

SUCCESS *and* HAPPINESS

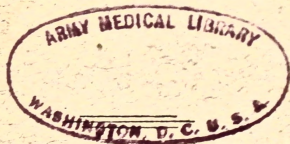
HOW TO GAIN HEALTH, MONEY, and
HAPPINESS, and to CURE DISEASE;
or, Personal Magnetism and Will Power

BY

ALEXR. VERNER, F.A.I.P.,

no. 9

Founder and Principal of the British Psychological Institute
Author of "Medical Hypnotism and Suggestion,"
"Practical Psychometry," "Clairvoyance and
Crystal Gazing," "Table Rapping and
Automatic Writing," Etc.



THE MARLOWE COMPANY
CHICAGO, ILL.

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or, Personal Magnetism and Will Power.

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PREFACE

The design of this little work is to give a brief but accurate account of the "theory and practice" of personal magnetism and will-power. It also aims at instructing the student as to how to make use of various other psychical forces.

During the last hundred years, very great advances have been made in regard to the physical sciences. The psychic sciences, however, have made but very little progress. But the general public seem to be at last awakening to a higher intellectual plane, and to be taking a greater interest in subjects psychological. We may, I think, therefore, hope that, in the near future, things may be accomplished in the domain of psychology even more marvelous than those which have been achieved in the past.

Already, the scientific development and utilization of personal magnetism is rapidly coming to the fore in this country. By a large number of people, however, the subject is not properly understood. This unacquaintance with the science it is the object of the present work to remove.

The book is written in the hope of encouraging

through which persons are attracted to each other or repelled. It has much to do with one's success or otherwise in business, love, or social affairs. We see its power demonstrated in everyday life. Success does not depend on intelligence or on moral worth alone; for we find people that have made fortunes who have not been over-intelligent nor over-scrupulous. On the other hand, we meet with people that have had a college education and have been of thorough integrity, and who yet have turned out failures, so far as getting on and making money is concerned.

Some people can go into business almost without money, and yet prosper; while other people may start business with plenty of money and lose it all, although possessing a similar amount of business aptitude. The reason is that the person who started business with very little money possessed a large supply of magnetism; while the other person was almost devoid of it.

Success, then, comes through personal magnetism. Everyone possesses magnetic power in a greater or in a lesser degree. Few, however, know how to develop and how to exercise it, so as to make it useful to them.

A very large number of people possess magnetic power, and exercise it unconsciously. They find that they are more successful in their business or profession than their apparently equally or better gifted competitors. For instance, they sell more goods or receive

a higher salary; customers or clients have a preference to be attended to by them; and so on. They cannot account for it; but it is all a matter of personal attraction, or magnetism. A fortune awaits the business or professional man who knows how to develop and use his magnetic power.

Magnetism can also be used to cure disease.

To develop your personal magnetism you must first get into a state of health. To do this, have plenty of rest and sleep. Eat good, wholesome food. Avoid heavy or indigestible dishes—also intoxicating drinks. Keep clear of excesses of every kind. Do not trouble or worry about things. Be cheerful. Keep up your spirits. Do not give way to undue excitement.

Trouble, fear, worry, irritableness, temper, etc., are very bad things. They use up magnetism, and thus impoverish the brain and the nervous system. Therefore avoid them.

Practice deep breathing. Breathe through the nostrils, slowly. Count six while you inhale; count six while you retain the air in the lungs; and count six while you exhale. Take about twenty or more long, deep breaths daily; and you will soon develop your lungs and enlarge the chest. Remember that "the blood is the life," and that the act of taking long, deep breaths tends to purify and oxygenate the blood. Consequently, also, it helps to—materially—develop the animal magnetism.

Further, you must have plenty of exercise. This may take the form of physical work, outdoor recreation, or any kind of gymnastic or athletic exertion. All the muscles of the body must be exercised regularly.

You may practice light dumb-bell exercise. Or you may practice with your hands closed without dumb-bells. Go through a few exercises like the following, tightening your muscles and repeating to yourself (why, you will see presently) the words: "I am charging my body with magnetism:"

Hold both arms with your hands closed, above your head. Pull them down slowly to the shoulders. Again: hold your arms out at full length in front of your body, with the hands open. Then close the hands as if you had something in them; and draw them towards your shoulders. Next, again throw them out and draw them in.

Repeat the exercises daily; and you will soon be proficient. You may practice any other exercises you like. Swimming is an excellent one; as it actionizes nearly all the muscles, and, moreover, expands the lungs.

By following the rules I have laid down, you will cause your body to become healthy, strong, and "charged" with personal magnetism. The magnetism will be stored up ready for use, just as the bile is stored in the liver ready to aid the process of digestion.

