

# Hypnotism, Telepathy, Personal Magnetism, Personal Influence

by

Elmer E. Knowles

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Branch TWO of the Elmer E. Knowles System  
of PERSONAL INFLUENCE AND HEALING



A CORRESPONDENCE COURSE

# Hypnotism, Telepathy, Personal Magnetism, Personal Influence

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Branch TWO of the Elmer E. Knowles System  
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# Hypnotism, Telepathy, Personal Magnetism and Personal Influence

## BRANCH TWO of the ELMER E. KNOWLES SYSTEM of PERSONAL INFLUENCE and HEALING

### PREPARATORY NOTES.

This Branch of the Complete System of Personal Influence and Healing teaches the practical part of the Sciences of Hypnotism, Suggestion, Telepathy, Personal Magnetism and Personal Influence. Branch No. 1 contains a theoretical examination of the possibilities and limits of these different sub-divisions of Mental Science. Therefore should any difficulties be encountered in the practice of the rules and lessons contained herein it would be time well spent, were the student, once more, to effect a rapid revision of the foregoing course so that he may thoroughly understand the nature of the practical applications which now form the subject of his studies.

I know full well that relatively few of my students wish to apply the knowledge which can be gained through a conscientious study of the principles of this Course, to the career of public entertainer.

Nevertheless, whether you personally contemplate so doing; whether you desire to astonish and amuse your friends by the private manifestation of your powers or whether you have the higher ambition to apply your knowledge of the psychic sciences to the development of your mental and moral powers, be assured that this Course will be of the greatest assistance to you, for the basic principles of Applied Psychology are constant.

The rules which you must follow, be your cherished sphere what it may, do not vary. The principles which enable a stage-performer to rank first in his chosen profession and to wrest well-merited applause from a blasé public are the same principles which will be invaluable to you in the everyday affairs of life. These same principles must be employed if you aspire to be a towering figure in the commercial community; or if you wish to exercise that power of

fascination in social life, which emanates from a developed Personality.

I therefore ask you, dear student, to remember this : No matter what your circumstances or desires may be, the sciences of Suggestion and Hypnotism contain the root-principles which you must know, if you are to achieve any satisfying measure of success in whatever sphere you elect to pursue. A knowledge of these rules of Suggestion and Hypnotic Suggestion will enable you to buckle on the armour of determination and resolve. Once acquired, this knowledge can be relied upon as the silent yet powerful aid to the goal of your endeavours.

In compiling such a Course as this, which, naturally, should be as concise as efficiency will allow, it is a delicate point to know where to draw the line. for the two weaknesses of so many other systems are diffuseness on the one hand and incompleteness on the other. My desire to be of the greatest possible assistance to the novice must, therefore, serve to absolve me from harping on the obvious, for where I may seem to do so, it is in the interests of my students.

As with every other science, that of Hypnotism (or Hypnotic Suggestion) has, within recent years, given birth to certain new principles which are due to the most painstaking research-work on the part of prominent scientists and which are of cardinal importance to the conscientious teacher, whose sole desire it should be, to impart all the knowledge which he possesses. These principles are of no lesser importance to the earnest and ambitious student, whose wish it is to acquire and to exercise the force of Suggestion and to develop and bring to fruition those inherent powers which are admittedly of such great moment in the battle of life.

It is regrettable, but none the less



true, that these cardinal principles in the inculcation of the science of hypnotism have not, as yet, received that attention which they undoubtedly merit at the hands of the compilers of other widely-advertised "systems". This culpable inattention has, from my own personal observation, been the cause of the failure which has dogged the footsteps of students of these obsolete text-books.

Many pupils of various "institutes" and "schools" have either written to me or come to me in despair and have ruefully confessed that, in spite of their most arduous and honest study of such "courses", it has been quite impossible for them to attain any success in the development of their suggestive or hypnotic powers and so often has this occurred, that I have been led to undertake a personal analysis of these very regrettable instances.

#### WHY OTHER SYSTEMS FAIL.

This analysis has made it quite clear to me that such unsatisfactory results on the part of these student were due to the illogical methods of tuition which they had followed. Many of those who profess to teach hypnotism either willfully neglect, or are culpably ignorant of certain points which are of prime importance to the success of the student. It is my proud boast, and the enthusiastic reports which I daily receive from my students in all corners of the globe amply confirm me in this belief, that the Instruction contained in this Course represents the data which it is indispensable for the student to know. If the reader be conscientious in the study of the principles which I lay down; if he be thorough and pertinacious; if he refuse to allow anything to deter him from the attainment of his desire, there should be no reason in the world, why he should not become a skilful hypnotist. It has been proved — and it is daily being proved, in every part of the world — that the methods herein taught will enable any striving person to acquire the power of Suggestion.

While it is true that nothing but actual practice will give that easy co-ordination of the suggestive powers which constitutes actual skill in Hypnotism, nevertheless this statement as it stands is misleading. The great secret of mastering the science of hypnotism — that secret which has been

disregarded by other teachers — is the same as it is for mastering all other problems. What is this magic secret? It is simply this: — TO DIVIDE. It is, to divide up the one complicated whole of hypnotism and to resolve it into its simplest parts, and having done so, to master each part successively. It is because in the originating of this System that I recognised this fact; because I knew that it was wise to avoid anything ponderous or complicated; because I was not content, as so many teachers are, to look at the science, merely as a teacher, but also, and simultaneously, through the eyes of a student, ignorant of even the elements of the science, that this Course has met with such amazing success.

So far as my researches go, I do not know of any other teacher of hypnotism who has given this matter its due consideration. Older systems — however interesting they may be to the professional student on whose hands Time hangs heavily — start from the fallacious premise that the student already knows certain things which are of paramount importance to his success in hypnotism. They fail to take into consideration the fact, that specialised skill in the exercise of any faculty can only come as a result of specialised practice.

This widespread fallacy which is responsible for so much failure is worth a few words of refutation. Do not consider that these remarks are unnecessary or unimportant, for the foundation of a house is an essential part of the structure and you are now engaged in laying the foundations of your knowledge of hypnotic power.

I have said that the great secret of mastering the difficulty of the exercise of the hypnotic power is to divide the question into its simple parts, and then to overcome each difficulty separately. It is because this has not been done, that students of other systems are faced with such insuperable difficulty in acquiring a sound knowledge of Hypnotism.

#### A SOUND AXIOM IN LEARNING HYPNOTISM.

It is a sound axiom in logic that the whole is greater than any part of it and it follows, therefore, that difficulties are lessened the more they are divided up. One might well say that the first rule for acquiring skill in anything is

" Simple Division ". Let us take, for example, a stroke at Billiards, which as being a universally popular game will be within the knowledge of all my readers. It is a truism to state, that the success of any stroke depends on one movement composed of several subsidiary movements. The position of the feet, the poise of the body, the swing of the shoulder, and the action of the hand-muscles in drawing the cue back and again in moving it forward, taken collectively constitute one complicated movement which very often seems to be beyond the reach of any but the most proficient. But if the amateur studies first of all and learns by actual practice, the proper position for the feet, then the correct poise of the body, next the right activity of the hand-muscles, the separate practice of each simple, separate part will soon enable him to master the apparently complicated stroke.

It is exactly the same with Hypnotism. Though it is true that one can only learn a thing by actually doing it, it is equally true that by learning something first of all, which, though subsidiary, is very important, one can acquire the faculty of doing something all the more readily and all the more surely. This thought has been given its due consideration in the compilation of this System. If the student will follow out the instructions carefully and conscientiously, he will find a greater rapidity and facility in the acquisition of hypnotic power and a greater precision in its application. No one need fail who wishes to succeed. Some of my students have reported wonderful successes after only a week's study. Some have had to study thoroughly during one - two - three months before being able to hypnotise. But be assured that be the day of your success near or distant, IT MUST COME, IF YOU STUDY HONESTLY, giving to the study of this System, the best that is in you, as has been given to its compilation.

#### THE BASIC REASON OF SUCCESS.

As has been explained in Course No. 1, which is intended to serve as a general introduction to the sciences which are taught in the Complete System, and which, as such, should have been very carefully studied, the whole purpose of hypnotic suggestion depends on the evocation or the creation of a degree of control — be it greater or lesser — over the Will of others. This force of

hypnotic suggestion becomes operative through certain acts on the part of the person who hypnotises, whereby he imparts certain suggestions to the person submitting to the influence. The talisman of success in hypnotism is perfect self-confidence, all pervading belief in the perfection of one's own inner powers. The success of suggestional methods depends almost entirely on the absence of wavering or hesitation on the part of the operator, and in order to attain this sense of self-power, it is indispensable that the student should begin at the very beginning and should so direct his studies that he is enabled to absorb a complete knowledge of each separate step in the operation.

I may take it for granted that everyone of my students has at some time or another, witnessed a public exhibition or some other manifestation of hypnotic power. Though my aim is not to be content with merely teaching such principles as will enable the student to give exhibitions or private séances, but is to lead him higher in the mastery of this wonderful power, let us take the case of the public performer.

You see him coming on the stage and after gazing intently into the eyes of those whom he has selected as subjects, making certain passes with his hands, and almost in a twinkling of an eye, inducing complete hypnosis. It is very marvellous, but did you ever think of the exercises which the performer must have undergone, even before he faced his first subject? You see the finished article and you must imagine the means by which this finished article was evolved from the raw material. At one time, the most proficient performer was a beginner just as you are now. There was a time when the now brilliant stage-performer was ignorant of the manner in which the suggestive and hypnotic power which was inherent in him, as it is inherent in you, could be utilised, and his present excellence is but the reward of his thoroughness in learning the rudiments as you must learn them. He may be likened to the iceberg, one-third of which is visible above the surface. The other two-thirds which you do not see, but which you can easily imagine, are represented by his sincerity in striving to the realisation of his ambition. Just in the same manner, you must now strive, and as you strive, so shall you be successful.



## THE CORRECT PROCEDURE.

Most other "systems" or "courses" purporting to teach hypnotism begin by placing the student before the subject and telling him what, in the opinion of the authors, he must do, in order to induce hypnosis. This erroneous manner of proceeding cannot fail to be otherwise than unsatisfactory, for the simple reason that working with a subject represents one of the very last stages of the student's progress.

Hypnotism becomes possible through five essentials:

- a) The fixation of the gaze of the operator,
- b) The execution of certain passes which it is necessary for the operator to know,
- c) The delivery of a command or of a suggestion in a tone of voice filled with conviction,
- d) The faculty on the part of the operator, to concentrate on the suggestion which he desires to impart,
- e) The ability of the subject to assume a passive state, concentrate on the suggestion given and willingness to surrender.

So far as is known, this Course is the only one extant which teaches the student not only the necessity of this correct procedure, but also gives him actual instruction in the manner of the five essentials, without which hypnotism is not possible. It therefore represents an amazing advance over all other methods from which this feature is absent. The student must not work with a subject until he has carried out the exercises in the order in which they are given.

Having established these points, we are now in a position to begin at the very beginning, which consists in learning how to go about your work in a business-like manner so as to gain confidence in your own ability. You must know each step so thoroughly, you must learn them to such a degree of perfection that they become second nature to you, for Hypnotism is not an operation in which you can, should a moment arrive during which Memory should betray you, interrupt your experiment and refer to your notes in order to know what you should do next. The Exercises must be so studied that the knowledge which is contained in them — and which is all-important to you — forms a part of your very being. I cannot too much insist upon the student giving his whole-hearted attention to the preparatory exercises. As I have

mentioned, this is the only Course teaching Hypnotism and Suggestion, where the necessity of imparting instruction in the preparatory steps has been given the consideration to which it is entitled.

In order to produce a positive effect, we all know that the attention must be focussed on the desire to exercise the influence, in other words, it must be concentrated on the wish which the operator has, to convey the suggestions to the subject. This necessitates Concentration — full and complete. Now it is a scientific fact that the faculty of Concentration is very intimately associated with the activity of the optic nerves. How true this is, can be easily proved by the student. If he endeavour to concentrate, he will find that it is much easier to do so when his gaze is fixed on something or when he keeps his eyes closed. Concentration without fixation of gaze or closing the eyes is a matter of impossibility. We see therefore, how necessary it is that these preparatory exercises should be studied before endeavouring to proceed further. It is the drawback of most meretricious "systems", that they begin the tuition by placing the student before a subject, which is just as criminally ridiculous as placing a soldier in the front-line trenches, before he has been taught the elements of marksmanship.

### PREPARATORY EXERCISE NO. 1. THE CREATION OF AUTO-PLACIDITY.

The object of this Exercise is to enable the Student to create within himself that feeling of mental placidity which is the forerunner of Concentration and this elementary practice has been found to be of immeasurable value in producing a state of passiveness and in combating and overcoming that mental turbulence which is the greatest enemy of Suggestion.

The student should withdraw into a dimly-lit room where he will be free from undue disturbance and having seated himself before a table, endeavour to liberate himself from any care which he might have. When he feels that his mood is becoming attuned with his desire, he should take the Radio-Hypnotic Crystal in his right-hand, holding the pedestal between the thumb and the fingers, as shown in Illustration No. 1-II.

At first, when beginning with this Exercise, hold the elbow of the right

arm pressed against the side, the forearm reposing lightly on the edge of the table, so that the Crystal is being held at a distance of about 10-12 inches from the eyes on a plane level with the root of the nose.

Gradually increase the focal distance by advancing the arm which should no longer be supported by the table but stretched out to its full length. Take care that this action is made gradually and gently, because any abrupt or spasmodic action on your part may react unfavorably on the feeling of passivity which it is your aim to induce.



Illustration No 1-II.

While the forearm is reposing on the edge of the table, and also during the advancing movement of your arm, it is absolutely necessary that your eyes should be fixed on the ball on the top of the pin inside the Radio-Hypnotic Crystal as this control of the eyes is an essential preliminary condition of complete mental passivity. Under no

circumstances should the eyes be allowed to flicker or to wander from the ball and should this have occurred, it will be necessary to begin the exercise anew.

You are now holding the Crystal, your right-arm being outstretched to its full length and the ball in the Crystal being on a level with the root of your nose. You will find that, in this position, your line of vision is very slightly in an upward direction, which is as it should be, as the optic nerves are thus more easily influenced.

Continue to gaze very steadily at the pin, mentally cautioning yourself against any temptation to lift your eyes away from this object. Force yourself, gradually and gently, to fix your thoughts to the Crystal with all the will-force of which you are capable.

When you "sense" that you are beginning to exercise control over the forces of your mind, repeat in a low, monotonous voice :- "I am master of my mind-impulses. My Mind is concentrated on the Crystal. It is freed from all other thoughts. It is emptied of all extraneous thoughts. I will that nothing else should enter my Mind, but the thought of the Crystal."

The proper enunciation of this formula in the slow, monotonous tone which is indispensable to the proper carrying-out of this Exercise will require a period of fifty seconds. You should insist with yourself on the necessity of uttering this formula slowly and convincingly, filling your mind with the feeling of certainty that you must have, that the formula expresses your well-defined intention. It is useless to hurry through this exercise in a hasty manner and to repeat the formula in a parrot-like tone of voice.

