

WHY YOU ARE
WHAT YOU ARE

GEORGES HENRI LeBARR

ANNEX

ornia
al

THE LIBRARY
UNIVERSITY OF CALIFORNIA
LOS ANGELES

To my Friend Chief
August Vollmer
with best & sincerest
wishes from the Author

G. A. Harr Barr

Berkeley Sep. 1926

11

Why You Are What You Are

By

GEORGES HENRI LEBARR, B.S.

(Original Researcher, Character Analyst and Lecturer)

Illustrated by Special Drawings

FIRST EDITION

PUBLISHED BY THE AUTHOR
BOSTON, MASSACHUSETTS

1922

Copyright 1922

by

GEORGES HENRI LEBARR

THIS VOLUME
IS AFFECTIONATELY DEDICATED
TO MY STUDENTS

2052494



GEORGES HENRI LEBARR

FOREWORD

This book is a result of my fifteen years' study of Psychology, Criminology, Insanity, and last but not least, the science of Character Analysis. The facts that are here brought to light are my modest contribution to the general knowledge of human character, and primarily are designed to foster the application of all known facts into everyday use for the betterment of life. All the theories that are not substantiated by actual experiences either of myself or others have been eliminated. This volume was written especially for use in my classes, and altho the facts may be easily grasped by anyone, there are places that can be understood in full only when supplemented by the demonstrations, such as are given in the class room; for instance, how to observe musical ability, the flexibility and consistency of a hand, and the combinations of features. One chapter is devoted to the so-called "mixed types," which to my knowledge have never been propounded to any great extent by any Character Analyst. One chapter is devoted to the science of Graphology, one to Salesmanship, another to Insanity and Criminology, and there are, besides, thirteen chapters on the study, research and daily use of Character Analysis. Altho I have borrowed extensively from the works of my contemporaries and from those who have lived and worked before me in this line—to all of whom I gratefully give due credit—nevertheless, my own study and research are ample to warrant the publication of this volume. All that I really aim to do is to give in the most comprehensive way the facts that are known to me, so that the gaps which remain in this Science up to the present day may be filled.

I resolved to write this book without delay as a direct result of my teaching of the subject, and it is with deep faith that I dedicate this book to my students, whose zeal to know this Science was my real inspiration, and whose grasp of the subject, in many cases far beyond my expectation, is my abundant reward.

The author did not stop to surmise the scope of the influences that may be the destiny of this work; therefore, the merit of this book is left to the generosity of the readers.

G. H. LEBARR.

72 Westland Avenue, Boston, Massachusetts.



Fig. 1

The Balanced Type in Color Form and Structure.
An Ideal Type.

INTRODUCTION

To have faith in men and life is a wonderful thing—to have knowledge of man and things is the only real power. Science does not know the word “haste,” and therefore takes its time. It is obvious that to study anything means to try to make life better; to study Character Analysis means to prepare yourself to live with your eyes open. The knowledge of Character Analysis enables you to act as you should, and keeps you from expecting of other people, as well as of yourself, more than they or you can give. It makes you, in other words, more human and sympathetic, more scientific and broad-minded. You won't blame, as it were, everything and everybody for what befalls you, for Character Analysis clearly shows where the trouble lies every time. You will not trust those who shouldn't be trusted, and will give a chance to those who deserve it. In plain English, you will no longer *guess* but *know* the characters of men—know people and yourself, as you and they really are.