Much valuable magnetism is at times lost through

its escaping from the body at the tips of the fingers. The reason it escapes thence are two. In the first place, the finger-tips (with which we most exercise the sense of touch) are very sensitive. They contain much gray matter similar to that constituting the brain. (When Sir Charles Bell dissected the fingers of blind men, he found the tips of the fingers peculiarly endowed in this way, the blind using the sense of touch much more than ordinary people.) The second reason we are liable to lose magnetism at the finger-tips is that those parts of the body are—comparatively speaking, of course—very porous.

To prevent this loss of magnetism, it is well to cultivate a habit of, whenever possible, keeping the hands tightly closed. This hinders the escape of the magnetism. You will have observed how men fighting clench their fists. The reason they do so is not merely because a fist hits harder than a palm. To clench the hands is the natural way of preventing magnetism—and therefore force—from leaving the body at the finger-tips, whether the fighters adopt the plan because of knowledge, because of instinct, or merely because they want to hit their hardest. And they would not be able to hit hard for long if they kept their hands open; for their magnetism would soon go, —their energy soon vanish.

Make up your mind to succeed-in-life; and you will do so. But it will take time. You must not expect to

develop and apply your magnetism in a week or two. You must persevere for a few months. The more you persevere, the more successful you will become.

CHAPTER II

WILL POWER; AND HOW TO INCREASE IT

It was Napoleon that said, "Where there's a will, there's a way;" and to a great extent it is true. Some people cannot succeed-in-life; although they have had every advantage. On the other hand, others can very easily secure what they want, simply because they have the will-power to get it.

I need not stay to define will-power. Says Professor James, in his "Text Book of Psychology:" "Desire, wish, will, are states of mind which everyone knows. . . . We desire to feel, to have, to do, all sorts of things which at the moment are *not* felt, had, or done. If with the desire there goes a sense that attainment is not possible, we simply *wish*; but if we believe that the end is in our power, we *will* that the desired feeling, having, or doing shall be real; and real it presently becomes, either immediately upon the willing or after certain preliminaries have been fulfilled. ' The only ends which follow *immediately* upon our willing seem to be the movements of our own bodies."

Poor health means little magnetism; little magnetism means a weak will; and a weak will means failure.

As Thomas Jay Hudson points out in "The Law of Psychic Phenomena" (page 115), people that have not much will power are ill, nervous, irritable, dissatisfied. They have no confidence in themselves, are easily led, cannot look anyone straight in the eyes, are always anticipating the arrival of bad luck, and think there is nothing for them in the future but the workhouse. Even when they are doing moderately well, they are always thinking of failure.

This habit-of-mind becomes so ingrained that it is difficult to get rid of it. No one likes the company of people that are ill and complaining; and altogether persons in this condition do a great deal to bring on themselves the failure they are always dreading.

To people of the class I have described (and I have had to advise many of them in my time) I would say: Create some pleasant thoughts in your mind. Do not keep thinking about the past. Think about the things to come. Look on the bright side. Seek fresh company and amusements. Go where you can be cheered and encouraged. It is of no use to keep troubling about things. Make a firm, a determined effort to be happy. Trouble, worry, and fear kills thousands. Develop a good supply of animal magnetism; and then by the aid of the strong will that you will have developed, direct that magnetic power to the good of yourself and others.

Think as I recommend; and you will quickly get out

of the habit of mentally dwelling on trouble, calamity, failure. Proverbs (xxiii. 7) truly says that as a man "thinketh in his heart, so is he." Think that you are happy, you are free, you are prosperous, and you are a success. This will make you feel more hopeful, and thus encourage you,—will make you feel that you are a force, and help you to "go in and win" the happiness, the freedom, the prosperity, the success. (For of course you will have to work as well as think.)

Study the lives of eminent, successful men. No fickle, changeable individual ever did anything worth remembering. Some of the world's greatest leaders have been literally human magnets, so full of magnetism were they. They have been able to rule people and make them do almost anything they wished. Consider the will-power possessed by Julius Cæsar, Napoleon, Oliver Cromwell, George Washington, Robert Bruce, and others.

You need not be unreasonably stubborn. But, having decided what to do, lay down a plan by which to do it: and then never lose sight of the project until it is triumphantly accomplished. This is what you must do if you wish to be successful. First make sure that you are on the right track (and health and magnetism will "sharpen your wits" and enable you to recognize what is the right track). Then "go ahead;" and firmly refuse to be turned aside by anything or by anybody. An unflinching, persistent will, in a matter that is right,

will extort respect and admiration even from enemies.

To develop your will power, then, have a definite, settled purpose-in-life—some design that can be accomplished only by systematic application. Make up your mind as to what you want to do, and that it would be right for you to do it; and then bring every accessory-of-action to bear in its achievement. Learn that "I can't" is a childish confession. Whatever is worthy to be done create in yourself the knowledge and power to accomplish; and then—*do it*. Never allow circumstances to dominate your will. Make circumstances and conditions your slaves. Recollect the heroic Nelson, who, when signalled to retreat from the battle, put the telescope to his blind eye and declared that he did not see the signal, and fought on and won. Be firm in everything you undertake; and you will "pull through." The person that says, "I *can*;" and I *will*," is the one to get on in the world. Never think of failure. Always think that you will get what you want; and persevere until you do get it. As Longfellow says:

"Be up and doing,
With a heart for any fate:
Still achieving, still pursuing,
Learn to labor and to wait."

