and swindling him, you are committing a great wrong and will some day suffer in proportion to the wrong you have done. "As ye sow so shall ye reap." There are a few men in this world, who like Satan, use their power for evil, but like Satan they are doomed to extreme misery and unhappiness. You should not follow this class or their footsteps.

You will get new ideas every time that you read this course. You must not expect to merely skim over it and get satisfactory results. It is not intended that you should.

"Ask and ye shall receive." "Seek and ye shall find."

LESSON NUMBER SIX **SILENT INFLUENCE** **Application of Thought**

Every thought starts a series of vibrations which are perceptible to our minds. Heat and light are carried through space by vibrations of the air and ether. Thoughts leap through space with immeasurable swiftness. They immediately encircle the earth. Every thought that takes shape in your mind, affects the universal mind. Great thoughts are the ones that are nearest to UNIVERSAL APPLICATION. GOOD thoughts are CREATIVE, EVIL thoughts are DESTRUCTIVE. There is no such thing as keeping your thoughts to yourself. If they are good they will exalt all men. You may give them oral or written expressions; but they have, in the very act of being evolved, started vibrations that are felt in other minds. Evil thoughts on the contrary depress.

When your thoughts are expressed forcefully enough, other minds receive the force of the vibrations. That is the whole secret of THE SILENT INFLUENCE. We see that a magnet attracts steel and at once we begin to speculate as to the cause of the attraction and the means whereby it makes itself felt. We see that this man or woman is "magnetic" as we say, drawing our illustration from the physical world because language is inadequate. We wonder what it is in this person that others see. All the most of us know is, that there is an indefinable, subtle influence, perceptible instantly, but not readily analyzed. But those who have persisted in studying the matter have discovered

the cause and means. The cause of PERSONAL MAGNETISM in man or woman is "SILENT INFLUENCE." A magnetic person, if you notice, greets each one of a thousand with equal fervor and interest in that person. Most of us take only the most perfunctory interest in all people except the few who are near and dear. Then "magnetic" man can concentrate at will his entire attention upon any person, object or idea just as a general can mobilize his army and send his heaviest artillery to any threatened point. The "magnetic" man is not always capable, but he utilizes every particle of force and faculty he possesses and gets results proportionate to the energy he displays.

His mental endowments are servants to his will, trained to yield unquestioning obedience. Any one who will discipline his mind and body may possess "THE SILENT INFLUENCE," but the discipline must be unrelenting and persistent. The drill must be of daily, yes, of hourly, occurrence. The power of the will grows by exercise just as muscular energy does.

The really magnetic man, is the man who is thoroughly established within himself. He is steadfast. His thoughts are projected with so true an aim and forcefulness that they reach the mark in every instance and before their vibrations are spent.

He may not convert anyone immediately to his views. He does not often try to do that. His influence tells in direct ratio to the confidence he himself feels. His directness and steadfastness challenge attention and inspire admiration. It is difficult not to accept the leadership of one who is admired and respected. In fact it would call for equal or greater steadfastness to combat or overcome such dominance.

While magnetism seems to be a gift to most of those who have it, we assert positively that every one can cultivate it. It is within the range of attainment of all who will to possess it, it is denied to none. People deny it to themselves. They imagine they desire it. They wish for it. But a wish is only the seed of will. A mature will is masterful. If you honestly will to have "THE SILENT INFLUENCE," it is yours. Not to be had for the asking, it is too precious to be lightly given. The price is effort and everyone can pay that price.

I have written these lessons using the masculine pronoun for convenience. But remember that there is no sex in brain or soul.

Women can become magnetic with men. There is no height that is forbidden them. On the other hand, neither are there

any concessions to their supposed weakness. They are held to the same account. It is the honest effort that counts. Personality has no weight.

Another word of warning is due against those who obtain so great a power only to abuse it, to use it wholly for selfish purposes; the seeming success that may attend such abuse is sure to react upon the one who misuses a power. You may legitimately influence a man to deal fairly with you. But to use it to wrong another in any way, is an abuse for which as certainly as the sun rises, you will pay the penalty sometime. Again, "As ye sow, so shall ye reap." If you sow evil thoughts, be sure that an inexorable justice will exact atonement.

LESSON NUMBER SEVEN SPECIAL EXERCISES

I can tell you how you may develop the "SILENT INFLUENCE" latent within. Every one has the same endowment, but by reason of the inequality of surroundings and opportunity, this person has developed one talent, that person another.

The possibilities for all are more nearly even. It is will power that is the absolute essential for every attainment. It has carried many over great obstacles. It will carry you if you exercise it. One of the most desirable results of the discipline to which one subjects himself in the search for SILENT INFLUENCE is the effect upon himself. Even if he never uses his power to influence another, he will be well repaid for his efforts in the truly remarkable gain in efficiency he can notice in himself and in his own mind. All the power of his intelligence can at any time be turned upon any problem and the solution will come much more readily than it used to. A man who is thorough master of himself is in a fair way to become a master of others. Singleness of purpose gives much momentum that is not easily overcome.