Repeat this formula five times, devoting to the exercise including the preliminaries and the proper enunciation of the formula, a period of not less than fifteen minutes.

Then approach an open window and breathe deeply, inhaling the air slowly through the nostrils and exhaling it just as slowly and when you feel entirely rested mentally, repeat the Exercise for another fifteen minutes.

Do not be discouraged if, at first, you experience great difficulty in fixing your thoughts to the Crystal. Concentration cannot be mastered in the twinkling of an eye. It may be that after a few minutes — or even a few seconds — your concentrative power will endeavour



to free itself from the control which you wish to exercise over it. Should this happen, you must overcome this endeavour by a constant and decisive repetition of the formula which I have given above, being careful, all the time, to look at the ball of the Crystal.

It is not advisable to devote more than two periods, each of about fifteen minutes to this Exercise at the outset, as there may be a tendency to harmful and ill-judged enthusiasm at the beginning. Pertinacity is more valuable than ill-judged enthusiasm and you should devote all your attention to this one Exercise for at least three days, before proceeding further with your studies. If you conscientiously follow these instructions, you will be amazed at the progress which you will make.

#### PREPARATORY EXERCISE No. 2 — THE DEVELOPMENT OF CONCENTRATION.

As you have read in the foregoing, the faculty of Concentration is much aided by fixity of gaze. Indeed, apart from the influence exercised through the use of the Radio-Hypnotic Crystal, the success of the preceding Exercise depends, in a great measure, on the manner in which the gaze is made to adhere to one single object, to the exclusion of everything else. It will therefore be easily understood, that the manner of fixing the gaze, will be of equal importance in the creation of suggestibility in the mind of the subject.

This Exercise, with which you are now engaged, is designed to serve a double purpose :— that of permitting or enabling you to concentrate internally on the suggestions which you desire to impart, and that of learning to use the human eye as a means of persuading the subject to yield more readily, more willingly and more completely to your influence than he would otherwise do. It is in no wise necessary for the student to be the possessor of "piercing eyes", but it is necessary that he should develop his visual faculties so as to attain to the possession of a strong, suggestive glance, and this is a matter within the power of every student, no matter how weak his eyesight may, at present, be.

Wandering eyes have ever been considered as the outward sign of want of concentrative abilities, so that this exercise follows naturally on the preceding one, the aim of which was to teach the student, to control all his

mental impulses.

If you have not a large mirror in your room, as shown in Illustration No 2-II, an ordinary hand-mirror, large enough to reflect the upper part of your face, will suffice for this Exercise.

Remember that the success of this Exercise depends, in a great measure, on the manner in which you have carried out Exercise No. 1, as you cannot concentrate your gaze, if you have not learned to concentrate your mind.

Seat yourself in an erect position at a table, or stand erectly, heels joined and arms falling limply at the sides, before a large mirror. Do not endeavour to fix your gaze immediately, but be content to remain quiet and passive during a space of one minute, looking at your own reflection in the glass, but refraining from any attempt to fix your eyes. Imagine that what you see in the glass is not your own reflection but a third person.

When you are sure that all your bodily and mental turbulence has been stilled, suddenly fix your gaze on the eyes shown in the reflection, directing your gaze, not at the pupils, but at the root of the nose shown in the reflection. Create for yourself the optical illusion that you can visualise at this point on the nose, just equidistant between the centers of the two eyes, a ball similar to that which caps the pin in the Radio-Hypnotic Crystal. By so doing, your gaze will appear to be directed forcefully into the two pupils shown in the reflection.

When you are sure that you have fixed the proper point, proceed as in the Exercise No. 1, adapting your mental formula to suit the changed circumstances and communing mentally with yourself on the necessity of your refusing to lift your gaze from the point which you have fixed. Say to yourself :— "I can control the power that lies in my eyes. My gaze remains fixed as I direct. I refuse to allow my eyes to flicker. I will not allow my gaze to waver. My gaze is strong, suggestive and magnetic."

Repeat this Exercise during a period of one minute's steadily gazing, which will be sufficient at the beginning. You may very gradually lengthen the time from one minute till you have attained such proficiency in the fixation of your eyes, that it is easily possible for you to continue to gaze during three-four- or five minutes.

Should you find that, owing to the

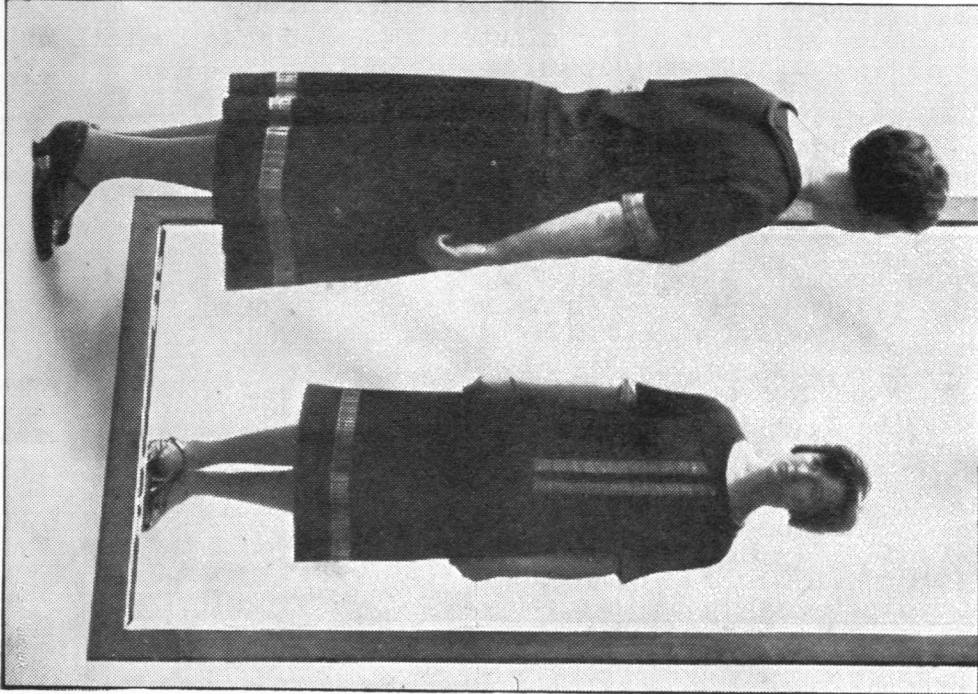


Illustration 2-II

Practising before a mirror to develop fixation of gaze and control of facial expression.

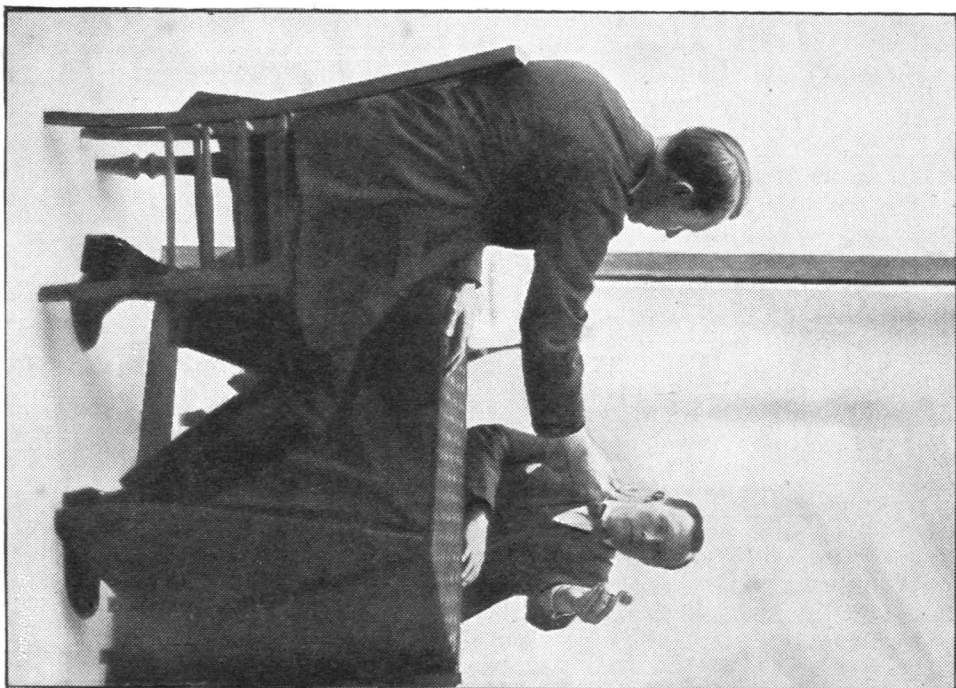


Illustration 3-II

Practising the repetition of formulae to be used in inducing Hypnosis.



fact that your eyes are not trained, there is a tendency for them to become heated or otherwise inconvenience you, it will be advisable for you to bathe them in cold water for a few minutes before resuming the Exercise.

As mentioned in a previous part of this Course, the Exercises must be so studied that they form a very part of your being, for the reason that an hypnotic experiment would be irretrievably ruined, should you be uncertain as to the steps which were to be taken. The whole success of hypnotism depends on the absolute certitude which you must have in your own mind that you know what you are doing. In nothing is this assurance which you must have, more necessary than in the enunciating of the formulae which are the vehicles by which you express the suggestion it is desired to convey. In ordinary conversation, one may be pardoned for occasionally failing to remember the proper word to use, but there is no pardon for undertaking an experiment in hypnotism or suggestion, only to find that when you come to express the suggestive-formula, that you must stammer and stutter and flounder about for the correct word. It is only the practised practitioner, who has, by experience, gained a considerable amount of self-confidence, who can afford to take risks. The beginner dare not do so, because any failure, repeated time after time, will inevitably react on his sub-consciousness and render him incapable of exercising the influence, which he would otherwise do.

Formulae must be selected with great care. Any formula, conveying roughly the main idea, will not suffice. It must fully and completely express the suggestion. It must be pithy. It must be constantly recurring so that the expression of it becomes monotonous. Monotony is the great ally of Suggestion and Hypnotism. We see, therefore, that it is necessary for the student to practise the formation and the expression of the formulae. For this reason, the following exercise should now be carried out.

#### PREPARATORY EXERCISE No. 3. — THE NECESSITY OF SUITABLE SUGGESTIVE FORMULAE AND PRACTICE THEREIN.

You may perhaps wonder at my insistence on this question of formulae, in view of the fact that you may sometimes have seen professional hypnotists at

work, who seemed to devote no great attention to this question. I have underlined the word "seemed", because such an opinion is based more on what "seemed" to be than on what was. No operator, however great his experience may be, can afford to dispense with suggestive-formulae, and useful as they are to the already successful operator, they are a thousand times more useful and more necessary to the beginner.

Let us take as an example, a very suitable formula used in the "Falling Backwards" Experiment:—

" YOU WISH TO FALL BACKWARDS.

" YOU WILL NOT RESIST BUT WILL FALL BACKWARDS.

" YOU WISH TO FALL BACKWARDS.

" AND—NOW—YOU—FEEL—SOMETHING—DRAWING—YOU—BACKWARDS

" YOU—ARE—GIVING—YOURSELF—ENTIRELY—UP—AND—YOU—CANNOT—RESIST—FALLING—BACKWARDS.

" YOU—ARE—FALLING—BACKWARDS—BACKWARDS—BACKWARDS—FALLING—FALLING—FALL.

You can see the appropriateness of this formula. Note the emphasis which is given to the idea of "Falling Backwards" which you are endeavouring to express. This master-idea is constantly recurring to the point of monotony. The sentences are not too long but are only used as a medium of expressing the idea of falling-falling-falling backwards. When this is uttered incisively and convincingly in a low drowsy tone of voice, it is difficult (if not impossible without a strong exercise of the Will) to resist its effects.

In this Exercise, the student should seat himself at a table, as shown in Illustration No. 3-II, preferably before a mirror, so that he can speak to his own reflection in the glass, as if it were, in reality, a subject whom he wished to influence.

After carrying out an adaption of Exercise No. 1, so as to render the concentrative abilities more acute, continue to gaze steadily and unfalteringly at the ball in the Crystal and express any formula on which you may have decided for yourself. If you prefer, you can use the formula for "Falling Backwards" as given above, but there is no reason why you should not use any other suitable formula, applicable to other circumstances.

Remember that the expression of the formula is nothing if it be not accompanied by an intense wish on your part, that it should penetrate into the sub-consciousness of the person whom you are endeavoring to influence.

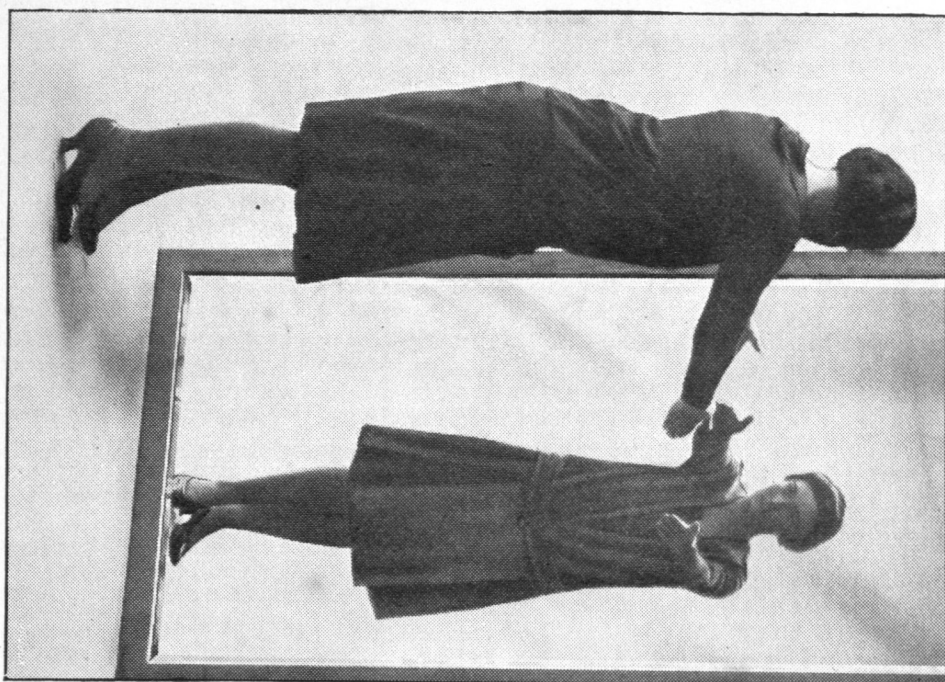


Illustration 4-II

Practising before a mirror  
in position and use of hands.