CHAPTER III

PERSONAL INFLUENCE; AND HOW TO EXERCISE IT

People are influenced in various ways. The influence exerted over them acts on the different senses.

If you want to influence a person in the easiest way, find out his "weak spot." "Touch him" on that; and he will do almost anything for you. For example, to secure a favor from a lover of pictures, give him a picture or take him to a picture-gallery. And so forth.

I have seen people listening to a brass band playing pathetic music; and the strains have made them cry. This effect is produced by action on the auditory nerves (the nerves of hearing). The music recalls past memories, and thus affects them for the time being.

Some people are influenced through the sense of smell—as by smelling various pleasing odors, like those of flowers or like perfumes. That is caused by action on the olfactory nerves (the nerves of smell). To influence people of this kind it is a good plan to give them flowers or scent, or to take them to a flower-show, and then and there to ask them for what you want.

Some people are easily influenced by eating various

kinds of savory foods. That is done by action on the glosso-pharyngeal nerves (the nerves of taste). After persons of this kind have had a good meal, they will grant almost any favor for which you might ask. You have found their "tender spot,"—have "touched the right chord" in their being,—have attacked them in their most vulnerable place. Many commercial travelers get large orders by treating certain people to a good dinner. And the cause of charity is, notoriously, always better served at a banquet than at a public gathering of the ordinary kind.

Some people are acted on through the spinal accessory nerves (the nerves of touch). You will often see a mother walking out with her child. Suddenly the child falls, or meets with some other slight accident. The mother lifts up the child and rubs his knees, or hands or head, or wherever else he may be hurt. She says: "You are all right. You will soon be well." And the child quickly gets over his trouble. The wounded place has been soothed and partly healed by the mother's hand (magnetic healing—see Chapter VI). Moreover, "*suggestion*" (see below) has been at work (the mother's remark that all was well or that all soon would be).

As I have said, some people are acted on through the sense of sight (optic nerves), as by viewing paintings, sculpture, architecture, etc. Where what they see is of a disagreeable or painful nature—as, for ex-

ample, a severe accident happening to a person, a train, or what not—people of this class often faint, or otherwise for the time become powerless. There are, however, always persons present that are at once ready to rush forward and render what help they can. These are persons possessed of strong will-power.

Some orators can sway an audience to an extraordinary degree by their eloquence (directed by thought-force) and their magnetic influence. They can keep their hearers almost spellbound during a long speech. In ancient time, orators like Demosthenes, Æschines, and Marcus Tullius Cicero achieved wonders by means of the power with which I am dealing. In later times we have had Edmund Burke, Daniel O'Connell, William Pitt, Henry Clay, George Whitfield, Channing, Gladstone, and a host of others, all noted for the remarkable influence they exercised over their hearers.

With a little practice you will be able to influence many persons.

The stronger the will-power of a person, the more difficult is he to influence. But every person (no matter how strong their will-power) may be influenced by some person or other.

To influence a person, it is necessary—as we have seen—to use your thought force. Decide mentally as to what you wish him to do. Above all, be sure that it is something that is right for you to wish him to do (see Chapters IV and VII). Then—still mentally—

"order" him to do it. Repeat the mental "suggestion" to him as many times as may be necessary, and on as many occasions. In the end, if you have carried out the instructions I have given you,—if that is to say, you have sufficiently developed your powers—you will in all probability succeed.

As to the *words* in which you should suggest to the person you desire to influence shall do as you wish, I will give examples of suitable phrases as I proceed. From these you will be able to frame your own suggestions, as necessity arises.

The following is an easy test to show what progress you are making: When you are in the street, walk behind a man and look straight at the back of his head with both eyes. Make the following *mental* suggestion to him: "You must turn round and look at me!" The thought-waves set in motion by your brain will vibrate through the ether, and travel to the brain of your "subject." (This is called telepathy, or thought transference.) If your thought be backed up by good, strong will-power, in a short time the person on whom you are experimenting will do as you desire.

Again, when you are in a train or tram, where there are a number of people, gaze at a man you see wearing a watchchain. Look in his eyes for a second; and then take out, and give a glance at, your watch. You will be surprised to see him look at *his* watch. Also,

other passengers will look at theirs. *This* is because your thoughts are being responded to.

When you can set people doing these things, you will know that your influence is acting.

To see how different senses are acted on in different individuals is very remarkable. As I have said, a person is best—easiest—influenced through his weakest sense. What is a person's weakest sense may sometimes be difficult to discover. Try to get the suggestions in through *all* the senses, where you are in doubt. You will then be sure to be right.