When exercising this power, you merely make a mental demand upon another. Never doubt for an instant but that it will be honored.

It is your confidence in the rightfulness of the demand that carries conviction to the other mind. If you falter there is instantly aroused in the other person a corresponding hesitancy and your purpose will fail. A half-hearted expectation will only bring half results. You have no right to make demands of those of whose propriety you are in doubt any more than you may draw

on a bank in which you have no account. Depend upon it, the doubt in your mind is transmitted even more readily than the words in which you have expressed your thoughts. In this, as in other matters, remember the old saying, "Be sure you are right and then go ahead." Do not be discouraged if success does not come at the first effort.

Try again. Try a third time, a fourth time, keep on trying. You must succeed. You may have to make more effort than this one or that, but that fact should spur you on to make more persistent efforts. When you have attained the heights, you will enjoy and appreciate the outlook more than those who have to make less effort, and the very difficulties you overcome will have been the means of giving you greater skill.

Men are discovering every day that all creation obeys Universal Law. For instance, it is commonplace that constant dripping wears a stone. It is equally true that constant reiteration of a statement or suggestion makes an impression on the mind. It is the same law of nature in both cases. The first time a new idea is presented to one, he often looks at it askance. If he does not reject it he passes it by with indifference. Repeat the suggestion a number of times and it forces itself upon his attention; by and by his mind becomes familiar with the idea and entertains it. Then it will not be long before the mind adopts it and he believes it was his own idea.

When you find that a person is unwilling to accept your suggestion use tact. Do not attempt to coerce him. Resistance is sure to be engendered if you do. Hold your own thought steadfast but do not assume an attitude of superiority over the other. In fact, an assumption of indifference as to whether or not he thinks as you do is often the best way to bring him around. But through all, exercise your will on your own mind. Hold the idea aloft as it were. He can no more ignore it than his eyes could refuse to see a lamp held before them.

He may shut his eyes but the light will penetrate and he is aware it is there. Should he open his eyes, the light invariably pours in them. A man may try to close his mind to outside suggestions. If they come but once, he has succeeded in excluding them. Let a suggestion besiege the mind, now and then attacking the defenses, it is only a question of endurance, which, ever, besieger or besieged, has the greater staying power to win.

Consider the fact that most people have no idea of the real

power of thought. The great majority of people are very easily influenced. Results are not always immediate. Have patience. Some minds are always in a receptive condition. These are easily reached. Others veil themselves in mysteries, prejudice and ignorance. It may take longer for an idea to penetrate to such a mind but it can be done.

The great need is your own faithfulness. Keep your own lamp full of oil and burning. It is the most you can do; it is the best you can do.

The most accomplished musicians often practice a single piece for hours. They study the instrument by which they hope to produce it; they train the ear to detect the slightest variation in its volume, its fullness, its intensity, over and over again, phrasing the music as it is written until they extract the deeper meaning in it. They practice until they have attained the required degree of perfection. When they play, the world marvels at the smoothness and evenness of the performance, crediting them with genius and forgetting that genius is the "ability to take infinite pains." A musician will frequently expend upon the production of a single note, more work than most people put in a week's work.

A casual reader of this course will fail to perceive the deep significance of much that is contained in it. Only by repeated reading and daily practice can a full meaning be made clear.

Gold seldom lies upon the surface of the ground. I can tell you many things but you must prove them by your own work. They are simple words. There are few who know these great truths intuitively; they do not need instruction. We can point the way to the others but they must read it step by step themselves. We cannot even help them over the rough places. They must help themselves.

Again and again I will come back to the necessity of practice. To begin with, it is well enough to gain confidence by practising in the seclusion of your own room, but if you would possess this power, you must use it in the ordinary concerns of life. It is not a trick to be used for show purposes before an admiring audience. It is a power for whose use you are responsible.

EXERCISE TO CONTROL THOUGHT

One of the first exercises I recommend is to fix your mind on a crystal gazing ball and hold it steadily for five minutes. If you think it easy, try it. Time yourself. Take a crystal or

gazing ball, hold it in the hand, think about it, turn it around. Usually it would claim your attention for a fraction of a second, and it is no mean feat to compel the mind to think about nothing else, for even so brief a space as five minutes. Practice upon it until you are perfect with it. It is the greatest step you have to take. Your will and your confidence in yourself are both strengthened. It is comparatively easy to consider an interesting idea or object. In the test of concentrating upon a crystal or gazing ball, the mind is prone to wander, to glance aside at things, to flit from one thought as idly as a butterfly. Therefore you must overcome this tendency. Command your attention to dwell upon one object at a time and compel obedience. This is the foundation work in all mental training and too much stress cannot be placed upon it. When you have become proficient, you can hold a thought for a much longer time but you will do very well in the beginning to hold it for five minutes.