We will start at the beginning in this book, and go on gradually to more and more important phases of human nature, until, when the course is run, we shall know the alphabet of Character Analysis, so that we shall be able at the end to read people at sight like books. We shall learn in a simple way how to observe and interpret the meaning of the so-called “pure types.” By the pure type, we shall understand is meant a type that is not at the outset contradictory. Now, for instance, in a pure type, if one feature in a man shows he is slow, the other features would not show that he is tending to be something different. But when we learn how to read the pure type quickly (as we shall), then we shall be ready to study any combination possible in human nature. Altho all kinds of combinations are possible, it is not hard to delineate anyone if you will learn the meaning of each feature, and when reading peoples' characters, if you will remember that each feature is just as significant as the other in this Science, you will never make any radical mistake. In fact, you will be startled to find how simple it is to read people and to do so scientifically. A few cautions I would give are these:

1. Have an open mind at the start.
2. Don't start from the end, but rather from the beginning.
3. Do not try to tell a man what he is best fitted for, before you know that he wants to work at all.

4. Don't be afraid to read people from the very first lesson. This is the biggest drawback to many.

5. Smile when you make a mistake and go right ahead; experience makes things perfect.

6. Ignore those who try to discourage you; you have no time to bother with them.

And when you have well stored the preceding rules in your mind, when you resolve in earnest to pursue your purpose to the end, then your chances are greater than you think, of mastering this wonderful and most practical Science known to man up to the present day. Remember, you don't have to be a genius or a wizard; the only thing you really need in this study is ordinary and everyday commonsense. I am telling you frankly all these things at the start, so as to put you on the right track and save time and energy, which otherwise would perhaps be wasted, as many have done by "beating about the bush" instead of getting from the start at the very heart of things.

If you have a natural tendency to study Character Analysis, you are fortunate; if you haven't the tendency but see the importance of this study, by all means proceed and do all in your power to cultivate an interest in this subject. It will pay you ten times over in every respect.

There are 75,000 positions open right now in the United States for persons versed in Character Analysis. Millions are waiting for Character Analysts to put them in the right jobs; parents need help to understand their children; doctors, their patients; and teachers, their students. Who is going to establish the right relationship between all of these? The Character Analyst, of course. There is money, fame, pleasure, gratitude and experience in this line of work. Tell me, what is greater than the Study of Human Nature?

Why You Are What You Are

“The proper study of mankind is man”—Pope.

CHAPTER ONE

How the Study of Character Analysis Was Formulated.

COLOR

FROM time immemorial man has been trying to "understand" things, and though the word "understand" was interpreted variously in different ages, it was really this instinct to know—or learn that has led man on. His inquisitiveness has often cost him his life, but the lure of the unknown was greater than life. Among many things man wished to be able to read his fellowmen. It was noted by the ancient Greeks, Arabians and Egyptians that people are different in character according to color. We read that the Egyptians noted the fact that the conquerors of the Mediterranean nations were blonde and blue-eyed people. Some of their mental traits also are recorded in the ancient hieroglyphics. As our first lesson we will study the color or the difference in character between the blondes and brunettes, and also the medium type which partakes of both.

The history of the evolution of color is in many ways most interesting to study. Altho we will not spend too much time on details, we will touch briefly upon the most salient points that are of scientific interest.

It is a known fact that climate has a tremendous influence not only on character formation, but also on the evolution of physical appearance. Blondenness and brunettenness are caused by environment and evolution, due to the different climatic conditions. The absence of sunlight caused blondenness; the presence of too much sunlight caused brunettenness.

Why You Are What You Are

Let us see:—Brunetteness as we know is nothing but the presence of pigment in the skin, hair and eyes of a person. It is designed by nature to protect the human organism from the destructive straight or ultra-violet rays of the sun which are found in sub-tropic and tropic regions of the earth.