When at any time you suspect that a person is trying to influence *you*, against your best interests,—against your better judgment,—you may guard against it by following out these rules: (1) Do not look the person in the face. Look sideways: away from him. (2) Keep your hands firmly closed. (3) Will in your mind that he *shall* not get power over you. Tell yourself that he *cannot* do so. (4) Do not be persuaded by him to buy anything that you do not require. (5) Do not be very attentive while he is explaining things. (6) Be firm. Do not give way to his suggestions or persuasive powers. (7) Try to get out of his company as soon as possible.

CHAPTER IV

SUCCESS IN FRIENDSHIP, LOVE, AND MARRIAGE; AND HOW TO GAIN IT

Some people *repel*. Everyone seems to avoid them, and to have as few dealings with them as possible. A few people are friendly with them for a short time; but then they forsake them.

This is a bad sign; but it can be remedied. If you feel that certain people do not care for you, and that everyone tries to shun you, it is clear that you are deficient in magnetism.

If you desire to win the good opinion and the friendship of people, the first thing to do is to get into a state of health. To do this, follow closely the directions I have given in Chapter I.

Cultivate a cheerful disposition. Be good-natured. Do not think bad thoughts. Be agreeable. Do not be envious or jealous. Try to adapt yourself to the people you wish to regard you better. Think and *will* people to act better towards you. Attend to all these directions; and in a short time people will be glad of your society.

I have advised thousands of people on matters of

this kind; and a very large percentage of them have been successful.

To insure success in love and marriage is, ordinarily, a difficult thing. By the aid of personal magnetism, however, it can be made very easy.

You may have noticed how some men and women get more admirers than others. Although they may not be remarkable for their good looks, cleverness, or goodness, they seem to freely fascinate and captivate members of the opposite sex. This—as you will now see—is owing to the power of their personal magnetism. They attract people; they are liked; and, if they use their power in the right direction, they succeed in their love affairs as they can also succeed in all others.

If you desire to win the love of a member of the opposite sex, closely follow out all the directions I have given above for the gaining of friendship. The form the mental suggestion should take is: "You must love me,—you must love me!" Repeat this suggestion about six times on as many occasions as you can or care to.

If you have reason to doubt the constancy of your lover, you can make him keep true to you by suggesting to him, in your mind, that he *must* be true to you. Whether you are near him or far from him, say mentally: "Now, you must be true to me, and not think about any other girl."

Do this especially when you feel upset or uneasy.

But try never to get downhearted or doubtful about your lover. Think strongly and firmly that he will marry you. He will feel the effects of it, and will act as you desire.

A large number of ladies have consulted me; and they have said: "I am sure my sweetheart will never marry me. I think he would rather have someone with money," or "with more money" (as the case happened to be). It is a bad thing to allow thoughts like these. Do not worry about money, social position, education, nor anything else. Keep thinking that he will marry you,—that he *must* marry you; and it will turn out as you wish.

It is best to put into operation the above mental suggestions late at night. Your lover's mind will then be less occupied than during the day. Consequently, he will be in a more receptive condition. Of course, to succeed takes time.

Above all, never forget that, in using this power of suggestion, you are using something that, used unwisely, will cause you misery of the most awful character. Remember that *there is no hell-on-earth worse than married life when love is lacking*, whether the love be lacking on both sides or only on one. Beware, then, how you start influencing a person to marry you. Carefully—and prayerfully—read the warning given in Chapter VII.

Before you begin influencing *anyone* to do *anything*,

think not merely once but thousands of times, lest you do something the consequences of which you will bitterly regret both in this world and in the next.

Should you, unhappily, have married someone that does not love you, the directions given above will enable you to obtain your life-partner's affection. They will also, should his or her love "grow cold," enable you to regain it.

CHAPTER V

SUCCESS IN BUSINESS LIFE; AND HOW TO ACHIEVE IT

To attain success in the world of commerce requires a deal of study and perseverance.

If you are out of employment, do not let things trouble you. Especially be careful never to think failure to obtain a berth possible. Go about the work of trying to get employment with a firm conviction that you *will* get it. Repeat to yourself: "I *can* and I *will* get a berth!" Respectfully but boldly tell each person to whom you apply for employment that you are the kind of person he requires. Tell him exactly of your worth. Explain to him precisely what you can do. Repeatedly say to him mentally: "You must give me the berth! Give me the berth;" and you will get it.

If you possess occupation and think you ought to be receiving more remuneration, make a suggestion to your employer. Ask for an increase—of course saying it in such a manner as shall not offend him. Tell him that you think you are worth more money. If you are worth more, you will get it. But you must have patience. And you must not expect too much at a time.

Employes like commercial travelers, insurance

agents, and others, that have to call on a number of people a day,—many of these will, some days, not do a bit of business; while others so engaged will do a great deal. The person doing the most business possesses the most magnetism. I have seen a traveler for pianos and organ dispose of quite a number on the hire system, all through being able to influence people,—to persuade them. I have also seen an insurance-agent able to persuade scores of people to join his society. He is now in the same society, a superintendent.