Learn to think rightly in the first place. Hold the mind true to the intelligence. There should be no lapse after one understands the importance of controlling thought.

- As the body is the channel through which the will expresses itself, due heed should be paid to it. It is conceivable that one whose strength of purpose can influence others, should will for himself a sound body. The wear of the body, cleanliness, proper food, exercise, rest and all these should receive attention. Dress will also have its share of thought. Oddities in clothing will be avoided and garments in style will be chosen.

A person's manners have much to do with his success. A frank manner, indicative of honesty of purpose and good, will open the door to the confidence of others. What you have to suggest will then be received with equal candor. Be careful to deserve a continuance of this regard.

A false move on your part will put people on their guard and destroy the value of your suggestions.

A most important thing is to learn to breathe correctly. A few minutes practice morning and night will wonderfully aid you in the formation of the habit of deep breathing. Breathe from the abdomen, through the nostrils. In cold weather you will find that it sends the blood coursing through the veins more rapidly and that it has a tendency to warm the body. Take a slow breath, inhale for seven seconds. Until the training is mastered, you do not breathe as you WILL to breathe, but as

you think you are compelled to breathe. You inhale and exhale air with a rush.

Practice control of breathing on all occasions, and at all times, not for a month or a year, but for your whole lifetime.

We use the eyes, the voice, the hands, or all of them to reinforce the thought. The intensity of the vibrations that can thus be set in motion is truly astonishing. But do not forget that it is a "thought" that carries; without it, gestures and language would be utterly meaningless. The use of these adjuncts are, so to speak, the mechanical part. Some skill is called for, it is true, to render their use effectual, but what comes more readily than the foundation work of upbuilding the will power.

When using the eyes, look directly and unflinchingly into the eye of the other person. Sometimes the one you are trying to influence will look away. Try to get him to look at you again, or failing in that, look at the root of his nose, between the eyes. It is often noticed that if one looks away from the person to whom he is talking, that person will instinctively look at him again. Bring your eyes back instantly if he does and do not let him wander. The voice is a very persuasive agency. Do not mistake loudness of tone for earnestness. The voice must be a faithful messenger of the will. It should be firm, clear and distinct.

The hands should also carry out the impression sought to be conveyed by your words, your eyes and your voice. When you shake hands, do so with a firm grip, retaining the other hand just a second longer by way of saying "Amen" and then let go. To retain it too long causes the other to wonder, and to arouse suspicion that you are trying to influence him. At all times avoid anything that brings argument. It is possible to influence a person with whom you are not in personal contact. This is done by centering your attention upon him and upon the idea you wish to implant in his mind. The so-called "Magnetic Ether," through which "Personal Magnetism" operates, carries your idea just as the electric current in a telegraph wire carries a message. The other mind interprets the vibrations of this ether which your thought started.

Language is not the only medium of expression. The architect uses stone, wood and iron; the sculptor uses marble or bronze; the musician uses sound. Language is more flexible and elastic than these, but through all of them it is the thought that

has interest and permanent value. The vibrations started by one idea are just as different from those set in motion by another idea, as one written word is different from another. Make your thoughts legible, clear and forcible, then they will carry. They stand out before the other's consciousness as a chiseled inscription. Poor penmanship is difficult to decipher, weak thoughts make no impressions, or only blurred ones.

EXERCISE TO CONTROL THE BODY

Try to hold a certain position for about five minutes. It will amaze you to note the number of movements of hands, feet, head and of the whole body that you unconsciously make in that time. Every unnecessary movement wastes magnetism; every movement that has a definite object strengthens. It should be remembered that a body drained of nervous energy is without influence.

To preserve influence is to preserve nervous energy and physical health. As a body uses up a large amount of energy daily it is evident that the generation of magnetism must exceed its dissipation if a reserve supply is to be secured. Every movement of the body liberates a certain amount of magnetism. Therefore we must check the muscular actions which are wasteful to this force.

First you must practice the art of sitting absolutely still for at least six minutes at a time. When once attained the practice can be combined with the art of concentrating which will be given later.

The above exercise will enable you to bring under control and observation of the will, all movements of the hands, feet, face and eyes. You should avoid all unnecessary movements.

It is the desire of all that they possess concentration to the greatest degree possible. Concentration is the art of controlling the mind and body by will force, and this result is obtained by a regular schooling of the body to obey the dictates of the will. You can now understand that before the will can exercise its force upon another, it must dominate the body of the individual who owns it to such an extent that it has secured harmony within. Only by a combination of the force on the body and mind can the will be brought to that degree of development where it can independently exercise functions that properly belong to it. To develop the will, you must first practice the art of sitting still; this is to check movements which are not directed

by the will. This is to draw the will into action even in matters of no importance.

The next form of exercise you are to practice while you sit in a chair. You should practice from six to eight minutes at a time.