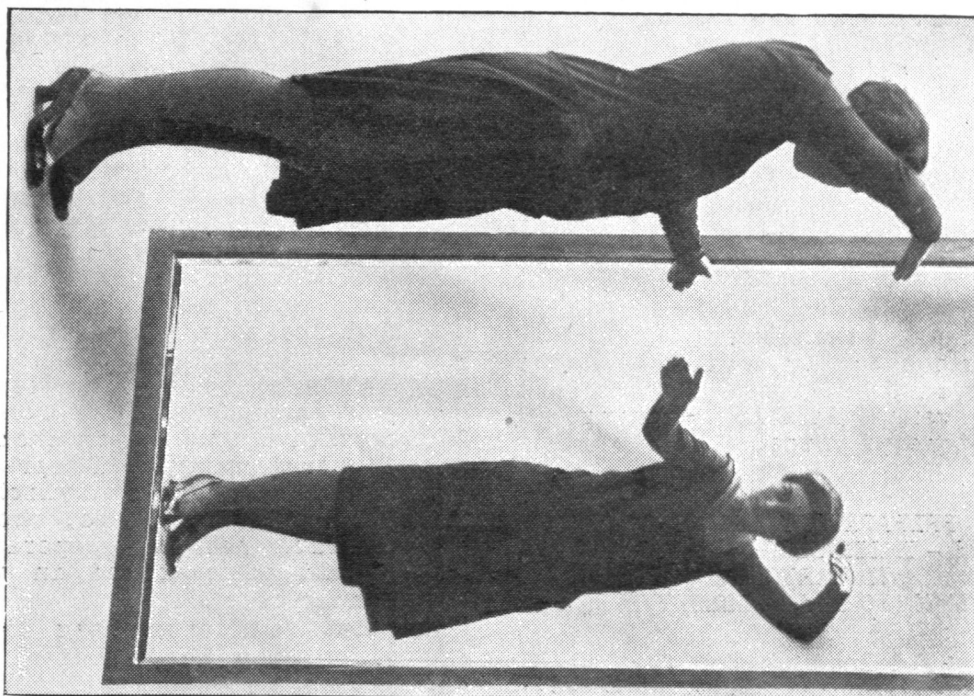


Illustration 5-II

Second exercise before a mirror  
in position and use of hands.



vouring to influence. In this case, there is nobody before you but your visualisation of an imaginary person, but you must, nevertheless, endeavour to speak to that non-existent person, as if it were a real flesh and blood subject.

Do not pay merely lip-service to the formula. Do not forget that the words are merely the clothing of an intense desire which you must feel. The words alone are powerless, but coupled with the Wish (which is the expression of your Personality) they are potent.

Speak your wish slowly, giving the whole of your concentrated attention to its expression. Pronounced with the proper droning incantation, the expression of the sentence "YOU WISH TO FALL BACKWARDS", will require about five seconds; longer sentences requiring correspondingly more time. Repeat this formula until you have firmly fixed it in your own mind and can deliver it with the proper spirit of certainty.

You can then select other formulae, paying great attention to have them so polished that they convey the greatest insistence and emphasis with the least verbiage, taking care to arrange them so that the master-idea which is conveyed in the formula, recurs regularly and frequently, without too great spacing.

Do not forget that the fact must never be allowed to escape your notice that the formula is only the clothing of the wish which you must have that the idea should be faithfully received.

If you carry out this Exercise carefully and thoroughly, you will find that the experience which you will gain in the expression of the formulae will be of the greatest assistance to you when you have progressed sufficiently to work in co-operation with a subject.

The sincere student should devote at least half-an-hour daily during three or four days to this Exercise.

Bear constantly in mind, that the formulae must be expressed with force and incisiveness, in a low, droning, monotonous tone of voice.

**PREPARATORY EXERCISE No. 4.**  
**PASSES - THEIR SUGGESTIBILITY - PRACTICE**  
**IN VARIOUS FORMS OF**  
**HYPNOTIC and SUGGESTIVE PASSES.**

It would lead us too far, were we to take up the question of the exact nature of the influence which emanates from hypnotic or suggestive passes.

Suffice it so say that it is an indubi-

table fact that gestures or passes, when properly carried out, assist in promoting suggestibility on the part of the subject. When improperly executed, or when used to excess, they are worse than useless, and it is therefore necessary, that the student should learn how to comport himself in this respect.

I will explain what I mean in saying that passes promote suggestibility. If you draw your hands, with fingers outstretched down another person's face, about one inch from it, that person will have the feeling, as if the hand were touching the face and, if the movement be continued, during some time, it will tend to induce a feeling of quietude and relaxation in the mind of the person. In all the writings on the subject of Hypnotism and Suggestion, from the earliest days down to the present, mention is made of this power which is inherent in the hands, and it behoves the student to acquire the knack of the proper use of the hands.

The operator possesses three great hypnotic or suggestive weapons: — the power of the eye; the use of properly selected and correctly intoned verbal suggestions, and the use of the hands. The following Exercises are intended to train the student in the most suitable manner in which gestures or passes should be made.

Passes are of three kinds:— downward passes to induce hypnosis; rotary or revolving passes, serving the same purpose; and horizontal passes, intended to retain the influence once it has been imparted. Some teachers add to the above, a fourth class of upward passes to dispel the influence, but I have never found that it is necessary to make any well-defined gestures in de-hypnotising. We will therefore limit this Exercise to the downward, rotary, and horizontal passes, which are all necessary to the student.

This exercise is intended to teach you the manner in which passes in a downward direction should be made. Illustration No. 4-II represents a phase of a downward pass, which can be used with great advantage, when the subject is seated before the operator, and which should be executed in the following manner.

Let your arms hang limply at your sides, the hands being opened, while you are concentrating and when you judge the moment opportune, close your fists and raise in the closed position to the level of the subject's head.

Now open the fists, taking care that all the hand and arm joints are supple, and direct your fingers towards the head of the subject, at a distance of not more than one inch from the subject.

Hold your hands in this position, the finger-tips being slightly turned inwards, for a few seconds and then begin to draw your arms downwards, so that your hands and finger-tips seem to flow in a rhythmic magnetic movement along the face of the subject, without, however, actually touching it. This movement should be very gently executed till it reaches the shoulders, when the hands should again be closed and raised to the original point at which the downward movement begins.

Be careful to eliminate every abrupt or spasmodic movement from this pass, which should really represent a rippling of the hands.

#### PREPARATORY EXERCISE No. 5. RELAXATION.

The pass, as shown in Illustration No. 5-II, is one that is used efficaciously to create a state of mental placidity in restive subjects, who find difficulty in relaxing. It should precede ordinary hypnotic or suggestive treatment with all persons who are in a state of mental anguish, as, when properly carried out, it is potent in stilling and in calming the nerve-vibrations and in wooing all the conscious faculties to a deep surrender.

As will be seen from the Illustration, the right-hand of the operator, the fingers of which are inclined inwards, makes a slow, gentle rotary movement along the head and face of the subject. This movement begins at the crown of the head and is terminated when the hand of the operator reaches a point underneath the chin of the subject. Simultaneously, the operator uses the left-hand to make a downward pass before the eyes of the subject, so that the entire movement is really a combination of downward and rotary passes.

The hands and all the finger-joints should be quite supple and flexible and great care should be taken to ensure that this pass is free from all brusque movements, for any abruptness on the part of the operator will tend to irritate still more the already turbulent nervous system of the subject.

After you have carried out this pass for about five minutes or longer, you should find that you have been success-

ful in inducing the essential preliminary condition of mental passivity, after which it will be feasible to use the Radio-Hypnotic Crystal (as hereafter described) or such other method as you decide to apply.

#### PREPARATORY EXERCISE No. 6. HORIZONTAL PASSES.

In Illustration No. 6. II, we see a good example of the horizontal pass, which is generally used in order to retain the influence which has been applied.

The student should imagine a subject seated before him, in whom hypnosis has been induced for the purpose of applying the science of suggestion for the cure of habits, etc., or, it may be, for the imparting of suggestions to be carried out post-hypnotically.

The hands of the operator are brought before the eyes of the subject, the left-hand being superimposed on the right, both hands being held flat with palms pointing downwards, the fingers being held loosely together. They are then gently moved outwards until the hands are in a straight line with the shoulders of the operator and as gently, moved inwards until they again occupy their original position before the eyes of the subject.

This smooth, gliding to-and-fro movement should be continued during all the time that the suggestions are being imparted. The student will find that this pass, once it has been properly acquired, will be of great service to him in his future work in the realm of suggestion or hypnotism.

After the student has the knack of using this pass, he may usefully exercise himself in an adaption of it which is very common and which consists in using only either the right or the left-hand instead of using both hands as shown in the illustration. This pass is very frequently practised by medical men and by psychotherapeutic healers in combatting nervous disorders.

#### PREPARATORY EXERCISE No. 7. HOW TO DEVELOP SELF - COMMAND and SELF CONFIDENCE.

This Exercise which is intended to train the student in the acquisition of self-command and self confidence is really a higher exercise in Concentration, for without Concentration on the idea that

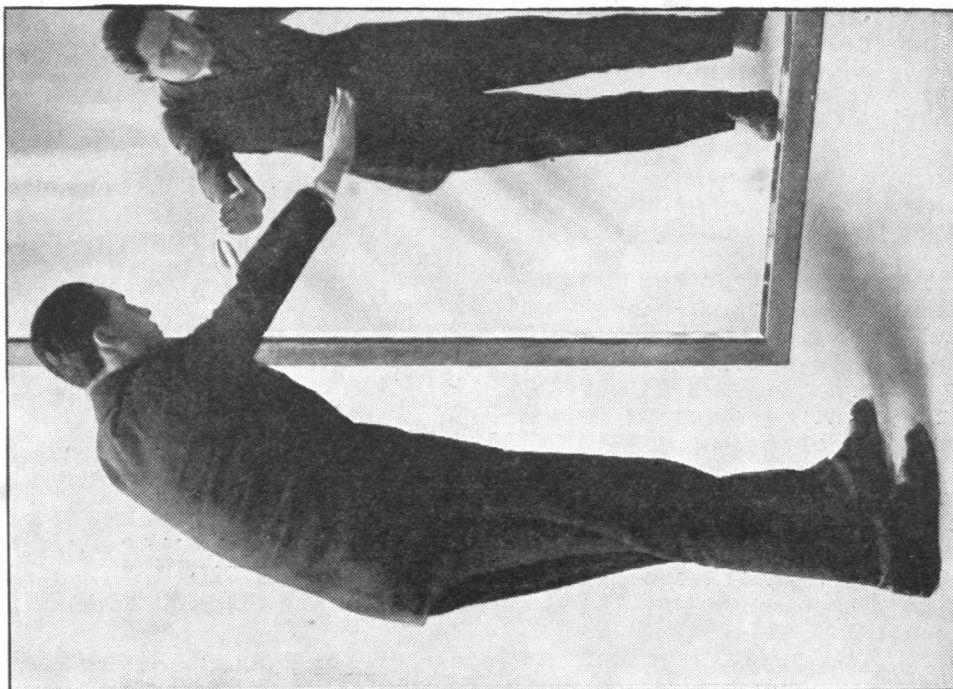


Illustration 6-II

Third exercise before a mirror  
in position and use of hands.

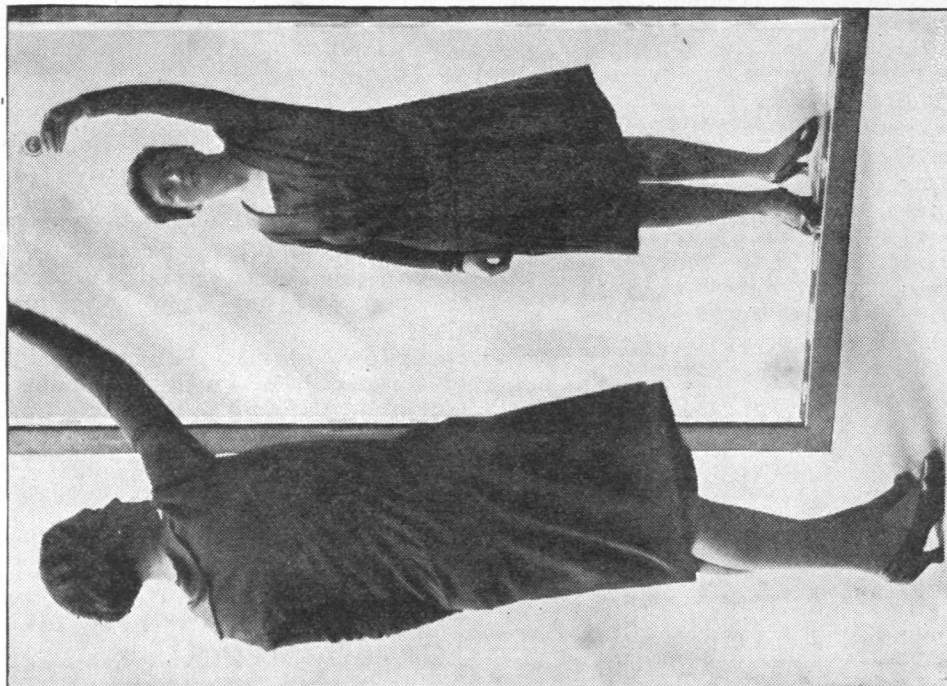


Illustration 7-II

Practice before a mirror with  
Radio Hypnotic Crystal to gain  
confidence and self-command.



you are able to make use of the suggestive power which is inherent in you, there can be no self-confidence nor self-command, both of which are absolutely indispensable to the proper carrying-out of any hypnotic or suggestive experiment.

You must remember that, as I explained at some length in Course No. 1, and also in a foregoing part of this Course in Suggestion or Hypnotism, the mind of the subject is in a passive state, free from all contradictory or conflicting ideas, receptive and ready to allow any idea suggested by the operator to pass over into action, subject, of course, to the limitation, that there is nothing in the suggestion which would be contestant with the Conscience, and subject to the idea being suggested or imparted forcibly by an operator who is imbued with the consciousness of his own power. Self-confidence and self-command on the part of the operator is more than a mere favouring factor. It is an indispensable necessity. The student's watchword should, therefore, be "COMPLETE SELF-CONTROL".

In Hypnotism and Suggestion, the difference between success and failure is as the difference between strong and weak, between decision and indecision, between purpose and lack of purpose, between energy and lack of energy and the aim of this Exercise is to afford the student enlightenment and unfoldment of the powers which are latent in him.

Holding the Crystal in the right-hand, elevated over the head, concentrate on the wonderful power of Suggestion which is inherent in you, by means of which you can bring peace and happiness into the vicissitudes of your own life or that of those near and dear to you. Meditate on the wonderfully calming effect that you can exercise. Think how a knowledge of practical psychology can help you in developing the nobler and finer side of Life. Fix your own goal and decide that you will not allow anything to impede your progress. Create for yourself, within yourself, an inexhaustible well of radiant, magnetic energy. Determine that you will so enhance the power of your Personality, that it will emanate a never-ending stream of suggestive power.

The student should, in this Exercise, not be content with the expression of any set formula. Rather should he allow a flood of inspiring thoughts, breathing the spirit of self-command, self-confi-

dence, consciousness of his own power and a firm resolve to use it for the betterment of himself and his fellow-men, to pervade and penetrate into the innermost recesses of his sub-consciousness.