Every business, no matter how large or how small, can be greatly improved by the proper use and application of personal magnetism, practiced by the proprietors or by their employees in a fair, legitimate manner. Yes; if you are in business for yourself, you can make plenty of money if you keep a good article and if you get plenty of magnetism and use it in the right way. The same rules applied in professional life will achieve a similar result.

As a trader, you can influence people by different methods. Thus: Will it in your mind that they shall do a certain thing. Repeat the suggestion six or seven times. If you desire to sell a certain article, and if you know the possible customer needs it and it is good value for the money, say mentally: "You must buy the——" (whatever it is). Explain to him the good points and the utility of the article, and do not let him go away until he has bought it.

Never let the thought enter your mind that you may not be able to sell him the article. If you think that, you will not be able to sell him it. Have, therefore, plenty of confidence in your persuasive powers. If necessary, speak in a loud tone (it makes a deeper impression on the mind). Be calm, civil, and obliging in your manner. Customers will prefer you to serve them; and sales will be effected all the easier.

Keep your mind fixed on the person to whom you are trying to sell the article. It weakens the mind to think about a number of things. Always think about one thing only.

Say that you have been asked for a watch. If the enquirer desires to look at a watch of the value of \$15, hand him one; and let him examine it for a short time. While he is looking at it, bring out two more watches—one valued at \$20, and the other at \$25. Explain the superiority of the two other watches—how that their better qualities would make them better bargains than the commoner watch; and so on. Then form a strong suggestion in your mind. Repeat mentally, as many times as possible: “Now, you must buy the watch at \$25, or else that at \$20.” If you make the suggestion strong enough, you will be successful. And you will thereby do more good, not only to yourself, but also to your customer, than you would have done had you only disposed of the—cheaper, and therefore less durable—watch he had asked to see.

You can use this power for selling any article, no matter what the article may be. Keep on saying mentally to the possible customer "Buy the watch,—buy the watch," or "the furniture," or "the boots," or whatever else you are endeavoring to dispose of. The customer will purchase just what you thus *will* that he should purchase.

Never show a *lower*-priced article than the one enquired for. You will quickly be able to judge whether you can do any business with a given possible customer or not. And if you act as I suggest, you can soon make a fortune—provided, of course, that, as I have said, you treat your customers in a courteous manner and give good value for money.

The more you sell, the more you practice, and the more you practice the more successful you will become. The directions I have given may sound strange to some people; but nevertheless, perseveringly carried out, they will—as thousands of people have already found—do what I say they will do.

You can also, by *willing* possible customers to come into your shop, make them do so. And—again by *willing* it—you can make objectionable customers keep *out* of your shop.

The power I have described can be used at any time; and I repeat that, if properly applied, it will bring you success and happiness.

You may have tried to borrow money, and have

met with failure. It is because you had not developed your personal magnetism, or explained your case the right way; and your friend was afraid he might not get his money back if he lent it.

(Sometimes a person is in a "good mood," and sometimes in a "bad" one. By his "mood" I mean his temper, disposition, feeling, state-of-mind, etc. It is, of course, best to approach and endeavor to influence a person when he is in a good mood; as most success is obtained at those times. On other occasions he will not be in a fit state to receive the suggestion.)

Suppose you want to borrow, and that you have developed your personal magnetism. Decide only to ask for a sum that you may reasonably expect to get. Then go to your friend when you think he will be likely to be in a good mood. Explain the matter to him in full. Say what you want the money for. State how you would pay it back, and what are your prospects of being able to do so.

While he is talking to you, say to him in your mind: "Lend me the money,—lend me the money. It will be safe; you will get it back. Now, you *must* lend me the money. You will get it back." And so on.

If your friend be in the right mood, and if you have made matters clear to him, you will obtain the loan. If, however, the reverse be the case, do not relinquish the task. Attack him again. But be sure you play your part properly. Above all, be sure that you hon-

orably keep your word, paying back the money as and when you promised to do so.

Sitting for an examination is a very anxious matter, examinations being exceedingly difficult to pass—especially those for theology, law, medicine, chemistry, engineering, teaching, music, Civil Service, etc.

It is very often noticed that even the best scholar is apt to fail at the principal examination—not because he is not well versed in the various subjects, but because, while he is in the examination-hall, nearly all his knowledge seems to leave him. For the time being it is practically lost.

I have seen, in fellow-examinees and as an examiner, some remarkable cases like that. It is frequently caused through the examinee's personal magnetism escaping from the body. If you are contemplating going up for an examination, carry out the instructions in the earlier pages of this book. Look to your health. Do not overtax your strength—either with study or with exercise or anything else. Eat light food. Feed principally the brain and nervous system. Get the body well charged with animal magnetism. Do not mix up a number of subjects. Learn to concentrate your mind on any one subject. Master one at a time.