First while standing, inhale and exhale three times slowly, then seat yourself comfortably in a chair, rest your hands in your lap, palms upward, move the fingers and thumbs of each hand slowly in rotation one by one until both hands are shut tightly. Keep the eyes constantly on the finger as it slowly closes. When both hands are closed open them again slowly, one finger at a time, until the hand assumes the same positions as when you started. This seems a very simple test, but you will find it very hard to fix your attention on the fingers at first, without greatly tiring the will. Your next exercise will be to sit in a chair, raise your left hand slowly in a curve to the back of the neck and rest.

Let the muscles remain loose and relax, repeat with the right arm until both hands rest one upon the other at the back of the neck, count six and slowly bring each hand back to the first position. Practice for six minutes.

For the next exercise place crystal or gazing ball on a shelf or mantel, level with the shoulder, stand on the opposite side of the room, raise the right arm on a level with the shoulder; close the hand except the forefinger, which is pointed toward crystal or gazing ball, walk slowly and touch the crystal or gazing ball.

Use the left arm in the same manner, always walking straight and keeping the eye on the crystal or gazing ball. Practice until perfect.

After you have the above exercise perfect, use the same with the exception that you walk on tiptoe, allowing the ball of the foot to touch the floor, walk straight and touch the crystal or gazing ball. Practice until perfect.

You can introduce a number of similar exercises bearing upon the control of muscular action by the will. The more the better; but if you will practice the above steadily, it will give you the needed training.

EXERCISE TO PRODUCE SLEEP

Lie on a couch, or bed if convenient, if not seat yourself in a chair, with muscles relaxed, concentrate your attention upon sleep, direct the breathing to become easy and without effort, direct drowsiness to appear, with heaviness of the eyelids, direct

the thoughts to be of ease and forgetfulness, direct sleep to come to you. This is the true sleep, induced by your will, and when once mastered, and it is by no means difficult, if you follow the directions in this system of training given above, you will find it invaluable.

EXERCISE TO OVERCOME WORRY AND FEAR

Fear and worry are at the bottom of more misery, more unhappiness, more failures, than anything else in the world. Fear and hate are the parents of all vile thoughts.

Let me urge upon you with all earnestness of which I am capable to tear out these vile weeds, fear and hatred; tear them out by the roots. They spoil the whole garden and breed hosts of other seeds, worry, doubt, lack of self respect, jealousy and spite. The vile thoughts hinder your progress. Practice this exercise conscientiously and let the sunshine of bright, cheerful and happy thoughts come in, and the microbes of hate and fear will soon let go.

While seated in a chair recall the circumstances that have harassed you, carefully cover the details in your mind, then by one powerful effort, command your mind to rid itself of any recollection of the matter.

Command your thoughts to be placid and all unpleasantness to disappear, and only calm rest to possess you. You can do it. Your training has made it possible. You can shut out anything disagreeable to you. Not that you feel things less than before, but that you are now master. You say what shall happen in your mind and what shall not happen. Your "WILL" directs, it is the governor.

EXERCISE TO INFLUENCE A PERSON UNFAVORABLY DISPOSED TOWARD YOU

You must in this case exercise both the positive and the negative qualities of your magnetism. Try to meet the person face to face, and if possible let a few words pass between you. Say to yourself, "I WILL this person to my influence, to feel drawn to me, to feel my influence continually; I WILL that this influence shall not be shaken off."

Your thoughts so impressed will have their effect upon the person's mind, and impressions once made upon the mind are indelible.

When you have once accomplished this, you have modeled

the opinion of that person in obedience to your will, and no resentment will be felt.

EXERCISE TO OVERCOME HABITS

Take before you any habit that may have fastened itself upon you, take them one by one, worry, evil speaking, vanity, drug habit, or whatever they may be, no matter how long standing, take them under your consideration one by one, and put the force of your will upon them. The depraved appetite is a creature of the mind. It is always under the control of the will. If you have developed the will to assert itself, you have done away with all vile habits, from this time on you must be master.

Let no one pity or excuse you; let no one forgive you or sympathize with you. You are master of your appetite and passions. They are what you WILL them to be. If they are vile, henceforth away with them.

Let nothing stand between you and the exercises of your authority. Break all these habits. You can do it if you wish. You must do it. If you won't, it is because you don't want to.

One of the first concerns of the aroused will is to get into perfect harmony with nature. The will finds different channels through which to convey its commands, the physical body and the mind. The will quickens both into activity which is the condition of existence. Whoever is inactive begins to decay or to atrophy. There was a purpose in the creation of all things and all things retain their places only by fulfilling the purpose for which they are created. The body is the temple of the mind. Correct living and thinking can perpetually renew the body and keep it in health.

Nothing can be obtained without labor in any field of endeavor, every hour of the day confirms a condition, an existing trait of character or lays the foundation for a new one. Every thought, every action counts for or against the acquisition of "Personal Magnetism." Only those who control their actions, who bring into subjection wandering thoughts, and gathering all their forces, direct them to the one end they have in view, deserve to receive the crown of success. Success waits on effort and not on wishes.