The presence of the pigment in a brunette is a result of the great amount of sunlight, showing that this type was evolved originally in the tropic or the sub-tropic regions of our planet. It was an element necessary in order to survive. All life, after all, is but adaptation and change. "Necessity is the mother of invention." So it is, a brunette is no more to blame for what he is than a fish. All nature, including human, can do only one thing—make the best use of the powers that are given to it. There are traits involved with brunetteness that are desirable, and others that are not. In the tropics brunettes had plenty of food such as bananas, berries, roots, nuts and other eatables. The sun was hot. What did they do? Logically, they hid from the sun in the shade of the trees. They moved only when they were hungry or thirsty, and even then it was not much of an exertion, for water and food were within easy reach. Naturally, in time, the brunette became in character rather impractical, unaggressive, somewhat lazy and philosophical. He had plenty of time to think and ponder. He is therefore religious, submissive, procrastinating, thoughtful, slow and dependable. He is domestic, and loves Nature that was so good to him from the very beginning of things. He had plenty of time to study it, and knows its beauty by natural instinct. He did not change his place of abode often, so he is fond of his native place and his clan. He is faithful because that is his greatest asset, as he could not afford to make people unfriendly by staying with them. He keeps his word because constancy

is his middle name. These qualities were fastened upon the brunette by the very nature of things, and try as he may, he cannot break the laws of evolution of life. The best he can do is to modify them. Changes may come and go, but the fundamental traits of character of brunettes are always the same. We say brunettes are spiritual. Is it so? Let us look at the history of our religious movements. Is it not true that our leading faiths were first started by the races known as brunette races? Christianity, Buddhism, Confucianism, Mohammedism are the leading religions and all were promulgated by the brunette type. Do you not see the scientific reason for the character of the brunette type? The physical appearance of the normal brunette tends to be short, stocky, and in many cases has a long trunk with short legs. The brunette type stands for the most enduring type known. It is known also that they are indispensable in work requiring patience, endurance and routine. Such branches as are commonly known as scientific, literary and artistic pursuits are the highest type of routine work, and many a brunette is found in each of them. To any scientist there must be no preference of color, and it should be understood that I have no preference to any. My guide in this work, as it should be in any science, is an open and unbiased mind. Let that be understood by all students and readers. While we speak of color, it is interesting to note how in our plays, novels and other compositions, ignorant writers label their heroes and heroines with traits of character which are so absurd to the scientist and the scholar of human nature. Thus it is so improbable to read about a red-headed preacher and a monk, or of a brunette navigator who left his home and sweetheart to seek adventure and to find "new fields to conquer." Many of the novels that portray brunettes with characteristics of blondes,

Why You Are What You Are

and blondes with characteristics of brunettes, have repeatedly made me laugh. They are not true to life, altho they may be wonderfully depicted by an accepted master-pen.

It was said of Salvini that he refused to take part in a certain play because the characters were misrepresented by the author, and Salvini so well knew this that he felt he would be compromising his sense of honor by taking part in what was not true to real life. For the same reason, I will not approve of any novel that mars the facts of the known traits that go with different types. It is true that nothing is so obvious in human appearance as color. When I lecture on blondes and brunettes, I can truly say every one is interested from the start and naturally so.

Blondeness is our next subject. It is caused, as is brunetteness, by natural environment; its significance, however, is diametrically opposite to the first. We state only the facts, and so the theories of color are avoided. Blondes originally lived and were evolved in places where there was no sunlight, but plenty of clouds and almost constant fogs, also impenetrable woods. Such places even now are found populated by the pure blonde type with the blondest hair and the bluest eyes. We refer to some of the Baltic regions, also many places in Norway, Sweden and Siberia. The absence of the short rays of the sun made the absence of the pigment (the guardian of the protoplasmic life) natural. All scientists agree that blondes are people who came from the cold, foggy regions of the world. They are big in physical appearance, fair-skinned, blue or grey-eyed, and blonde-haired. They are aggressive and light in motion. As stockiness may be called the key of brunetteness, robust appearance may be aptly applied to the normal blonde. We are talking about *pure*

blondes and brunettes at this time. As the very climate required of the blonde people, they adapted themselves accordingly. The climate, as we said, was unfriendly, harsh and changeable. Naturally, in order to survive, the blonde was obliged to be adaptable or changeable enough to suit the climate, or to perish. There were no bananas or cocoanuts to be had in below-zero weather. The blonde did not worry; he went hunting and fishing. He found no fish at the edge of the shore, so he built a sloop. Physical fear, he had none, for Nature around about him was so unkind that he had to disregard its threats and smile at it. He had to survive—a grim fact that absorbed his whole being. Thus, consequently, fighting for his skin, he took manifold chances, substituting the smaller evil for a bigger one.