Then, when you feel proficient to go in for the examination make up your mind that you are going to pass. As much as you can, keep both hands tightly closed. Do not be nervous. Keep quiet and calm; and

work away at the examination-papers until you get through.

If the examination be a *viva-voce* one, do not "mumble." Even if you are not sure of your facts, speak in a clear and a loud voice. You will thus make a "good impression"—which is always and everywhere "half the battle."

Follow the above directions to the letter; and you will be successful. Should you not have carried out all the things I have enumerated, and fail, study afresh your subjects and my directions, and try again, until success crowns your efforts.

CHAPTER VI

HEALING BY MAGNETISM AND SUGGESTION; AND HOW TO DO IT

In this lesson I will tell you how, by means of your developed personal magnetism and of suggestion, you may cure various diseases. Many other complaints can be cured by the same means; but those dealt with below will, here, suffice.

The room where you treat your patient (or "subject") should be kept at one temperature,—as nearly as possible at 60 degrees, fahrenheit. Draughts should be avoided. The patient need remove no clothing beyond any heavy outer garment. He should be seated in an easy chair, and the operator (yourself) be seated in a rather higher chair opposite. His knees should be between yours, and your feet beside his. Where necessary, however, stand.

Tell the patient to be passive, and to try to think about nothing. The removal of his ailment may cause a little pain, but only of a temporary character. The sitting should last for about a quarter-of-an-hour—longer when you find it necessary or think it advisable.

Magnetic healing is effected by means of "passes."

conducted towards the sides of the body. (The blowing has a soothing and a curative effect.)

If the pain has existed for years, or was caused by a blow or a fall, it will take longer to cure, necessitating a number of sittings.

At the conclusion of the sitting, suggest in a loud voice: The headache is gone!"

The value of the magnetic treatment in cases of BRONCHITIS and ENLARGED GLANDS is specially emphasized by Dr. Parkyn, in his work, "Suggestive Therapeutics." In treating cases, it is best to make downward passes over the painful part, and thus direct the blood to some other portion of the body—as the feet or legs—away from the affected part or organ (the gland).

Suggestions for bronchitis: "You are breathing better." "You are breathing freely." "You will soon be well." And so on.

In bronchitis, ASTHMA, and all other DISEASES of the RESPIRATORY ORGANS, the patient should keep in one temperature as nearly as possible, and not breathe cold air (which irritates the lungs). He should practice deep breathing, taking about a hundred long, deep breaths daily. He should breathe slowly, and through the nostrils, keeping the mouth closed. This is the best exercise for developing and strengthening the lungs.

Enlarged glands can be cured by making upward passes and downward ones, and by slightly pressing

the gland from one side to the other. Accompany this treatment with suggestions like "The glands are beginning to diminish in size;" "They are decidedly smaller;" and so on.

Persons suffering from BRONCHOCELE (OR GOITER) can also be cured by the methods I have described.

In the treatment of INDIGESTION (dyspepsia), first give the patient an emetic: a teaspoonful of mustard in a tumberful of warm water, or a similar quantity of warm salt-and-water, may be administered until the patient vomits freely. Then let him have a rest for an hour. Afterwards make passes over the stomach for about ten minutes, starting at the breast-bone and passing downwards to the intestines. Next, let the patient have another hour's rest; after which let him partake of a cupful of boiled milk and some biscuits.

Suggest during treatment: "Your digestive organs are getting stronger." "In a few days' time you will begin to enjoy your food." And so on.

All fatty, greasy, sloppy, and heavy foods, like ham, bacon, pork, sausages, pickles, cheese, etc., must be eschewed. The patient must eat light foods—like white fish, fruit, and thin brown bread, with not much butter. He may drink milk-and-soda, barley-water, toast-water, or distilled water. Tea, coffee, and cocoa he must *avoid*.

In a short time the patient will be cured. A few treatments will be enough in any ordinary case.

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In CONSTIPATION, upward passes should be made on the right side of the patient, transverse passes from the right to the left side just above the hip-bones, and then downward passes on the left side. (About twenty of each should be given.) As that is the way in which the ascending, transverse, and descending colons (large intestines) lie, the passes will greatly benefit the patient, and a few treatments cure him.

Suggestions: "Your bowels will act regularly." "You will have an evacuation once a day." And so on.

Of all the diseases treated by magnetism and suggestion, RHEUMATISM is the one in which the most success has been obtained. In this disease, and in SCIATICA and all other DISEASES of the NERVES and BLOOD, the pain is sometimes greatly relieved—and even carried off—at the first sitting. At others, it is merely dislodged; but it will gradually become soothed after a few treatments.

If the rheumatism be in the knees or feet, downward passes should be made for a time, then a few upward passes. After you have made some passes, suggest: "Your pain is caused by uric acid. This is now being dissolved. I shall make it leave the system; and you will be permanently cured." It sometimes takes time to perform a cure; but if you persevere your labors will not be in vain.