Practice and give exercises in your room for a while, but do not fail to apply strengthened will power to daily life. Only those who utilize power can retain it. If you were to bind up the arm in a sling and let it remain unused for a long time, you

would lose the power to use it. The will gains in strength in just the same way.

Exercise it constantly and consciously. No work is unimportant. Determine to do everything you have to do to the best of your ability. The habit of concentration will repay a thousand-fold all the pains taken to acquire it. More complete instructions and exercises are contained in the greatest book ever written, "The Master Key."

Be reticent in regard to your practice of the "INSTRUCTIONS." The antagonism which would be invoked by such an announcement would nullify your influence to a great degree. Every act and every word of yours would be watched and subjected to scrutiny to discover if it were dictated by your wish to dominate. Keep your own counsel.

People may realize that you are in fact influencing them but they will not care much if they think you are doing it by appealing to their reason. If, however, they think you are exerting an influence over them, they will resent it and become antagonistic to you. They will give battle to every suggestion you may offer.

There are times when an aggressive attitude may be assumed to drive home a suggestion already implanted, but the very greatest degree of judgment must be used to decide. It is not every one who will brook such assumption; more harm than good usually comes from such a course and it should never be resorted to except as a last resort.

Accept these teachings as you will. They embody the best thought upon this fascinating subject. So many have proved these methods true that we know all who really want to attain "SILENT INFLUENCE" may do so by these means. Only those who do not care to take the infinite pains that the matter demands and deserves, will fail.

There is one other thought that we would give to every one. It is this: The "I AM is YOUR REAL SELF." That is the secret of life.

The "I AM" knows its inseparableness from all creation. It cannot dissect itself of its fellowship. Thought penetrates ignorance, prejudice, superstition or whatever covering may seek to hide in the soul.

LESSON NUMBER EIGHT

SILENT INFLUENCE

Influencing Others

As there are no two persons alike you will find it necessary to deal with each one a little different. First study the nature of the person, then follow the instructions for his case and you will be surprised at the success you will have.

One of the hardest subjects for you to influence is a person with a strong will power. You can readily understand that it would be utterly useless for you to assert your will or aggressive force against his, for you would fail; unless you possess a highly developed mind power, tact is what you should use. Approach such a person from the opposite point, until you have gained his friendship or sympathy, humble yourself and show your admiration for his excellent qualities and fail to recognize his weakness. Be sure to never give credit to anyone but him, not even to yourself, while you are in his presence.

Praise, yes flatter him, he will believe you. He is blind to his own faults, you must be the same. He will make mistakes, but you must not expect him to correct or acknowledge them. Place him on a pinnacle far above yourself and you will both merit and receive his favor. As long as you show this appreciation he will do almost anything you want him to do. If you can only admire him and his abilities and hobbies sufficiently, he will respect you for your good judgment, and will soon obey your wishes. You must, however, request him to do so, telling him you are sure he is the only person who could do so correctly. That is why you have taken the liberty to ask him. As long as you will arrange your plans so as to give him credit, you may by your personal power lead him like a lamb. When you look him in the eye be sure to express humility and admiration. If you will do this he will be as a toy in your hands.

The majority of people are deficient in will power. The less will power a person has the easier it will be for you to influence him. A person who is lacking in will power is changeable in his ideas and plans, so you must influence him to do at once what you desire. Don't give him time for reconsideration as he may change his mind. Looking him straight in the eye, expressing firmness and confidence, do not show for a moment that you have any doubt about him doing as you wish.

State your case clearly and forcibly, work on his sympathies, emotions and passions, and do not appeal to his judgment as that would necessitate his stopping to think, and this might deflect his plans. He will become very enthusiastic, but he will also react and quickly drop down to discouragement and despair. Be prepared for this and do not get discouraged yourself, even if you fail the first time by not keeping up your enthusiasm, you will have a better chance next time. Keep up a constant conversation, and elaborate as much as you find it necessary; if he is a little slow to your way of thinking, get angry with him for not seeing the advantage of your propositions. This should be done only as a last resort, but it seldom fails to bring the desired results. He will respect in you the qualities of force, energy and confidence that is lacking in himself, for no one admires weakness even in himself. It is natural for such people to depend upon the ideas and dictates of people having stronger WILLS than their own. You can easily become their master and dominate their very thoughts as well as their actions; what you WILL them to do they will do. Many people who are deficient in will power, have a certain stubbornness that is often taken for will power. Be careful when you deal with such a person. You must use tact and diplomacy, you must not force your ideas or opinions on him. The slightest show of force on your part would cause him to become obstinate. Bear in mind a stubborn person has not a strong will, so he is sure to obey your wishes if you use tact in presenting them to him. You must ask him if he does not think so. He will usually think as you would have him think. If he does not, say no more at the time but wait for a better opportunity and present your case in a different way but always seem to depend upon his judgment. In reality you are suggesting the ideas and he is speaking them. Don't neglect to keep your eye on his, and keep your desires constantly on your mind.