To this Exercise, at least thirty minutes per day should be devoted, after the student has faithfully carried out the preceding Exercises. If he do so, he will find that when he comes to face a subject, there is no longer any hesitancy, and doubting of his own powers but a glorious certainty, based on self-control and self-confidence.

We have now terminated our preparatory studies and it is presumed that you have faithfully and conscientiously carried out the Exercises which have been prepared for you, devoting to each its due measure of attention, for do not forget that, on the manner in which you have studied these preparatory exercises, depends, in a very great measure, your future success.

These Exercises have been carefully selected, after a lengthy experience in teaching the science of suggestion, as being just those of which the beginner is most in need. As I have said before, this is the only System, where the Student is taken right at the beginning and set on the road which he has to follow, so that any failure or delay in your progress can only be ascribed to yourself.

If you in doubt of your own power to achieve results; if there is any lingering trace of self-doubt present in your mind, devote at least, three or four days, to an intensive revision of Preparatory Exercises Nos. 1-7 inclusive, before proceeding further. The beginner cannot have a clear idea as to the value of such a period devoted to revision. His confidence and faith in himself will so strengthened as to make possible many things which, in the beginning, he may well have thought to be beyond him. It will impart to his voice, gestures and actions, that magnetic influence which enables him to accomplish things.

Should you feel uncertain of your power, your eyes cannot help but betray the fact, your general demeanour will give the lie to what you say and your future subjects will have no faith in your abilities. In your own interests, therefore, make sure that you are so familiar with each step in your work that you will take it, as it were, instinctively and without hesitation.

## HOW TO SELECT SUBJECTS

The vast majority of people in possession of their mental faculties may be hypnotised or suggestionised, on condition that they are willing to yield to the influence and that they possess, even in a small measure, the faculty of concentration. But, as I have already observed, no person can be hypnotised, against his or her will.

Even with willing subjects, however, only a small percentage can be influenced at the first or second attempt and the student may find that it may be necessary to make as many as twenty or thirty experiments before succeeding, for the reason that so few subjects have the faculty of concentration sufficiently trained, to enable them to fix their minds upon the suggestions made by the operator. Again, although they are quite willing to be hypnotised, many persons are too curious and anxious as to the result and do not pay sufficient attention to the suggestions that the operator utters or mentally conveys.

The degree of suggestibility in both sexes is practically the same. This is contrary to a widespread opinion that women are more easily influenced than men but it is, nevertheless, a scientific fact.

Generally speaking, the best subjects are persons, either male or female, possessing a strong, vigorous mind and ordinarily good education. It is much more difficult to hypnotise or suggestionise a low, ignorant, animal type of character than a highly intelligent person for the reason that the former is much less able to grasp the meaning of the experiment and to comply with the directions given. He rather resembles an uneasy child whose attention cannot be fixed upon one particular point, to the utter exclusion of everything else.

Speaking of children, it is not at all clear that a child under three years of age can be made to concentrate sufficiently to be susceptible to suggestions. It is advisable that the student should not conduct any experiments with children until he has been successful in imparting the influence to adults. Any student who is interested in the use of Suggestion for the correction of children's faults and failings can receive my Special Instructions dealing with this question, free on application, as soon as he can make a satisfactory report of his progress.

## BEFORE YOU UNDERTAKE AN EXPERIMENT

Possessed of the knowledge contained in the foregoing, you are now enabled to select from among the circle of your friends, some person who, in your opinion, should be susceptible to suggestion.

Do not reveal to him that you have taken up the study of applied psychology at first, but incidentally lead the conversation to the subject of mental science. You will have gained enough information from Course No. I, to enable you to speak with fluency and moreover, it is very rare, that the daily Press does not contain some news item which you can utilise as an introduction.

If your friend appears sceptical or antagonistic, do not despair. His scepticism or antagonism is immaterial to the success of the experiment; all that is necessary is that he should be able to concentrate and be prepared to submit willingly to the influence.

After you have conversed generally with your friend concerning the science, ask him if he would be interested in collaborating with you in a very simple experiment, which illustrates the power of Suggestion.

As many persons are unjustifiedly frightened of the word "Hypnotism", do not mention this but refer always to the science of suggestion. Make this a general rule, as you will find that it will be conducive of the spirit of confidence in you which is so necessary, if the experiments are to be properly carried out. It may often be to your advantage to call yourself a "Suggestionist" and not a "Hypnotist".

When you "sense" that your friend is in a receptive frame of mind, commence immediately with the experiment.

## THE "FALLING FORWARDS" TEST

The first step in this experiment is to request your friend to stand erect, with his feet joined, and his hands lying limply at his sides, as shown in Illustration No. 8-II. Ask him to open his eyes wide and to look intently at the ball in the Crystal which you must hold at a distance of about ten or twelve inches from the root of his nose, in such a position, that the subject is obliged to elevate his head slightly.

When he is gazing steadily in the

requisite mannner at the Crystal, gradually ask him to relax mentally and physically and to render himself receptive to the suggestions which you are going to impart. Tell him to think of falling slowly forward and to yield to the slightest impulse of falling. Assure him that there is no danger of his falling to the floor, that he must not resist and while you are so speaking to him, you must, yourself, expect him to fall. If you doubt your success, your actions will cause the subject to



Illustration No 8-II.

lose confidence in your ability to obtain the desired result. Do not allow his eyes to wander away from the Crystal, which you must keep in such a position that he is obliged to gaze at the ball. Convince yourself that he is really relaxing physically and mentally and, holding the Radio-Hypnotic Crystal in your left hand, place your finger-tips lightly on his temples and make downward passes with your right-hand,

in the manner in which you have been instructed in Preparatory Exercise No. 4. These passes should begin at the base of the subject's brain, continue along the right side of his neck and then downward to the waist. As always, the passes should be very slow and gradual.

When you have made these passes for about one minute, during which you have been constantly giving appropriate mental suggestions that your subject will fall, when you tell him to, you may begin the verbal suggestions, which you will previously have thoroughly rehearsed. Say slowly and convincingly to your subject :-

"You will experience a desire to fall forward.

"You will not be able to resist this desire which you will experience.

"You must not resist this desire which you will feel."

Now slowly describe a rhythmic circle with the Radio-Hypnotic Crystal before the eyes of the subject and bring it to rest in its former position. Continue now with your suggestive formula, couched in the most convincing and commanding tones of which you are capable, being careful, however, not to raise your voice unduly :-

"You now experience the desire to fall forwards.

"You are now incapable of resisting this desire.

"Do not resist it.

"You cannot resist it.

"When I draw the Crystal away from you, you will be forced to follow it.

"Watch the Crystal closely — more closely — still more.

"Now I withdraw the Crystal before you.

"Think of Falling — falling — falling.

"NOW — you — will — fall.

"FALL."

When you come to that part of the formula where you say :- "Now I withdraw the Crystal before you", move your upper body slowly and evenly backwards, imparting at the same time, a scarcely noticeable rotary movement to the Crystal. These movements must be very gradually carried out, so that the subject is not disturbed by any abrupt change.

If you have taken up a good position at the outset of the experiment, as shown in Illustration No. 8-II, with your left foot slightly advanced, your body being slightly inclined from the



hips upwards, in the direction of the subject, you will find it possible to draw your upper body backward about three feet, without moving the feet from their original position.

When the subject falls, allow him to do so with a slight shock, but be careful to catch him safely in your arms, which you must swiftly outstretch at the moment of falling, as otherwise you may discourage him from further collaborating with you.

You will be able to discern the exact moment when the subject is about to fall, if you watch closely enough, and when the subject has fallen into your arms, snap your fingers loudly near his ear and say :- "All right; Wide awake." (Complete instruction upon de-hypnotising or awakening subjects is given later in this Course.)

#### THE " FALLING BACKWARD " TEST.

This test is a reversal of that described above, and is carried out in somewhat similar manner. Having selected your subject, who, preferably, should have collaborated with you in the "Falling Forward" Test, request him to stand erect, feet together, and his hands resting limply at his sides.

Now place yourself at his back, distant about eighteen inches from him, and ask him to close his eyes, and breathing deeply, to relax his muscles completely. Ascertain if he is so doing, by placing your hands suddenly on his shoulders and pulling him slightly backwards. If he comes back easily and does not resist, he is doing as you direct, whereas, if he is standing with his limbs stiff and rigid, he is not relaxing in spite of all that he may say. In this latter case, you must make sure that he is relaxing, before proceeding further, for, if you undertake this test while the subject is in an unrelaxed state, you are certainly foredoomed to failure.

After you have satisfied yourself that he has relaxed to the uttermost, advance your left foot to within a few inches of the subject's heels and pass your left arm over his shoulder, as shown in Illustration No. 9-II. Place your thumb against your forefinger as illustrated, in such a position that your arm forms an angle of about 45 degrees with the shoulder of the subject. Your arm should not, however, rest on the subject's shoulder.

Holding the Radio-Hypnotic Crystal close to the nape of the subject's neck,

request him to fix his gaze on your thumb-nail, which, if you have carried out the instructions properly, will now be about 8-10 inches away from the eyes of your subject in a upward direction.

Quickly convince yourself that the position of the subject is correct and



Illustration No 9-II.

body erect in a relaxed state. Ask him to think intently of falling backwards while gazing at the point which you have fixed. Advance your right-hand, holding the Crystal so that the latter is almost touching the nape of the subject's neck, at the point where the neck joins the head and cautioning your subject against allowing his gaze to wander from your left thumb-nail. Insist again on his thinking intently of falling backward and begin with your

suggestions as follows :-

" Think intently of falling backward.

" When you experience a desire to fall backward, you will not resist.

" You will feel something drawing you slowly backward.

" You will give yourself entirely up to this desire.

" You will fall backward when you experience the desire. "

Now allow the Radio-Hypnotic Crystal to press very slightly against the base of the subject's brain, and continue the verbal suggestions as follows:-

" Now you are falling slowly backward.

" You wish to fall backward and you cannot resist.

" You — are — falling — slowly — backward.

" You — want — to — fall — backward.

" You — are — falling — falling — backward.

" You — are — falling — falling — falling — backward.

" FALL. "

When you reach that part of the formula in which you say : " You are falling slowly backward ", withdraw the Crystal from its position against the subject's brain, very, very gently and gradually and at the same time draw your left foot back until it is level with your right foot. Incline your body gently backwards, watching the back of the subject's skull, so that as he falls you will have no difficulty in supporting him with your right arm, your left arm being still extended before the subject's eyes, and retreating backwards almost imperceptibly to correspond with the backward movement of his body.

Both of these Tests should be carried out by the student as many times as possible with different subjects, as they are of great value in enabling you to select suitable persons to collaborate with you in the more advanced experiments. The success of these Tests is commensurate with your concentrative ability, but it also depends equally on the measure in which your subjects can relax mentally and physically, and surrender themselves to the influence which you exert. If you have been successful with any person in carrying out both these experiments, there is no reason why you should not be equally successful in the more difficult Tests with the same person, given

the same degree of relaxation and co-operation on his part.

To awaken the subject after the " Falling Backward " Test, proceed as already advised. Simply snap your fingers loudly in the neighbourhood of his ear, and call out " All right. Wide awake. "

It is not to be expected that you will be successful in carrying out these two Tests with the first subject whom you may select, nor even with the second or third, but rest assured, that if you follow strictly the instructions which are given, sooner or later you will achieve a satisfying measure of success. Your great difficulty will be to find persons who really can relax to the extent required, and as I have said, you may be forced to try perhaps twenty different individuals, before you meet with a subject who can sufficiently control his mental faculties to collaborate with you to the extent required. The student should bear in mind what I said in Basic Point No. 3., of Branch ONE, that " it should never be forgotten — contrary to a widespread opinion — the student's best and most receptive subjects are persons of strong intellect and will-power, which enables them to succumb voluntarily to the influence. " This readiness to receive the influence which you are exerting depends on the power of relaxation of the subject and therefore this is a question to which you must give great attention. Before beginning any experiment, convince yourself that the subject is really relaxing, and should you find that, during the progress of any test, the degree of relaxation has lessened to such an extent as to imperil your success, simply interrupt the exercise and begin again later, when the moment is more opportune.

Assuming that you have been successful in carrying out both the foregoing simple tests, you are now ready to progress a little further in your studies of Hypnotism and Hypnotic Suggestion.

#### HOW TO FASTEN THE HANDS. AN EASY TEST OF SUGGESTIBILITY.

Let your subject be seated in an easy, natural position, with both feet resting firmly on the floor. Ask him to allow all his muscles to slacken, so that he will feel perfectly at ease and under no constraint whatsoever. The correct position for the subject is shown in Illustration No. 10-11. Test his degree of relaxation by raising his right hand

above his head, holding it there for a few moments and then suddenly withdrawing the support of your hand. If his state of relaxation be sufficient, his hand will immediately fall in a limp condition, free from all rigidity.

If you are of opinion that he is sufficiently relaxed, ask him to give you his entire and undivided attention, to lis-



Illustration No 10-II.

ten carefully to each suggestion that you make and to continue in a purely passive condition.

Now tell him to clasp his hands and to think intently that they are becoming fastened. Repeat to him in a tone filled with conviction :-

"Clench your hands tightly — tighter — TIGHTER.

"Your hands are stiff — stiff and rigid — tighter — tighter.

"You are losing control of the muscles of your hands and arms."

In a forceful, sing-song tone of voice, continue as follows :-

"Your hands are becoming fastened.

"Clasp them still tighter. They are becoming stiff and rigid.

"You feel them becoming stiff and rigid.

"Think that your hands and arms are fastened.

"Do not try to pull them apart until I tell you to do so.

"But you will find that you have lost control of your muscles.

"And you cannot pull your hands apart.

"You have lost control of your muscles.

"Your hands are fastened and you

"cannot pull them apart."

Now grip his clasped hands tightly with your left-hand and with your right-hand, bring the Radio-Hypnotic Crystal within his line of vision, about ten inches from his eyes and in a straight line with them. Suggest to him that he must gaze steadily at the ball and take care that his gaze does not wander from it. If you find that his hands are limp and his muscles soft, you may depend on it, that he is expecting you to fasten his hands without an effort on his part. In such cases naturally you cannot succeed.

If, however, you find that his hands are really tightly clasped and that the muscles are hard, it is quite probable that he will make an excellent subject. Continue with your suggestions as before during some minutes and add to them :

"When I tell you to try and pull your hands apart,

"I want you to try,

"But you will fail, because you have lost control over your muscles

"The muscles of your arms and hands refuse to act.

"You cannot pull your hands apart.

"Try slowly to pull them apart.

"Keep looking fixedly at the Crystal.

"You cannot open your hands,

"You cannot pull them apart.

"You cannot separate them.

"You c-a-n-n-o-t. YOU CANNOT."

When he has tried for a few moments to unfasten his hands and has not been able to do so, clap your hands together, making a loud noise, or snap with your fingers near his ears and say : "All right — wide awake — now you can unfasten your hands. "

Instead of using the Crystal, you may make downward passes along the arms of your friend, beginning at the shoulders and continuing down to the fingers-tips. It is easily possible that you will not be successful at the first attempt, because though your friend may assure you that he is fully passive and is not endeavouring to resist you, still he may be doing so unconsciously, but be assured that sooner or later, you will be successful in carrying out this interesting test, if you work in accordance with the directions.