Some very bad cases of that terrible complaint,

EPILEPSY, have been cured by magnetism and suggestion.

Let the patient sit down. Tell him not to worry or trouble about things. Advise him to eat light foods, and to get out as much as possible into the fresh air, but not to go alone; as sometimes an epileptic has a seizure and falls, meeting with a serious accident.

To treat fits, place both your hands on the patient's head for about three minutes. Then make slow passes down the spine from about a dozen to twenty times. Ask how often he is attacked. If he says about three times a week, tell him that next week he will only have *two* fits. Impress that on his mind thoroughly, by repeating it in a loud tone of voice. When he comes again to be magnetized, tell him that he will only have *two fits in a month*. The next time tell him that he will only have *one* a month. Finally tell him they will go altogether. In a short time your suggestions will operate on the patient's mind; the magnetizing and the right food will have their effect; and the patient will be permanently cured.

CHAPTER VII

WARNING AS TO THE USE OF SUGGESTION

All right thoughts and actions owe their origin to the inner planes. Consequently, to these planes only should we direct our attention. If we do this, the result will be a gradual widening out on the physical plane of light, knowledge, truth, and goodness. If we devote our attention to evil or selfish designs, we make the world all the worse—and ourselves too. We punish others—but we reap far more punishment ourselves.

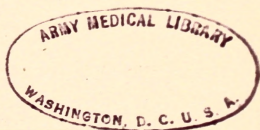
Great care must be taken in making use of the finer forces of the mind. Very often it is a case of “a little knowledge” being a “dangerous thing.” Hence I desire to impress on my readers the extreme importance of making use of the powers I describe in this book only for good purposes,—of being sure before they start, that what they are going to do it is right that they should do.

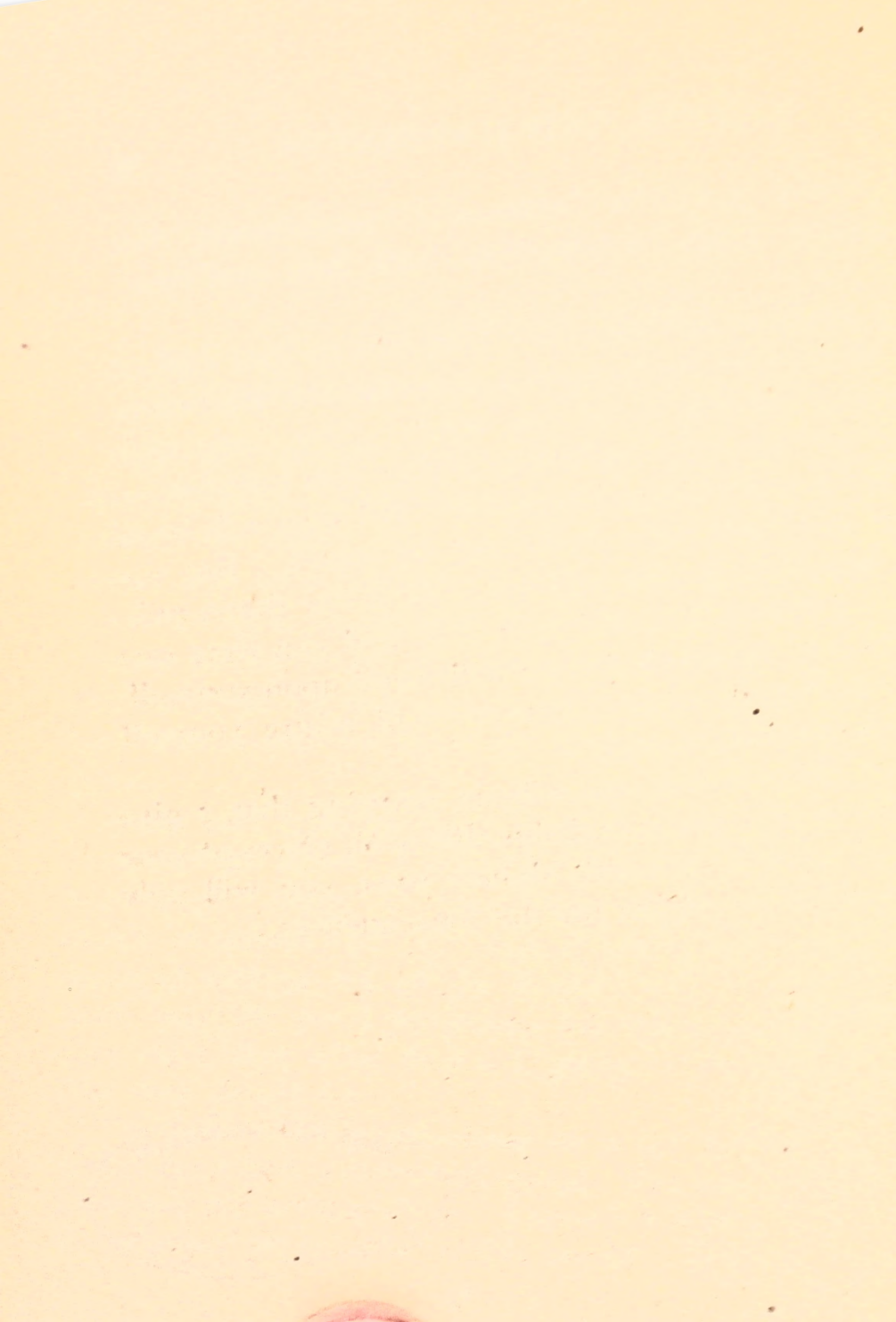
The responsibility attaching to those who use the forces described is extremely great. The consequences of wrong use are appalling. There is not only the law for offenses punishable in this world. There is also