If a person is at all intuitive you will accomplish your purpose by being in the same room with him, provided you concentrate your mind and WILL that he obey your wishes, always thinking of the thing you want him to do. Telepathetically he will get your wishes and think they are his own. A wonderful amount of influence is produced in this way. It is better for you to sit behind the person so that your eyes do not meet his, but look at the base of his brain when transmitting your wishes. This is really Mental Telepathy.

Have you never sat in church or theatre and discovered some one ahead of you whom you knew would recognize you? After thinking of him and looking in his direction for a few minutes, notice that he begins to get restless in his seat and finally turns and looks directly at you.

If you have never done so try the experiment, you will find it interesting. If you can cause a person to do that much by wishing it, how much more can you do, if you concentrate your mind, and WILL them to obey your wishes. You must not allow doubt to creep into your mind. Say to yourself, "I am going to succeed, I will not give up until I do succeed." If you will stick to this decision you will not fail.

If you have to deal with a person who has a violent temper, you must talk quietly; do not allow yourself to get excited; speak if possible in a modulated smooth tone. Temper is the result of uncontrolled emotions. Therefore you must be careful not to play too much on his feelings. What you must produce is a soothing effect so that he may think intelligently. If you will keep your object prominent in your mind he will soon think as you do. His reason and will power are not properly balanced; therefore you will have very little difficulty if you keep him cool. If he should lose control of his temper, leave him for the time being, but do not be discouraged; you will surely succeed the next time, because you have avoided arousing his feelings, and, as he is deficient in will power, he will give in eventually.

If you are dealing with a person nervous, critical and skeptical, bear in mind he has an exalted opinion of his own ideas and will find only the flaws in those of other people. You have a different case to handle and it will require all the diplomacy and tact you possess to win. It will first be necessary to quiet his nerves. This can be done by directing your thoughts and mind to that purpose. Avoid opposing or criticising his statements even if they are incorrect.

If you oppose him he will become irritable and then you will have a poor opportunity to succeed with him. He is a hard case to handle; therefore you must not get discouraged. You may not accomplish your purpose until you have tried several times.

Perseverance will win, so do not give up. The plans you place before him must be well considered and every possible flaw eliminated.

Even then you must be prepared to have him criticize and

tear to pieces your fond hopes. He will suggest a change, etc. If you will agree with him and gradually bring him to see that your ideas are his and give him credit, you will meet with no further trouble in managing him.

When dealing with a person who is practical, truthful and intelligent, you must be prepared to make practical statements.

Be truthful; do not exaggerate, look him straight in the eye with a frank, honest expression. Any tendency to look in any other direction will cause him to lose confidence in you. The secret of your success is in getting his confidence. Be assured that he will deal with you squarely and honestly. What he promises he will do. Do not flatter him directly, but you can show your appreciation of his judgment and opinion by your actions. This will have more weight with him. Make your statements and requests clear and to the point.

Speak quietly and firmly and make a statement that you are prepared to prove.

There are a great many people who are morbid and melancholy, they are so because they like to be sad. They think they are unfairly dealt with, and they want to receive sympathies of others. It is because they are looking through colored glasses that nothing seems bright and cheerful to them. In fact they will not tolerate gaiety or frivolity in any line. If you would influence these people you must appear to be (for the time being at least) saddened by the struggles and hardships of life. Tell a few sad experiences that you have had in the past. Speak with a subdued tone, with a deep sadness in your voice and an expression of sadness in your eyes.

Sympathize with the person because "misery likes, or loves company." You will gain his sympathy in return. When you have accomplished this you will have less difficulty in getting from him what you want.

If you would influence a person who is particular about details, is full of system and method, weigh the case well before you attack. See that you are spotlessly dressed, omit none of the little things that are essential to a complete toilet. Have your shoes bright, your gloves spotless, your linen fresh and clean. Be careful that you overlook no ceremony or courtesy when you enter his presence. He will size you up at once, and his first impression will determine your success. Once in his presence

you must use every means of influencing, that has been given in the first part of these instructions.

If you will use care you will succeed the first time. If you do not then you have not made the right impression. If you see that you have failed, do not stay longer. Go and examine yourself for defects; find them, correct them and try again, do not give up. Then we find the opposite kind of people, those who pay no attention to details. They are careless in their dress and have a natural dislike for detail. They grasp a subject as a whole but have no time for the little things. You will have no need to waste your time on your dress before you approach them. When you meet them come to the point at once, make your statements quickly; do not use unnecessary language, speak rapidly for they will intuitively understand you before you finish your sentence. They will also take your mental suggestions quickly and by the time you are through stating your case they will be prepared to answer. If you have kept your eye well on them and your plans well in mind, they will give you the answer you desire.