Remember you must be positive in issuing the suggestions which I have given you. You must imagine that your



friend's hands are becoming fastened and that he cannot open them, strive as he may. Do not be disturbed or disappointed, if, at first, you do not succeed. Even the mighty eagle must first try its wings many times before affronting the tempest. This little test of "Fastening the Hands" is valuable practice for you and you should not leave it until you have successfully carried it out with not less than six subjects.

No. 11 - II and ask the subject to repose his right hand, palm flat and fingers outstretched, on the surface of your left hand, exactly as illustrated.

With your right hand, make a few passes along the forearm of your subject, beginning at the elbow and descending gradually and gently to the tips of the fingers. These passes must be contact passes, that is to say, that your hand must actually be in contact with the



Illustration No 11-II.

#### THE USE OF SUGGESTION IN RENDERING THE SUBJECT UNABLE TO REMOVE HIS HANDS.

This Test is slightly more difficult than the preceding ones and you should, therefore, select as your subject, a friend or acquaintance with whom you have been successful in carrying out the previous tests.

Having chosen your collaborator, take up your stand as shown in Illustration

epidermis of the subject and they should terminate in a slight, downward pressure on reaching the hand of the subject, at the same time, pressing upwards with your left hand, so as to impart a certain pressure on both surfaces of the right hand of your subject.

Make this contact pass about eight or ten times, gazing steadily and fixedly into the eyes of the subject and mentally insisting that he must so relax as to be completely receptive to the sugges-

tion which you will issue.

Having carried out these instructions, say to the subject that he must now fix his eyes on the back of his own hand and, having assured yourself that your instructions are being followed, make short, rhythmic downward passes over the hand of the subject as shown in the Illustration and begin with the following verbal suggestions :-

- " Think that your hand is stuck so tightly to mine, that you cannot remove it.
- " You will find that you cannot lift your hand from mine.
- " You are losing control of the muscles of your hand.
- " Your hand is getting stiffer and stiffer.
- " It is resting so closely on mine that you cannot remove it.
- " The more you try to remove it, the tighter it will stick.
- " Concentrate on the fact that you cannot remove your hand.
- " When I count three, try to remove your hand.
- " But you will find that you cannot.
- " You cannot, for you have lost control over it. "

Suspend the pass which you are making with your right hand, and press it downward against your subject's hand, at the same time, pressing upwards with your left hand, using both your hands as a vice in which to exercise pressure against the hand of the subject. This pressure should not occupy more than a few seconds, during which the expression of the verbal suggestions should not be interrupted.

Now continue :-

- " Your hand is now stuck fast to mine.
- " You cannot remove it. Think with all your force that you cannot remove it.
- " When I count THREE, try to remove it.
- " But you will not be able to remove it.
- " Ready — One — Two — Three. "

After you have counted, and have thus given the subject permission to try to remove his hand from yours, your verbal suggestions must be expressed more quickly and with the greatest measure of force and command of which you are capable. You must concentrate with all the strength of your mind that your subject is really unable to remove his hand from yours, as follows :-

- " Now you CANNOT remove your hand.

" You C-A-N-N-O-T.

" Try as you will, you C-A-N-N-O-T.

" Try hard. Harder still. But you C-A-N-N-O-T.

" The more you try to remove your hand, the more you C-A-N-N-O-T.

" You cannot remove your hand from mine. You C-A-N-N-O-T. "

Continue these suggestions for a few seconds, during which the subject will strive with all his might to remove his hand from yours, and when you judge that the experiment has lasted long enough, remove the influence, by drawing your right hand heavily down the right forearm of the subject, saying simultaneously :- " All right. The experiment is finished. You can now remove your hand. You can now remove your hand. " Slap the back of the subject's hand sharply and quickly. This is usually sufficient to remove the influence which you have exercised.

#### EXPERIMENT in the USE of SUGGESTION WHEREIN the SUBJECT is UNABLE to MAKE HIS FINGERS MEET.

As will be seen from Illustration No. 12-II, this very interesting experiment can easily be carried out with the collaboration of several subjects, but it will be advisable if in the beginning, the student limits his ambition to being able to conduct this Test successfully with only one subject, before carrying it out with several subjects.

The subjects, or subjects, selected should preferably have already been tested by the student for susceptibility and as far as possible, should already have submitted successfully to the preceding tests. By selecting only such subjects, the student will have the assurance that a certain amount of psychic sympathy or communion of thought already exists and will, moreover, have the certitude that his collaborators are enabled to concentrate sufficiently, for as I have mentioned several times, the faculty of concentration, and therefore, to relax at will, on the part of the subject is as indispensable as the same faculty on the part of the operator.

Assuming therefore that you have selected your subject with due forethought, allow him to become seated in front of you, his feet being firmly planted on the floor. Hold the Radio-Hypnotic Crystal in your right hand, the pedestal thereof being between your thumb and the index finger and ask



Illustration No 12-II.

the subject to gaze into your eyes.

Allow him to do so during the space of a few seconds, after the expiration of which, gradually raise your hand holding the Crystal and interpose it between your eyes and those of the subject, holding it a distance of about ten to twelve inches from the root of his nose.

The subject being seated, while you are in a standing position will ensure that his line of vision will be at an angle of from 30-45 degrees, at the point where it meets the ball of the Radio-Hypnotic Crystal, dependent on your elevation above him.

Ask the subject to gaze steadily and fixedly at the Crystal, to which you will gradually impart a very slight

rotary movement, taking care to ensure that the movement which is imparted to your wrist and forearm is almost imperceptible. You will find that your subject will begin to relax, and by closely watching his eyes, you can easily gauge the moment, when his receptive state will be such that you can proceed, which usually will come after about one or two minute's gazing at the Crystal.

Without allowing him to remove his eyes from the Ball, gently ask him, to raise both hands before him till they reach the level of his chest, the hands being clenched, and the arms being pressed against the sides of the body.

Allow him to remain in this position for a few seconds, and then proceed by



asking him to extend the index fingers of both hands, the remaining fingers and thumbs still being clenched and to withdraw the hands from each other, so that the tips of the extended index fingers are about eight or ten inches distant and pointing directly towards each other.

During the whole time, continue to gaze steadily into the eyes of your subject, so as to ensure that he does not remove his eyes from the ball of the Crystal. You may find that the student may be tempted to withdraw his eyes from the Crystal and to watch the movement of his fingers and it is better therefore that you should not say to him:- "Withdraw your hands till the tips of the fingers are distant about eight inches", for should you do so, your collaborator cannot avoid removing his eyes from the Crystal, for the very simple reason that he will endeavour to measure the distance. It is preferable, therefore, simply to say:- "Withdraw your fingers from each other. Still more. Still further. More still. Not so much. Approach them slightly" and so on, until you have placed his fingers in the proper position, without any mention of any specific distance.

Still watching the subject's eyes, and holding the Crystal motionless in its previous position, place your left hand quickly against his elbows, so as to assure yourself that they are really reposing against his sides.

These various preliminaries having been carried out to your satisfaction, proceed to tell him that he must hold his hands perfectly still in the position in which you have placed them; that he must under no consideration, remove his eyes from the ball of the Crystal; and to think now with all the concentrative force of which he is capable that when he tries to place his extended fingers together, or to make them meet that he is going to miss them; to think that he cannot put them together. Repeat this to him in a tone of incisiveness and filled with the uttermost conviction, so that it cannot fail to sink into his sub-consciousness. Always watch his eyes, to see that they do not withdraw themselves from the Crystal.

Now begin as follows:-

"Think that your fingers will not meet.

"When you try to place them together, you will miss them.

"Allow that one idea to occupy your mind.

"Do not wonder but CONCENTRATE on the fact that you will be unable to make your fingers meet."

Repeat this once or twice, after which proceed as follows, slowly and more positively:-

"You are now losing control of the muscles of your arms and hands.

"You will find that you cannot make the tips of your fingers meet.

"Try slowly to make the tips of your fingers meet.

"You cannot make them meet.

"You C-A-N-N-O-T.

"You have lost control of your muscles.

"LOOK AT YOUR FINGERS."

When you come to this part of the formula, the last phrase of which must be uttered quickly and commandingly, but not over-loudly, withdraw the Crystal, and lower it to the region of the fingers of your subject, rotating it over the gap between the extended index fingers. Your subject is now looking at his fingers and is striving to make them meet. Continue with suitable suggestions, as follows:-

"You C-A-N-N-O-T make your fingers meet.

"You CANNOT. You CANNOT.

"Try as you will, you cannot make them meet.

"You see, you miss them every time.

"Try harder - Harder still - but it is useless trying.

"For you C-A-N-N-O-T make them meet.

"You C-A-N-N-O-T."

and so on, repeating suggestions of the utter impossibility of the subject being able to make the tips meet, uttering your suggestions in a clear, masterful voice.

Do not allow the subject to strive too long to overcome your influence. Break off the experiment after about a minute, before any signs of strain are apparent. It will be sufficient to clasp his hands in yours, and to ask him to look you in the eyes, saying "All right - All right. Now you have full control over your muscles again", frictioning his hands and forearms very lightly.

After you have been successful with several subjects treated separately, you may proceed to carry out this same experiment with three or more friends simultaneously, as shown in the Illustration No. 12-D. Do not pay any attention to the fact that in this Illus-

tration, the operator is shown behind the subjects. This is done in order to facilitate your observation of a phase of the experiment, and in any case, after you have been successful with different subjects, your feeling of power will become so enlarged that you will not find it a hindrance to revolve around your collaborators and to work this experiment in its final stages from behind them instead of being in front of them.

THE NECESSITY OF COMPLETE RELAXATION.  
FURTHER ADVICE ON HOW TO CREATE  
THIS CONDITION.

The student will remember that in various parts of this Branch, I have stressed the importance of relaxation which is every whit as essential on the part of the subject as is Concentration on the part of the operator. In most cases the crux of the whole question of the success of an experiment depends on the subject's capacity for relaxation which may be described as the faculty of releasing his whole muscular structure and his entire nervous system, for the time being, from all willed activity, so that he is in what I may, for want of a better term, call "limpness".

This faculty of relaxation which is close kin to Passivity, is the necessary accompaniment of Concentration, which is to say that the existence of one presupposes the existence of the other. One can only relax in the same measure as one can concentrate. Just as Concentration must be learned, so must the faculty of relaxation be trained and developed.

Illustration No. 13-II shows a very simple test in relaxation which you should frequently use as a test of the degree of suggestibility of those whom you may wish to use as subjects. It may usefully be made to precede even the "Falling Forwards" Test, as it will enable you to gauge almost immediately, whether the person whom you have selected possesses sufficient control over the muscular and nervous impulses to make a satisfactory subject. Any person who cannot relax to the requisite degree necessary in this Experiment should be treated with the Radio-Hypnotic Crystal on lines similar to those set forth in Preparatory Exercise No. 2, naturally with modifications. The use of the Radio-Hypnotic Crystal while not being absolutely necessary, has been found to be of immeasurable assistance in inducing

this indispensable state of relaxation with the least waste of time.

Your subject in this Experiment should be seated in a chair, his right hand resting on his lap, as shown in Illustration No. 13-II, the left hand being raised to the level of the shoulder and stretched out parallel to the floor. Now place your clenched right hand



Illustration No. 13-II

SHOWING SUBJECT in UNRELAXED STATE.  
Note the hand remaining in mid-air.

underneath his left hand, so as to act as a support, on which the left hand of the subject reposes heavily.

Now request him to release all his muscles as far as possible from all willed control and instruct him as follows :-

" When I count three, I will withdraw my right hand.

" Your left hand will no longer be

supported.  
 " If you have really relaxed,  
 " Your hand will fall limply to your side.  
 " Relax. Do not think of anything but relaxation,  
 " Unbrace all your muscles.  
 " Ready. One — two — THREE. "

At the word " THREE ", suddenly jerk your supporting hand away from underneath the left hand of your subject and watch closely in what measure the subject's arm falls. If he possesses a satisfactory degree of relaxation, his arm should fall immediately, effortlessly and limply to his side.

Illustration No. 13-II shows what may be expected when the subject, as is very often the case, cannot relax to any noticeable degree. The arm although deprived of any outside support remains stiffly extended, thus proving that the muscles, far from being relaxed, are still braced. Many students will force their arm downward a fraction of a second after the support is withdrawn. This should not be allowed as there should be absolutely no rigidity in the arm at the time of its falling.

When the faculty of relaxation is really present, the movement should consist of a downward fall as if the arm of the subject had suddenly been deprived of all muscular force. You can gain a very apt insight into this limp, effortless fall if you hold out a book in your hand and allow it to fall to the ground. Do not expect to carry out this little test satisfactorily with the first person selected. It seems very simple but experience has shown that Relaxation must be practised frequently before it can be said to be perfect.

#### HYPNOTIC SLEEP INSTRUCTING THE SUBJECT.

You have been herein taught, both by precept and illustration, how to conduct certain essential physical tests; essential, because by assimilating them, your confidence in your own ability has been increased and also you have by now, collected around you a small but sufficient band of suitable subjects, who also have gained confidence in your ability. This mutual confidence — yours in your subjects' suggestibility, theirs in your power — is of prime importance in these higher tests, which you are now going to learn.

Before beginning with your first

experiment in the induction of hypnotic sleep, I would strongly advise you to spend one evening in a mental review of what you have already learnt in this course, so as to make sure that you have mastered the underlying principles as hereinbefore explained, and should you be in doubt about any point, it will be advisable to postpone this experiment for a day or two, until you have refreshed your memory.



Illustration No. 14-II

When you feel sure of your own capabilities, request the subject to sit in an easy, comfortable position, as shown in Illustration No 14-II, allowing his feet to rest firmly on the floor, his hands lying limply at his sides. Explain to him that you are now, with his collaboration, going to undertake a very slight experiment in Advanced Suggestion, and that you wish him to give you his full and undivided assistance.

Tell him that you have selected him



as your subject, because you feel that he is in full command of all his mental and psychic forces and, that being so, he is more likely to make a perfect subject than one who is not yet so developed. Explain to him that you will require his attention for a comparatively short time only, during which, he must utterly disregard his surroundings and listen attentively to every suggestion that you make.

The whole point of this preliminary instruction to your subject is to bring him to a receptive state of mind, to enlist all his impulses on your behalf and on behalf of the success of your joint experiment. Always refer to it as "our" experiment in Advanced Suggestion — never as "My" experiment.

You will find that your subject will become thoroughly receptive and will wholeheartedly assure you that he will do everything that within him lies to ensure that your "joint" experiment will have a successful issue.

#### PRODUCING LIGHT HYPNOSIS BY SUGGESTION

Now ask your subject to make himself as comfortably relaxed in his chair, as he is accustomed to do when he wishes to have a good long rest. In talking to him in this manner, you must be in a commanding position as regards your subject, that is to say that your eyes must be above his, so that when he looks at you, he must perforce look upwards. The result of this, is to tire his optic nerve much sooner than would otherwise be the case.