what I may term the "automatic" punishment that wrongdoing brings on ourselves, both here and hereafter.

The world is full of evil. You add to that evil at your peril. Use the powers I describe for legitimate purposes; and only good can result. Use them with a desire to "leave the world better than you found it"—to help the suffering and the poor—and they will be of the greatest blessing to you and to others. But use them for evil purposes; and it will be better that a millstone had been tied round your neck and you were cast into the sea. The evil you do will recoil upon yourself. You may injure others; but you will injure yourself ten thousand times more.

After this earnest and solemn warning that I give you, if you turn the knowledge this book places at your disposal to any save the highest uses, you will only have yourself to blame for the consequences.





Vol. 4 (Complete).

CLAIRVOYANCE AND CRYSTAL GAZING.

As St. Paul points out, man has a natural (or material) body and a spiritual body. There are also a material world and a spiritual world. At death (so-called) the spiritual body leaves the material body and goes to the spiritual world.

With the eye, we can only see material things. To see the spiritual world we must cultivate the spiritual sight. Seeing spiritual things with the spiritual sight is called Clairvoyance (or "Second Sight").

You can, if you choose, cultivate your Clairvoyant faculty. If you do you will be able to see places and persons in the spiritual world. You will be able to describe to your friends people in spirit life that they have known here.

Further, you will be able to see what is going on at a distance in this world. You will also be able to see into the past and the future. You will be able to obtain information, and to give advice, of the utmost value. You will be able to trace hidden treasure; to find lost friends, animals, and property; and so on.

With Clairvoyance can also be often developed Clairaudience (or Spiritual Hearing).

Crystal Gazing means looking into a crystal (a glass egg) or into something else of a like kind. If you have developed the faculty, you will, after a short time see form, apparently in what you are looking into, a picture. This picture will in all probability have reference to the past, present, or future either of yourself or of the person for whom you are practising. Presently the picture will dissolve and disappear; when another will take its place; and so on.

"CLAIRVOYANCE AND CRYSTAL GAZING" gives you full particulars as to how you may develop these marvelous and invaluable powers.

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Vol. 5 (Complete).

TABLE RAPPING AND AUTOMATIC WRITING.

"If a man die, shall he live again?" Does death end all; or is it merely "the gate of life?" And if there be a next world, can we communicate with those that are in it?

These are questions that have agitated the minds of millions.

"TABLE RAPPING AND AUTOMATIC WRITING" answers the questions in the affirmative. But it does more. It tells you how you can answer them in the affirmative. It tells you how you can prove that there is another life, and how you can open up communication with those that dwell therein. To the Materialist it says: "Belief is unnecessary. You demand evidence—here it is."

"TABLE RAPPING AND AUTOMATIC WRITING" gives full instructions how to form a Circle for receiving messages from spirit friends; how to enable spirits to make themselves visible to ordinary sight ("Materialization"); how to get written messages, drawings, etc., from those that have "passed over;" and so on.

Send for this Book at once. Price 30 cents.

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HOW TO CONVERSE WITH SPIRIT FRIENDS.

This valuable book goes still further into the subjects dealt with in "Table Rapping and Automatic Writing."

A medium is a person whose presence is necessary before a spirit can communicate. "HOW TO CONVERSE WITH SPIRIT FRIENDS" tells you how you may yourself develop mediumistic powers, so as to be able to receive messages from the other world when sitting alone.

The book also tells you about different kinds of spirits, including apparitions ("ghosts") and spirit guides (the spirit friends that are constantly with each of us); about spirit control (how spirits work through the organisms of mediums); and about spirit-given premonitions, warnings, death-signs, etc. The work, moreover, gives much other interesting and valuable matter.

"HOW TO CONVERSE WITH SPIRIT FRIENDS" is specially calculated to comfort those that mourn.

Two out of the six illustrations show a haunted farmhouse and some spirit forms as seen by a medium.

Send for this Book at once. Price 30 cents.

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