The information you will gain by shaking hands with people, will assist you in applying your "Silent Influence." If you find the hand soft under pressure you will find the person is continuously lazy. He is also shiftless at heart. You can easily influence him but he must grant your favor at once or you will not get it.

He may seem very kindly toward you and promise to do what you ask him but as soon as you are out of his presence he will forget you and you will lose your influence over him until you come before him again, when he will have an excuse to offer why he did not do as he promised. Do not depend upon him when he is out of your sight.

If, however, the person has a hard hand, you have to deal with a person of action. He is in every respect the opposite of the man with the soft hand. You will not influence him as quickly but when you gain his promise or consent you know that he means what he says. You can depend on him. You must be business like and full of action, don't waste a moment; appear to have a great deal of business to attend to. State your business at once, do not hesitate. You will thus gain his respect and influence.

If you should influence a person of the opposite sex through

the affections, you must bear in mind to use the instructions given for his or her character and then use care not to be too demonstrative in your affections. Human nature is peculiar; it always wants more strongly that which is withheld or that which the person thinks he cannot get. Show every possible kindness, courtesy and attention, avoid direct expressions of love or affections until you are sure you have won the object of your desire.

In influencing a person of the opposite sex you have an easier task because you have "ANIMAL MAGNETISM" as well as "PERSONAL MAGNETISM."* If these two powers are used, you will not fail in a hundred times. You can successfully apply them if you are master of yourself. You can spoil your own plans by not being able to depend upon them to execute them. You will therefore see the advisability of first preparing yourself and getting a thorough knowledge of the "SILENT INFLUENCE," and then developing it in you to the greatest extent. Your success will be measured by the amount of INFLUENCE you have developed and the control you have over yourself when you commence to use the power. The more you use it the stronger you will become, both physically and mentally.

If you will conscientiously follow these instructions there are few positions in life too great for you to reach and fill satisfactorily. You will pass all your associates and they will call you lucky.

It is not luck, it is the intelligent application of a power that is possessed by all, but not used by them so as to bring the best results. If you will use it in your daily life, you are sure to become very successful in life, physically, socially and financially.

LESSON NUMBER NINE

HEALTH

Something has been said in the preceeding chapters regarding various phases of this subject, but as the health and proper development of the mind depends to such a large extent upon the health of the body, I consider it necessary to give more explicit instructions for the attainment of this end.

The first step to success is perfect and permanent health, so hold this thought in your mind continuously. You are to pre-

*This subject should be more carefully studied in the books "Art and Science of Personal Magnetism," "Advanced Course in Personal Magnetism" and "Winning Personality," sold by the publishers of this book.

pare the mind and body so that both will vibrate in peace, health and perfect harmony. Dissipation with eating, drinking and other sensual pleasures, destroys the health.

In the **first place**, there can be no health without proper diet and nutrition. Imperfect nutrition causes the blood to become poor and weak and consequently every cell in the body becomes weakened and starved. Perfect nutrition is not possible unless proper assimilation prevails. So the stomach must be kept in the best condition for perfect assimilation by giving it only the foods it should have, or those that can be easily assimilated.

Nature tells us to eat plain, simple, wholesome food, drink plenty of pure water and live in God's sunshine and air as much as possible. **What do we eat for?** You should eat to restore vitality instead of wasting it by trying to digest meals that cause trouble from the very start.

Eat any one of these things for 21 days (not necessary to eat all): Eggs, little animal meat, good soups, plenty of vegetables, rice or cereal foods, milk, fish, celery, beans, peas, turkey, cocoa, buttermilk, crackers, dry toast, home made preserves, plenty of apples and other fruit.

Be silent. Don't worry. Be quiet. Rest. Be satisfied. Be pure in thought, word and deed. If others try to harm you, do them good in return. Be content and friendly to all. **Believe in yourself.**

Eat and drink none of these for 21 days (unless absolutely necessary): Mustard, pepper, pies, pastry, pork or hog fat. No hot bread, rolls, biscuit or pancakes. No cabbage, kraut, ginger, hot sauce, very little salt, butter, and no radishes or cucumbers. Drink absolutely no intoxicants nor any kind of drugs or alcholic medicine.

These articles must be avoided as nearly as possible, at least for six weeks, and especially while endeavoring to control a person. Don't worry if you cannot follow everything, but do the best you can with this and other secrets. Remember there is no easy road to anything that is worth having. Everyone must travel the same way, and those who desire to conquer must be prepared to work. If you are in earnest you will soon master and control all that is now against you.

Two kinds of food are enough for a meal. Select the foods that are beneficial and let the unreal alone. One kind of food at a time is really better than two. Whenever possible make

your meal of one kind of food. You can soon form this habit and you will find that this is a great help in maintaining health. (The proper kinds of food that harmonize well, and the various nutrition tables, as well as more complete health rules are contained in Dr. Armitage's master health book "**How To Stay Young.**" For sale by the publishers of this book. The laws contained in that book should be studied and practiced by people of all ages who desire perfect health and prolonged life.)