Now ask your subject to gaze steadily upward at the Radio-Hypnotic Crystal which you must hold as explained in a previous exercise. If you have not the Crystal, or if you decide for some reason or other which seems good to you, to operate without its assistance, begin by making rhythmic sleep-giving downward passes, as explained under the heading "Practice in the Various Forms of Hypnotic and Suggestive Passes". Concentrate your mind on the fact that you wish to induce SLEEP and begin to place your suggestions accordingly. The more soothing and soporiferous, your tone of voice, the better. Everything you do and say must have a tendency to put your subject to sleep. If you are using the Radio-Hypnotic Crystal, say to him as follows :-

"Open your eyes wide and look intently at the ball of the Crystal". If you are

not using the Crystal, alter the Suggestion to make him gaze into your eyes. In both cases continue as follows:-

"You now wish to go to sleep.

"Fix your mind on going - to - sleep.

"Sleep - Sleep - you are going to sleep.

"Count slowly to yourself : - one - two - three - one - two - three,

"One - two - three - Now close your eyes and go to sleep."

Now say to your subject :-

"Repeat to yourself mentally with me

"I - am - going - to sleep

"I - am - getting - sleepy.

"I - want - to - go - to - sleep."

While the subject is repeating this to himself mentally, you should continue to make appropriate passes before him (either with or without the Crystal) with your left hand, as shown in Illustration No. 14-II, while your right hand, palm flat and fingers extended, is reposing lightly on your subject's forehead, your thumb pressing lightly at the base of his nose, between the eyes. Now continue :-

"You are getting sleepy,

"Your eyelids are getting heavy.

"You - want - to - go - to - sleep.

"You - cannot - stay - awake - sleep - sleep.

"Sleep-sleep-sleep-fast asleep."

Repeat these and similar suggestive formulae, having a pronounced sedative tendency, in a droning, monotonous tone of voice until his heavy, even breathing and complete muscular relaxation shows you that he is indeed on the borderline of hypnotic sleep. Do not now interrupt your sleep-giving suggestions, but continue them until the state of hypnosis is perfect, which outwardly resembles normal sleep.

If the foregoing method does not prove immediately efficacious, you may modify it by pressing with your fingertips at the roots of your subject's nails, while issuing the suggestions. The exact amount of pressure necessary may best be ascertained by experimenting with him previously, so as to avoid causing him any feeling of discomfort or pain.

As your repertory should consist of a knowledge of several methods, you should also try to induce light hypnotic sleep by revolving the subject's head, as follows :- Take hold of the back of the head with the fingers of your left hand, exerting a slight pressure at the base

of the brain. At the same time, place the thumb of your right hand between his eyes, and the fingers on his left temple. You can now revolve his head very gently and slowly in a small circle, in a direction from right to left. In doing so, you will, of course issue your sleep-giving suggestions, as above.

The following method of hypnotising is also very effective. The subject being comfortably seated in a chair, you must gaze steadfastly into his eyes and audibly count "one, two, three", etc., telling him to blink his eyes after each number is pronounced. While there are some few persons who might be able to prevent their succumbing to their desire to sleep until you had counted up to one hundred, the vast majority would be asleep by the time you had reached fifteen or twenty. This is a very good method for the simultaneous hypnotising of a number of people, with which I will deal later in this Branch.

In order to awaken your subject in this Experiment, all that will be necessary is to say "All right, wide awake", at the same time concentrating your mind upon the idea that he will awaken and issuing corresponding mental suggestions. Do not be nervous or doubtful of your ability to awaken him. If he does not immediately respond to your suggestion to awaken, slap him very lightly on the cheeks and repeat "All right, wide awake", as many times as may be necessary. Fuller instructions on this matter are given under the heading : "How to Awaken the Hypnotic Subject".

#### INDUCTION OF PROFOUND HYPNOTIC SLEEP.

The manner of inducing profound hypnotic sleep is somewhat similar to that described above, but naturally greater attention must be paid to the preliminaries than is necessary in the induction of only slight hypnosis. Before proceeding to detail the steps in this Experiment, I cannot refrain from quoting the beautiful words in which Dr. John Duncan Quackenbos, A. M., M. D., tells us of the manner in which his preliminary suggestive conversation with his subject was carried on. He writes :- "I ask my subject to assume a comfortable reclining position, and then continue a soothing conversation along lines like the following, with a view to producing a monotonous impression on eye and ear :

"I wish you to look at this diamond" (the use of a diamond has now been

superseded by the Radio-Hypnotic Crystal) "in a dreamy listless manner, with a blank, expressionless stare, thinking of nothing, but relaxing the ocular muscles. Make no effort, for there is nothing that you can do to encourage the approach of the favourable mind state. Do not wonder what is going to happen. Do not be apprehensive, or suspicious, or distrustful. Do not desire that anything shall take place, nor watch to see what may occur, nor seek to analyse what is going on in your mind. You are as negative, indolent, indifferent as you can be. You have confidence in me and faith in yourself. No harm can come to you when lost in this sleep. So with confidence in me, in yourself, in the occasion, the instrumentality and the outcome of the experiment, you are about to abandon yourself without mental reservation, or misgiving, to a pleasant current that drifts you along with it to the sphere of sleep - for that is all that it is, the same sleep that you enjoy every night."

The student may find it advisable to incorporate some of the sleep-inspiring remarks recommended and used by Doctor Quackenbos in the general notes which have been given in the chapter headed "Hypnotic Sleep - Instructing the Subject" and may, if necessary, use other sedative thoughts created by himself. If he has thoroughly rehearsed Preparatory Exercise No. 3, concerning the creation of suggestive formulae, he should now be fitted to fashion new ones which may well prove very appealing and even resistless for his own special type of subjects.

Having induced the light hypnotic sleep as explained in the preceding chapter, continue as follows :-

Place your finger-tips on each side of the subject's head, your both thumbs resting on his forehead just above the eyes, so that the extremities of your thumbs nearly meet. Move the thumbs along the forehead towards the sides of the head of the subject and continue to repeat this contact pass from the centre of the forehead over the brow to the temples for about two minutes. While doing so, keep repeating :- "Sleep - deep sleep - sleepy - sleep - sound and deep sleep - sound asleep" and so on, speaking all the time in a low, sing-song tone of voice. Simultaneously you should concentrate mentally on the fact that the slumber in which the subject is sunk, will be deep and

undisturbed.

Now place your left hand on the top of the subject's skull and make rhythmic downward contact passes, beginning at the top of the skull and terminating at the point where the head joins the neck, exerting a fairly firm pressure with your fingertips against the head of the subject. The pressure, while firm, should not be such as would inconvenience the subject. Simultaneously with this contact pass, carry out with your right hand, short downward passes before the subject's face; this latter pass should not be a contact pass. During all these various movements, you should not cease to murmur lowly but positively and firmly, the soporific suggestions on which you have decided.

As you "sense" that your collaborator relaxes more and more and sinks more deeply and more profoundly, suspend the pass with your right hand, continuing the contact movement with your left hand towards the base of the brain. Place the thumb of your right hand on the root of the subject's nose, and allowing it to repose firmly, repeat :-

"You - are - sunk - in slumber.

"You - are - sound - asleep -

"Your - sleep - sleep - is - so - deep - and - so - profound -

"That - you - hear - nothing - nothing - but - my - voice -

"Sleep - sleepy - sleep - SLEEP."

Repeat this formula in the most monotonous voice of which you are capable and continue to express it during, at least, two minutes, after which you will find that your subject is in a deep sleep, oblivious to all his surroundings and responsive only to your voice.

Some subjects require much longer treatment on these lines than others, but if you carefully and conscientiously follow these instructions, you must ultimately succeed in inducing most profound hypnosis.

Full and complete instructions as to the most suitable methods of de-hypnotising the subject or of awakening him out of this deep sleep will be found hereafter in the chapter dealing with the matter.

#### CREATING HALLUCINATIONS BY HYPNOTIC SUGGESTION.

Having induced profound hypnotic sleep, as described in the foregoing chapter, you are now in a position to carry your studies in Hypnotism and Hypnotic

Suggestion a stage further and to learn how to use your power for the purpose of creating hallucinations in the mind of your subject. The word "Hallucination" may be defined as being a mental image of something which in reality does not exist. The creation of such mental illusions is always an instructive and amusing manifestation of the power of hypnotic suggestion.

The best manner in which to proceed is as follows :- After you have placed your subject in a state of profound hypnotic sleep, allow him to remain tranquilly in this condition for a minute or two, during which time the only suggestions given should be those tending to retain the influence. Now create the hallucination on which you have decided, as for example, making the subject see a beautiful garden of flowers before him. Visualise this non-existent garden in your own mind and holding the subject's right hand with your left hand, simultaneously carrying out contact passes with your right hand, in the neighbourhood of his forehead and temples, converse with him regarding the garden which you wish him to see.

Say to him in a low, positive tone, replete with suggestive-force :-

"You will remain in sleep and when

"I tell you to open your eyes, you

"will do so and you will see what I

"tell you to see. We are now in a

"beautiful garden filled with the

"most luxuriant flowers. See that

"great mass of poppies, like a

"great crimson stain. Look at the

"wealth of roses and the glorious

"display of beautiful blooming

"hyacinths"

and so on, using simple, insistent phrases, descriptive of the hallucinated garden. It is not necessary for me to place such phrases in the mouth of the student, for each one will be able to construct suitable ones for himself.

When you feel that your introductory suggestive talk has sunk into the sub-conscious mind of the subject, it will now be necessary, without interrupting the hypnotic sleep in which the subject is plunged, to induce him to open his eyes, for which purpose, you will say to him :- "Open your eyes, Open your eyes", concentrating at the same time, on the fact that the eyes will open.

While doing so, place the fingers of your left hand on the top of the subject's brow, your thumb exerting an upward



pressure just above the eyes, as shown in Illustration No. 15-II.

Repeat your exhortation that the subject should open his eyes in order to see the beautiful garden and should he not do so within a reasonable time, say one or two minutes, press the skin of the brow upwards with both your thumbs so as to assist the eyes to open.

As soon as the eyes are open, the subject still being in a state of profound hypnotic sleep, make a few downward passes before his face, as taught

Embrace in your suggestions all the beauty that he would notice were the garden of flowers real and not merely a figment of his imagination acting under your control.

When you see from his pleased appearance that the hallucination which you have created has crossed the threshold of his sub-consciousness, you may, if you so desire, invite him to accompany you to the fictitious garden and having arrived there, ask him to collect a pretty bouquet for some member of his



Illustration No 15-II

previously in this Branch and pointing to that part of the floor which is intended to represent the hallucinated garden, say to the subject :- " Now your eyes are open. Keep them open. You will see what I tell you to see, " continuing the downward passes meanwhile. Pointing to the imaginary garden which you wish your subject to see, expatiate at some length thereon just as if you were conversing about a real garden.

family When he has collected a sufficiently large bouquet of imaginary flowers, conduct him back to his previous position on the chair and de-hypnotise him as taught hereinafter.

#### SIDELIGHTS ON POST-HYPNOTIC SUGGESTION.

The student who desires to extend his studies so as to deal with the very interesting question of Post-Hypnosis can obtain, free on application, my

"Special Instruction upon the use of Post-Hypnotic Suggestion", provided that he gives a personal assurance that he wishes to use this knowledge for legitimate purposes. It is advisable that this department of Hypnosis should be studied only after the student has made some satisfactory progress, at least in the Preparatory Exercises, and recognises the enormous possibilities latent in the science.

It is not necessary, therefore, to go



Illustration No. 16-II

into any great detail here on the question of Post-Hypnotic Suggestion, as full instruction can be obtained without charge by the students of this Course, subject to the proviso above mentioned. It will be sufficient for our present purpose, to give a few explanatory side-lights on the question.

By Post-Hypnotic Suggestion is meant the making of suggestions, which, contrary to what the student has already learnt in this Branch, are not to be carried out at the time the suggestions are given, but at some subsequent period, fixed by the operator.

In order to be able to place post-hypnotic suggestions, the student should have successfully carried out various experiments in which he has been able to induce profound hypnotic sleep and should, moreover, be thoroughly acquainted with all the preceding matter contained in this Branch, both theoretically and practically.

Illustration No. 16-II will give you an idea as to the method which is to be followed. You will note that the procedure is practically similar to that for ordinary hypnotic suggestion; naturally, however, much greater attention must be paid to the suggestions which you express, as these require to be so strengthful and positive that they will rise again before your subject (who will no longer be under hypnotic control) at the time which you have fixed. The reason for this is obvious. In the case of ordinary hypnotic suggestion, your subject accepts and carries out your suggestion, while in a state of hypnosis. In the case of Post-Hypnotic Suggestion, while the suggestion is accepted by the subject who is in a state of hypnosis, the corresponding action takes place afterwards, when the subject has been released from the state of hypnosis.

The subject who is being influenced post-hypnotically must, in order to be sufficiently receptive, be brought to a state of almost complete passivity, and the operator, in Illustration No. 16-II, is engaged in creating this essential condition in the mind of the subject who is being tested for the degree of relaxation, as explained in the chapter headed "The Necessity of Complete Relaxation".

Students who are interested in this further study are counselled to make a report of their progress when sending in their application for the free Instruction on Post-Hypnosis, which is of immeasurable benefit in the eradication of evil habits.

#### HOW TO AWAKEN THE HYPNOTIC SUBJECT.

It was for a long time a common belief that while the amateur hypnotist would be able to hypnotise a person, he might conceivably be unable subsequently to de-hypnotise or awaken his subject. I readily admit that in certain isolated instances it has happened that where an insufficiently-trained amateur hypnotist has allowed himself to become flustered, it may have happened that a certain difficulty may have been experienced in

awakening a subject. However this may be, de-hypnotising presents no great difficulty, if the rules for carrying out this operation are adhered to. Moreover before a subject allows himself to become hypnotised, he has always present in his conscious mind, an approximate idea of the length of time which the state of hypnosis will last and he will, therefore, awaken of his own accord and without any instructions from the operator, after the lapse of the time which he has fixed before consenting to enter the hypnotic condition.

De-hypnotising presents, therefore, no great difficulty but every operation must be learned thoroughly and the knack of carrying out the various operations acquired. Hypnotised people are not reduced to a state of mere automata; they do not become machines or tools in the hands of the operator, nor are they robbed of their individuality. Most hypnotic stages are not unlike the conditions which exist during normal sleep in which the lower functions of the brain are reduced in activity, while the higher ones are still active.

Before attempting to induce the hypnotic state, always tell your subject that you will restore him to his normal consciousness by saying :- "All right, wide awake", and explain to him that when he hears these words he will awaken immediately. At the conclusion of the experiment, when you utter these words, you must concentrate your mind upon the idea that your subject will immediately awaken. Should he not do so at once, do not allow yourself to become flurried or anxious. Your subject is absolutely safe and is in no danger whatsoever. In this case, refrain from giving any awakening suggestions for a few minutes, during which you will go through a short exercise in Concentration, as explained in Preparatory Exercise No. 1, concentrating your mind on the fact that your subject will immediately awaken, when you next tell him to do so.

When you feel sure that you are perfectly self-controlled, say to the subject in a very positive tone "All right, wide awake, all right, wide awake", repeating this several times until the subject is released from the hypnotic condition.

It may be useful, from time to time, to give a short, quick slap with your fingers on the subject's cheeks. It is desirable not to allow your subject to

awaken with a sudden start, so that these slaps should be more in the nature of light pats.

As explained in the chapter headed "Passes-Their Suggestibility", upward passes will tend to awaken the subject, so that it will be advisable to make upward passes while issuing the verbal and mental suggestions of awakening.

If the subject be exceptionally difficult to awaken and has remained unresponsive to any of the methods mentioned, say to him :- "You will awaken when I have counted three". Repeat this five or six times and then begin to count :- "One - two - three." At the word "Three", slap your hands sharply before the eyes of the subject and rub his temples in an upward direction two or three times.

If you experience any difficulty in awakening your subject, it is better to request other persons, whose nervousness might unfavourably excite the subject, to leave the room. Assure them that there is not the slightest ground for uneasiness, but that it will be better for the subject that he is left alone with you, removed from all involuntary influence of others.

There is no great difficulty in de-hypnotising, if you do not allow yourself to become flustered or excited. Unfortunately some novices who have learned a few fragments of Hypnotism from some incomplete "System" become hypnotised themselves by the fear that they will be unable to awaken their subject. I do not know of any case where a student of my System has experienced any great difficulty in awakening subjects. The method is so straightforward and logical that the student need not have even the slightest misgiving, if he follows my instructions.

It is advisable, however, not to accept any person as your subject, who is suffering from heart-disease, epilepsy or similar ailments, except under the advice of a duly qualified medical practitioner.

#### THE CORRECT PROCEDURE WITH DIFFICULT SUBJECTS.

As your experience grows wider, you will occasionally meet with subjects who may be normally easy to hypnotise but inordinately difficult to awaken. Such subjects should not be hurried, as they require to be treated with great patience. They are naturally lethargic



and feel so well and comfortable under the influence of hypnotism that they do not willingly awaken.

In dealing with such people never for one moment lose confidence in your ability to awaken them. Any betrayal of nervousness, be it even only by thought, will invariably react on your subject. If possible allow him to remain for ten minutes or even fifteen minutes under the influence of the hypnotic sleep before undertaking to awaken him and begin (when you judge the moment opportune) to converse with him, as follows :-

" It is now time to waken.

" You must get up NOW.

" The experiment is finished and it is useless for you to remain sleeping.

" When I count ten, I wish you to open your eyes.

" One - two - three - four - five - six - seven - eight - nine - TEN.

" TEN - Wide awake - Wide Awake."

In contradistinction to soporific suggestions, awakening suggestions must be expressed in a loud voice, and uttered positively and commandingly. While saying these phrases, rub the subject's brow and temples upwards, and at the word " TEN ", snap your fingers as loudly as possible in the neighbourhood of his ears. This method is generally sufficient to awaken even the most difficult subject.

Note that practically every subject if allowed to sleep on undisturbed, will awaken naturally after an hour or two, feeling greatly refreshed. In some few cases, they may continue to slumber on for six or seven hours.

#### HOW TO AWAKEN SUBJECTS WHO HAVE BEEN HYPNOTISED BY OTHERS.

If you desire to awaken a person who has been put to sleep by another operator, who may be prevented, by inability, or by an accident, or by some other cause, from awakening him, you must approach him, as though he were in a natural sleep. Begin by suggesting that the person in question is asleep and sound asleep. Speak to him energetically and with confidence, telling him that he is very sleepy, and that his slumber may become still more profound. Speak impressively and authoritatively. Your object is to identify yourself in the subject's mind, with the person who originally put him to sleep, so that he

may become amenable to your de-hypnotising commands.

After speaking to him generally on the subject of sleep, you will find that he gradually recognises your authority and will, in all probability, obey you when you tell him to waken. For the rest, you will have to deal with him in the manner described above for dealing with difficult subjects, and it may be necessary for you to be extremely vigorous with him.

#### HOW TO RENDER YOUR SUBJECTS IMMUNE to the INFLUENCE OF OTHERS.

Illustration No. 17-II shows the operator engaged in rendering two of his subjects immune to the influence, whether hypnotic or suggestive, which may be exercised by others. This operation merely consists in an adaption of the formulae used after the subject has been placed in a light hypnotic sleep, as for example:-

" You will not surrender at any time to the influence exercised by X.

" You will not succumb to the fascination of X.

" Your Will cannot be enthralled by X."

and so on, adapting your suggestions to the peculiar circumstances which render it necessary for you to immunize a subject or subjects against the possible influence of a third person.

#### HOW TO RENDER YOUR SUBJECT SUSCEPTIBLE to the INFLUENCE OF OTHERS.

This is a reversal of the foregoing experiment. Having previously placed your subject in an hypnotic sleep, you should suggest to him in a very positive tone of voice:-

" You will do willingly whatever X tells you to do.

" You will obey his suggestions.

" You will submit to his influence as you submit to mine."

continuing to express similar suitable suggestions until you feel sure that your subject has registered them in his sub-consciousness and that he will carry them out.

As this, as well as the preceding Experiment, partakes in a great degree of the nature of Post-Hypnotic Suggestion, I advise the student to send me a report of his present progress, so that

my Instruction on the use of Post-Hypnotic Suggestion may be sent to him, without extra charge. He will find therein much that will be of value to his future progress.

HOW TO HYPNOTISE  
A LARGE NUMBER OF SUBJECTS  
SIMULTANEOUSLY.

In Illustration No. 18-II, the operator is shown in the act of hypnotising

side or the rear of the subjects, while continuing the suggestions and the passes necessary for the retention of the influence.

To hypnotise a number of subjects at the same time, have them sit in a row before you, or if the number be over five or six, place them seated in a semi-circle, and stand in front of them, so that you can gaze into the eyes of each and every one and that every single



Illustration No. 17-II

three different subjects simultaneously. His position at the rear of the subjects is taken, so that the student can see the details of the operation, but it is essential that the operator should be facing his subjects during the time necessary for the induction of hypnosis. When hypnotic sleep has been induced, the operator may stand at the

subject can look into your eyes.

Look each subject steadily and fixedly in the eyes during the space of a few seconds, and subsequently direct your eyes, so that each individual subject is under the impression that you are looking directly at him or her.

Now hold up the Radio-Hypnotic Crystal on a level so that the subjects are



Illustration No. 18-II

obliged to raise their eyes and request them to gaze directly and fixedly at the little ball on the top of the pin. Describe a small curved movement with the right hand holding the Crystal, so that the pin is evident to each one in turn. This movement should not be laboured nor abrupt. Rather should it be a graceful, gradual movement, flowing effortlessly from the wrist.

Continue this operation during two or three minutes, insisting mentally on the necessity of each one of the subjects gazing fixedly at the Crystal, and as you feel that they become more and more placid, commence with the verbal sug-

gestions which should constitute an adaption of the formulae suggested in one of the preceding chapters dealing with the induction of hypnosis.

You may find that one or two of your subjects do not respond so readily to your soporific suggestions as the remaining ones, in which case, it will be necessary for you, to devote to them a certain degree of special attention, without, however, neglecting the others.

During the entire operation, continue to move the Crystal as described, your eyes following its line of motion and being fixed steadily on each subject in turn, making your gaze more insistent



and commanding if possible as you direct it on the subject who appears more recalcitrant to the influence which you are exerting.

Proceed as described in the chapter treating of the creation of hypnotic sleep, either light or profound, according to your desires. Remember that a much more intense degree of concentration on your part is necessary in dealing with several subjects than is the case where only one subject is concerned, but that otherwise the process is exactly the same as that previously recommended.

If, before undertaking this experiment in collective hypnotism, you have thoroughly tested the degree of suggestibility of those taking part and have acted properly and in accordance with your examination of their suggestibility, there is no valid reason why you should not be equally successful with five or six, or even ten subjects as with only one.

The mode of procedure for awakening in collective hypnotism does not differ radically from that recommended for one subject. Naturally the formulae will have to be adapted to suit the circumstances of the case. Individual members who may not awaken so readily as their companions may require individual attention.

#### APPLYING HYPNOTIC SUGGESTION AT A DISTANCE.

This phase of the Science is practised but little, owing to the fact that the percentage of people susceptible to the degree necessary for successful experiments is limited. With willing and trained subjects, however, remarkable results can be obtained.

Before trying to conduct an experiment in Hypnotic Suggestion at a distance, it is advisable that you apply yourself assiduously, during two or three weeks, to the development of your concentrative powers. Any student of this Branch is entitled to apply for my Special Instruction on Concentration, joining to his application, a brief and concise report of his progress, so that I may judge therefrom as to whether his present knowledge of the hypnotic and suggestive sciences is such as to justify my placing this supplementary instruction in his hands. In every case where the application is accepted, no charge is made for this additional service.

Assuming that you have now undergone

such supplementary development in Concentration, you may begin your experiment as follows:-

Seat yourself in a comfortable, relaxed position and devote the first five or ten minutes to an exercise in auto-placidity. Do not allow any other person to be present in the room, which should, so far as possible, be isolated against the clangour of every-day life.

When your degree of placidity is such as to justify your proceeding further, gaze at the ball of the Crystal (if you are using this instrument) and think intently of the person whom you wish to receive your suggestions. Should you not be making use of the Radio-Hypnotic Crystal, concentrate steadily and try to create a mental visualisation of the person in question.

When the psychic picture which will inevitably arise in your subconsciousness by proceeding in this manner, is cleared and unblurred, try to imagine that the person is present with you, and speaking in a tone of voice, pregnant with the greatest suggestive force of which you are capable, which while vibrating with intensity should not be loud, express the thoughts or actions which you wish to convey.

While doing so, you must endeavour to create in your mind the feeling of absolute certitude that your suggestions will be carried out.

It is vain to hope that you will be successful at the very first attempt, for you will not yet be enabled to gauge your psychic vibrations so as to attune them at a distance to those of another. The degree of success which will attend your efforts at distant-suggestioning will depend, in an almost overwhelming measure, on your ability in relaxing and in concentrating.

Try this experiment with the same subject several times, ten or twenty if necessary before making use of another person as collaborator.

Unless it is desired that the person whom you wish to influence at a distance should remain in ignorance of your intentions, it is recommended to fix a certain time for the experiment and to advise the other person of this so that he or she may endeavour to facilitate your efforts by placing himself or herself in a state of receptivity.

Do not be discouraged if you do not get immediate results. Be calm; be patient; cultivate a hopeful disposition in the magnitude of your powers and sooner or later, your desires will be realised. Practice and experience will

develop and strengthen as well as "sensitize" your receptive faculties in an incredible manner, but constant, unremitting practice is indispensable.

#### CORRECT METHOD OF HYPNOTISING BY TELEPHONE.

In endeavouring to exercise hypnotic or suggestive influence by telephone, the great difficulty which you have to face and overcome lies in the fact that you are deprived of the opportunity of using the eyes as a medium of augmenting the susceptibility of the subject. The same difficulty will meet you as in applying hypnotic control at a distance and it must be overcome in exactly the same manner, i.e. through increased Concentration and through the impulsion of greater suggestive force in the words which you may utter.

A subject should be selected who has already collaborated with you several times and who possesses a reasonable degree of immediate susceptibility to your influence. It will be necessary for you to arrange with the person whom you select as collaborator regarding the time fixed for the telephone experiment. Later, when you have been successful with several selected subjects, it will not be necessary to do so, but this course is to be recommended at the outset.

Before communicating by telephone with your subject, concentrate vividly on the subject matter of the experiment, calling up before your mind what you wish him to do or to say. You will find that this mental reflection on the experiment will help in no small degree, towards its successful outcome.

One very important point to remember is, never to do anything during the course of the experiment, either by thought or by word of mouth, which would be likely to excite your subject's mental opposition. Do not couch your suggestions in a negative or semi-negative way. Make them insistently and commandingly affirmative along the lines which you have fixed.

Make up your mind at the outset that you are master of the situation and that, having studied the art of hypnotic suggestion, you have an intangible power which gives you psychic mastery (for the time being) over your subject.

When you have completed the preliminaries to your entire satisfaction, place yourself in communication with your subject, and in a calm, resolute,

undaunted and forceful manner, express your suggestion in short, pithy phrases. Your suggestions should contain nothing objectionable nor should they be such as would necessitate your subject interrupting the conversation with you until it is completed.

When you have issued the suggestions on which you had decided, cease all further conversation, replace the receiver and await events. You will receive in due course a report from your subject on the experiment. In fact it is better that you should have arranged with your subject to send you such reports during the first eight or ten experiments, so as to enable you to guard yourself against various little faults in the use of a new medium.

Success in effecting influence by telephone is invariably due to a thorough knowledge and a proper application of the laws of the science of hypnotism, as expounded in previous chapters.

#### CATALEPSY — THE PRODUCTION OF ANAESTHESIA, ETC.

The cataleptic condition has been regarded by many writers and sometimes by the public as a somewhat dangerous one, but to the person who has made a study of the different forms of suggestion, catalepsy is one of the most interesting phases of hypnotism, nor does it present any danger when carried out by a conscientious performer.

The cataleptic condition is one in which the muscles of the subject's body become stiff and rigid, in which condition, it will support enormous weights. Catalepsy can only be induced by a student who is capable of producing profound hypnotic sleep, as taught in a preceding chapter.

To induce this state of catalepsy, you should first of all place your subject in a deep hypnotic sleep, after which you must suggest as follows:-

"When you hear the word RIGID,

"Your muscles will become stiff and rigid.

"You will find that you cannot move a single muscle of your body."

Repeat this suggestion five or six times, each time speaking the word "RIGID" in a commanding tone of voice. Should the subject be difficult, command him to think of the muscles become rigid and to grip his hands together as tightly as possible while so thinking.

Simultaneously, you should concentrate on the fact that the muscles of the

subject's body will become rigid.

Should you desire to place heavy weights on the body of your subject when he is in the cataleptic condition, it will be necessary to have him stand erect before you at the time you induce profound hypnosis, and having induced hypnotic sleep, make downward passes along the body of the subject, at the same time issuing the suggestions that he will become rigid.

Take care that the furniture selected to support the head and feet of the subject is sufficiently strong, as, in some instances, accidents have been occasioned through the collapse of the furniture when weights have been placed on the body.

The method of dispelling the condition of catalepsy is that used for awakening ordinary hypnotic subjects.