Too much stress cannot be laid on the proper **irrigation of the body.** By this I mean the proper use of water. The physical system requires a certain amount of fluids daily—about two quarts of fluid in twenty-four hours is the normal amount for an adult.

Perfect secretion and excretion requires the normal amount of fluids. Otherwise the secreting glands are unable to manufacture the juices and fluids needed in digestion, absorption and assimilation, and the excreting glands are unable to provide for the excretion or throwing out of the waste products of the system through the kidneys and bowels. The liver and other organs likewise suffer. The pores of the skin are the sewers by which a large percentage of the waste matter escapes from the body, hence keeping them clean is an absolute necessity. Regular bathing in warm, tho not too hot water, should be practiced.

You should never eat fast, and you will find it well to rest after each meal. A few minutes complete relaxation of mind and body will start a new day for you. In resting it is best to lie on your right side and throw your arm under your back and down, lying slightly on shoulder and stomach. When you lie down for rest, try not to think at all, and you will feel much better within a short time.

Sleep is a needed something that Nature insists upon. Without a sufficient degree of rest the brain becomes overworked and complications set in. It is not necessary for me to emphasize also the necessity of **exercise**, for we all know that this is essential for everyone's health.

Last but not least is the fundamental law of proper breathing. When you realize that unless correct breathing is performed the blood is imperfectly oxygenated, and is therefore unable to perform its functions, you will see why a person breathing improperly is unable to have health. Man in his normal state had no need of instruction in breathing. Like the lower animal and the

child, he breathed naturally and properly, as nature intended him to do, but civilization has changed him in this and other respects. He has contracted improper methods and attitudes of walking, standing, sitting and sleeping, which have robbed him of his birthright of natural and correct breathing. The percentage of civilized men who breathe correctly is quite small, and the result is shown in contracted chests and stooping shoulders, and the terrible increase in diseases of the respiratory organs. In imperfect or shallow breathing only a portion of the lung cells are brought into play, and a great portion of the lung capacity is lost. You should breathe slowly, long and deep from the stomach. Do not raise the shoulder in breathing. Overcome the common practice of breathing through the mouth, and learn how to breathe entirely through the nostrils.

Man's only physical salvation is to get back to Nature.

LESSON NUMBER TEN

SEX

In Concentration

Love is the result of influences that femininity exerts upon masculinity, and vice versa. The physical expression of this wonderful law is that which controls the union of the sexes and their happiness.

Man and woman are assailed by sensuality at all ages; the more it is practiced the more it diminishes their **MENTAL POWER** and lessens their moral tendencies.

The abuse of the sex function brings about a peculiar state of affairs between husband and wife. The most disagreeable person in the world is one who has wasted all of his or her vitality, retaining no magnetic force; and the brain, **being the greatest sufferer** cannot do its best work.

Unbridled passion has been the ruin of many a great man and woman, who might have been almost sublime had they not been crushed by this great force. Until a new sexual education has succeeded in balancing and purifying the passions of man and woman, they will continue to be the slayers of the gods and "to sully the miserable world with tainted blood and influence foul."

Many young men start life giving promise of a brilliant career, but fail to fulfill this promise; they seem to lose their grip on life's realities, their **MENTAL FACULTIES** become more or less

disordered, until finally the life that seemed so full of promise goes out in disaster. Too often the cause of this sad failure lies in the fact that they have become slaves to their senses, and, lacking the **strength of will** which alone could save them, finally drift into actual debauchery.

Complete continence is not encouraged, but the more one indulges his desires, the stronger these desires become, until that person is no longer capable of resisting and the **mind** and character are alike weakened.

Men and women must become more chaste. They must learn to shield themselves from the unwholesome factors which prematurely arouse their sensibilities. They must be taught of the poisons that lie behind the pleasures that allure them. The chaste person enjoys greater **brain power**. How many geniuses are dead before having lived! How many great minds irremediably destroyed by misguided voluptuousness, are cut down before having expended for the human race one-tenth of the treasures of their knowledge and power.

The deplorable and inexcusable conditions existing in the lives of thousands of men and women, directly traceable to ignorance on this subject as brought to my attention by contact with the millions of people in my more than a score of years of this work, has prompted me to write something on this subject, in the hope that the information may serve to avoid calamities in the lives of my friends.

SEX FORCE is the vital power of attraction between the sexes, and its proper control and transmutation is the greatest factor for strength and **higher development**. Regeneration is the only system that will perpetually rejuvenate the whole body.

LEARN MORE ABOUT IT,* as by careful study of the subject we see that the proper preservation and application of the sex forces, or vital powers, is the real secret of personality, magnetism, **mental development** and the means by which we may bring about a sweeter, nobler and better life.

* A study of the book SEX SECRETS is highly recommended. See page 47.

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