#### HOW TO GIVE A PRIVATE HYPNOTIC ENTERTAINMENT.

Demonstrations of hypnotic or suggestive powers should invariably be preceded by a brief explanation of the Science, as outlined in Branch No. 1., and two important facts must necessarily be made plain to your audience as well as to those upon whom you wish to operate. First, that Hypnotism and Hypnotic Suggestion is a Science that must be acquired through study, and secondly that you can succeed in obtaining control over a subject only because of the fact that you have made yourself sufficiently familiar with the different forms of Suggestion to know how and when the suggestion should be placed in order to make it most effective. Tribute should also be paid to your subjects, making it clear that the persons most susceptible to hypnotic control are those who possess strong minds, ability to concentrate, and also well-developed imaginations.

Extend an invitation to a few of those present who may care to volunteer as subjects, explaining that hypnotism and hypnotic suggestion is absolutely harmless and that those who qualify as subjects will not be injured or maltreated in any way.

Make a short speech to those who have volunteered, thanking them for offering you their collaboration and assuring them that good results will be obtained from those who comply with the necessary conditions of relaxation and concentration. Explain to them in a few well-chosen words, the nature of relax-

ation and how they must concentrate.

Having thus created the proper atmosphere in the minds of your audience and your subjects, begin with a few simple experiments, such as "The Falling Forwards Test"; "The Falling Backwards Test"; "Fastening the Hands", etc., proceeding gradually to light Hypnotic Sleep; Profound Hypnotic Sleep; The Creation of Hallucinations and The Cataleptic Condition, if necessary.

A few further hallucinations which can be utilised during the course of a private experiment are to cause the subjects to imagine that they are catching butterflies; that they cannot speak their names; that their hands and faces are covered with coal-dust, etc., etc.

The successful professional hypnotist or suggestionist who applies his knowledge of these sciences in the field of public theatrical séances is usually in receipt of very attractive remuneration. I may mention that my average honorarium for each performance was usually between \$400 - \$1000. Those of my students who may desire to enter this field (where there is always room for talent) in a professional capacity should apply to me for particulars as to how they may do so. Stage tuition is necessarily highly individual, particularly adapted to the country or countries in which the student wishes to perform and must contain certain indispensable information concerning the language, the manner of obtaining engagements, etc. etc. As such it does not fall within the purview of this Branch.

#### THE VALUE OF AUTO-HYPNOSIS.

The student will remember that we defined in Branch No. 1, Auto-Hypnosis as denoting the influencing of a person's sub-consciousness by that person's own normal consciousness, in other words, the operator is eliminated and the subject influences himself in the direction desired. Just as the ideas of any one person who has learned to use hypnosis and suggestive power can be used to influence the conduct and belief of another person through hypnotic methods, so can the normal consciousness of a person bring his sub-consciousness under a greater or lesser degree of control, for the subjective mind of the individual is as amenable to suggestion as the normal consciousness by its normal conscious-



ness as is that of another person.

This powerful force is inherent in everyone of us and is waiting our call to intervene effectively in any direction which we desire. It can be used to enable us to resist temptation, to overcome shyness and timidity, to destroy unworthy motives and impulses which have harboured themselves in our subconsciousness, to oust thoughts of failure and to flood the life-currents with a joyous feeling of success and happiness.

#### HOW TO HYPNOTISE ONESELF.

The best method for inducing a state of self-hypnosis is to carry out Preparatory Exercise No. 1, as the state of auto-placidity explained therein has been found exceedingly appropriate for treatment by auto-hypnosis. A very suitable time for carrying out an experiment in hypnotising oneself is when the student is just about to yield to slumber, for at this time, it is relatively very easy to implant the dominant idea in the mind, which it is intended to convey by the suggestions which you decide to use and this dominant idea, so implanted, will not fail to influence all your conduct and thought. Methods of self-hypnotic treatment are given in Branch No. 3., which follows on the study of the present Branch.

#### SELF-HYPNOTISM AS AN AID TO PERSONAL MAGNETISM.

Auto-Hypnosis is really a great psychological miracle and I cannot too much impress the wonderful part that it plays in the drama of life. It accounts for much self-deception and self-elation. It immunizes the soil of the sub-consciousness against the bacilli that assail it. It perpetuates a feeling of fascination that is irresistible. It bares the secret of influence. It is the hidden power that enables us to accomplish many seemingly impossible tasks. It is the channel through which Personality finds expression and as such is of paramount importance in the development of Personal Magnetism.

#### THE ELEMENTS OF PSYCHIC FASCINATION.

The Philosophy of Personal Magnetism is at present receiving a great share of public attention, for the world has been brought to realise that anyone

can develop Personal Magnetism in the same way as any muscle of the body can be developed by constant usage of the same. We see many people around us in every-day life who are successful in whatever they undertake, who seem to exert an influence over all those with whom they come in contact. These persons seem to possess some subtle unseen power that attracts and upon investigation, it will be discovered that they invariably possess a strong Will-Power, which enables them to carry out their purposes to a successful conclusion. To possess a fascinating Personality, one must apply one's self whole-mindedly towards its acquisition. The faculty of observation must be exercised to the fullest, in order to perceive how others use the remarkable art of Fascination. But above all, it is essential that that which has been acquired should be utilised in the most advantageous manner possible, which again necessitates the possession of a strongly developed Will-Power and the faculty of Concentration on the end which it is desired to secure. The Student who desires to do so can obtain free on request, my Special Instruction on the Development of Will-Power and Concentration, on making application stating the progress already made in hypnotic and suggestive studies.

#### SOME SUITABLE EXERCISES IN PSYCHIC FASCINATION.

It is not possible to confine the teachings of the art of Psychic Fascination within narrow limits, and therefore, in order to keep this Branch practical, it will be necessary to divide my remarks into two separate and distinct classes, the first of which covers the mental, and the second, the physical state.

With regard to the mental state, which is of paramount importance in the acquisition of Fascination, I would impress upon the student the necessity of creating through Concentration, implicit and unwavering faith in his own powers. Psychic Fascination is impossible without an entire absence of Self-Doubt.

A great deal of the mental processes involved in Fascination will take the form of elimination. No one can possess a pleasant and fascinating manner whose thoughts are not attuned. Worry, fear, anxiety and similar mental states have a very bad effect on Personality,

while self-reliance, a happy Confidence and a kindly feeling towards others are most beneficial.

Modern investigations of the science of Telepathy - especially the wonderful experiments carried out by the Earl of Balfour in conjunction with Professor Sir Gilbert Murray, - have shown that a thought once created is transmitted throughout the Universe and sooner or later impinges on the mentality of another person. It follows, therefore, that the student must harbour only thoughts that fascinate and attract.

The method to be pursued therefore is to retire to a darkened room and to concentrate intensely, preferably with the help of the Radio-Hypnotic Crystal as explained in Preparatory Exercise No 1, on your increasing power of psychic fascination. This exercise will strengthen and harness the mind-forces, prevent mental wool-gathering and will moreover stimulate your confidence in your ability to fascinate others.

During this Exercise, thoughts should be selected as suitable for the object which the student desires to attain and the period of Concentration should commence with five minutes, the time devoted thereto being gradually lengthened to thirty minutes daily. Our Supplementary Instructions upon Concentration can be obtained on request free of charge by all students who have hitherto made satisfactory progress in their studies.

Regarding the physical state, the great point to be attained is the creation of a strong and impelling gaze, allied to a general demeanour expressive of the power of fascination. The student will, therefore, have to revise and complete these preparatory exercises relating to the control of the facial muscles so that his lineaments are, at all times, under his command. Too much attention cannot be paid to the development of the power of the eye, for it is proved that the human eye constantly emits a radiant stream of magnetism which is potent in fascination. Unfortunately too many people, who have not gone to the trouble of training their eyes, allow this wonderful magnetic force to be dissipated, so that the force instead of being concentrated as one point is dispersed uselessly in all directions. No one who is not trained can resist the fascination expressed by the eyes of those who know how to make use of this power.

As explained in the previous chapter, the manner in which the voice is used plays an important part in hypnotism and suggestion. This is also true of fascination, and the student should, by constant exercise, cultivate a pleasantly modulated tone of voice, seeking to attain a fascinating articulation and an easy and impressive flow of well-chosen words.

It is never necessary to speak over-loudly. Indeed it is always better to select a middle range having a soothing and soporific effect on the person with whom you converse.

Follow out these instructions with all your mind, for a charming, fascinating personality is within your reach if you so train yourself that your psychic and mental forces constantly work in harmony with your physical forces. Beauty is not essential, though it may sometimes be a help, but some of the plainest people in the world have been the most fascinating, despite their apparent handicap of irregularly formed features.

#### CREATING

##### AN EXPRESSIVE MAGNETIC PERSONALITY.

Those who develop an expressive magnetic Personality must realise that the thoughts which we harbour in our minds are emblazoned on our external appearance and since it is within our power to make our minds what we will, it stands to reason that we can so control our outward being as to make it radiate the wonderful force of a magnetic personality.

The one method which the student must follow is to conceive and nourish in the temple of his sub-consciousness, thoughts which are pregnant with beauty and inspiration.

In the cultivation of personal radiance, too much stress cannot be laid on the necessity of making your facial appearance to accord with the thoughts of beauty and the student should endeavour, therefore, to train his facial muscles so that they may constantly represent in a winning smile the interior music which his harmonious thoughts will create within him. It is highly important to practise this magnetic smile before a mirror, as this will enable you to assure yourself that your smile is really a magnetic expression of the inner radiance and not merely an inane grinning.

It is not necessary that you should

smile always, indeed such a forced smile is repulsive rather than attractive, but you should so accord your inner feelings that the smile represents more than anything else a surge of your personal magnetism.

Such a smile flashing first through your eyes which are the windows of the soul and gradually suffusing the entire countenance possesses a charm which is irresistible. By care and culture everyone can make it his or hers. It will accentuate the best lines of your face and improve the weaker points and even the most favoured of natural "beauties" cannot afford to neglect or despise its power.

Do not be misled by the old saying that "you cannot improve on Nature". This is an old proverbial snare which is radically false. As well say we should leave the vine or the rose-tree to grow in its own wild way. A smile that does not shine for always, but glitters responsively only in the glow of chosen moments is a great help to you in developing a fascinating, irresistible magnetic personality.

If you have formed mental habits which are contrary to this, it is advisable for you to undergo a course of self-analytical treatment concerning which full advice can be obtained from our Supplementary Instruction in Character Building, Self-Analysis and Will-Power, which may be obtained by all students free of charge on application, stating the progress made in the study of the psychic sciences as taught herein.

#### TELEPATHY - ITS NATURE AND PRINCIPLES.

The most reasonable definition of Telepathy is that when a person thinks of anything, psychic energy is liberated from his sub-consciousness and this energy tends to propagate itself in much the same manner as waves reproduce themselves and expand when a stone is thrown into a pond. If these waves, therefore, strike against another sub-consciousness which is in tune with the originating sub-consciousness, the percipient is affected by the thought-vibrations of the transmitter and will respond to the appropriate thought.

It follows therefore, that its nature is on somewhat similar lines to that outlined in the Chapter entitled: "Applying Hypnotic Suggestion at a Distance", and a certain amount of success may be anticipated if the student adapts his experiments in telepathy to

fit in with the general principles previously outlined. Owing, however, to the difficulty in concentrating to the extent required for the successful execution of any telepathic experiment, it is advisable that both the receiver and the transmitter should be equipped with individual Radio-Hypnotic Crystals, with the help of which they can concentrate at a time which must be fixed exactly. The transmitter should concentrate on the thought which he desires to send through space, while the receiver should endeavour to attain a state of almost complete passivity, so as to render himself acutely sensitive and receptive. The first ten experiments should be limited to the transmission and reception of very simple thoughts, and both the transmitter and receiver should be in a very satisfactory state of physical health. It is advisable to interrupt the experiments on the very first feeling of fatigue, as the first tests may be attended with psychic weariness on the part of the transmitter or the receiver.

#### TALKING BY THOUGHT.

Although little is known of the manner in which thoughts or mental pictures can be transmitted, as was proved by the experiments carried out before the Psychical Research Society, nevertheless scientific opinion has been so aroused, that further important developments in the science of Telepathy may reasonably be expected. Sir Oliver Lodge, the famous European scientist, former Principal of Birmingham University and President of the British Association does not hesitate to say "a direct mental communication, without any mechanical intervention may some day, seem simpler, easier, and more natural" than even wireless telegraphy. It is to be expected that the evidence will continue to grow and will ultimately give us a greater insight into the telepathic processes than that which is now possessed by science which is content to accept telepathic phenomena as a fact without being able to give us any explanation.

#### CONCLUSION.

In this Branch you have been given specific instructions in Hypnotism, Suggestion, Personal Magnetism and Personal Influence so as to familiarise



you with the basic underlying principles and to place you in a position of being able to carry my teachings into effect.

But your Success in applying the teachings depends in a great measure on YOURSELF. I can only put the weapon in your hands and show you how it should be wielded. I can inspire you to a recognition of the magnitude of your inherent inner powers and evoke the genius that lies in you. My power goes no further. According to the doctrine of free-will, you can be either a successful hypnotist or suggestionist, or otherwise. I cannot make you use the powers which you have been taught in this Branch. This much you must do for yourself.

You can attain to the pinnacles reached by all the thousands of enlightened men and women students in every part of the civilised globe if you but follow

these few instructions :-

" Be conscientious and unremitting in your studies.

" Be pertinacious in applying these methods.

" Refuse to allow your progress to be hindered by any trifling difficulty which you may meet.

" Be thorough and painstaking in carrying out each experiment or test. "

Allow these thoughts to permeate your whole Being and, if you do so, there can be no doubt of your ultimate success.

Thousands of others have succeeded. Thousands are marching to Success daily. Make up your mind to follow in their wake. Kill every idea of discouragement or disappointment while yet in the embryonic state. Let your aspiration be :- EXCELSIOR. Let your master-thought be SUCCESS.

#### IMPORTANT ADVICE TO STUDENTS.

In performing the exercises and experiments taught in the preceding Branch, as well as those set forth in the following Branches, students must at all times conform to the Laws of the country in which the experiments are made. In Belgium, for example, the practice of hypnotism is prohibited excepting to members of the Medical Profession, or to those who receive a permit from the Government Authorities; this regulation has no doubt been framed in order to ensure the proper and enlightened use of Hypnotism and Suggestion.

Students are further advised to acquaint themselves with other existing or proposed regulations bearing on the matter, as any breach of the Law may be attended by serious action on the part of the responsible authorities.

In the use of Suggestion for curative purposes in those countries where such healing is not prohibited by Law, the healer must realise that he incurs a definite responsibility, and that at any time his actions may be the subject of investigation or inquiry. The use of the Science of Suggestion is encouraged for Moral Uplift and Physical Improvement, and conspicuous success can only be realised when these ideals predominate.

Any abuse of the knowledge contained in this course will almost certainly lead to the taking of legal steps to prevent repetition of the offence.

Students are therefore urged to continue their study solely for the purpose of employing Suggestion for the objects referred to.

Psychology Foundation wishes it to be clearly and distinctly understood that, under no circumstances, does it give Treatment - either directly or indirectly - for diseases, maladies, or complaints. Students desirous of Personal Treatment, however, will, on request, be put in touch with qualified and authorised professional Healers in the principal countries.