As a result of his early environment, the blonde evolved the traits of character that were most adapted to that particular life. And so every normal blonde to-day has these qualities:—Willingness to take a chance, hopefulness, enthusiasm, a scheming mind—aggressive, dashing, irresponsible and energetic. He is a good mixer, original, versatile, and would rather do things than talk about them. Impatient, changeable and adaptable, eager for new fields to conquer, he is very dominating by tendency. Blunt and extremely outspoken, especially when in public, he likes to get into the lime-light, and uses little tact. He is always ready to fight and often brutally frank, without any intention whatever. Here I would like to use a very apt illustration, in order to bring out more clearly the point which I wish particularly to make. A friend of mine, a pure blonde type, was constantly abusing and ridiculing me in public, and when I would ask him privately what was his idea in being so brutally frank and sarcastic, he would only smile and say something at random, that

showed me he did not mean to hurt me; but it was just his trait of character to show off, and he couldn't help it. The very fact that in private life he would give me his last cent if I asked him for it, proved to me that he was acting in spite of himself, and because of his inborn traits. We all inherit at least one-third of our character, and it is almost impossible to change it in a life-time. The only thing we can do is to modify it. Blondes are adapted for comedians, organizers, promoters, traveling positions in every line.

I have heard some blonde speakers who were able to drive home some of the apparently most uncanny reasons for some new and untried formulas, such as Higher Metaphysics and the things that you can only believe in, but which have never been actually proved. A blonde speaker once convinced me in some of these fields so thoroughly, that after I thought the thing over I was amused to think of how I could have taken his word for it, and yet at that time I absolutely did, and at the same time knew that a blonde convex type can convince even his adversaries.

There are a few fallacies in blondes and brunettes that should be pointed out before we proceed to the next lesson—namely, and speaking in general, the normal brunette tends to be too serious, too slow and too conservative, not very sociable nor adaptable. He is given to worries often, and takes everything too seriously. He is too intense, and so could easily afford to be more cheerful and cosmopolitan. He should not take himself or others too seriously, and should cultivate the funny side of life. Frequently he cannot see a joke or make one unless his color is strongly modified by proportion, of which we shall speak in its proper place. He is very religious, and altho it oftens happens that his faith and belief help him, he is liable to carry his fervor to an ex-

treme, and make his religion his master rather than his co-operative friend. In other words, he becomes a fanatic and doesn't stop to reason. These are the general tendencies. They can be modified and overcome, and if he only tries he can easily inculcate in his habits the qualities he lacks, such as aggressiveness and leadership.

The pitfalls of the blonde are also many and varied. In the first place, he is so dashing and enthusiastic that he does not stop long enough to see what is really going on. In other words, he starts too many things but does not take his time to finish one task before he begins a new. Result:—Many things started, nothing definitely accomplished. In Wall Street you see many blondes who are taking long chances, and actually getting away with very many of them. However, if not modified by other variables, the pure blonde type is an extremely unstable type and should not be taken too seriously, because he seldom takes things seriously himself, and if you take him too seriously he may change his mind the next minute and leave you in a labyrinth which he has evolved. He is not to blame, but that does not help you much. Another fallacy of this type is to overwork and to be overbearing. He often drives himself and others too far, and so should restrain his superabundant energies and ambitions and keep them in leash. Energy is like a good pair of horses—all right if properly controlled; if not, it will run away with you and dash you down the precipice of disappointment.

The blonde could also improve by meeting fewer people and by trying to find out what the people he does know are worth; to cultivate seriously those that he has met, rather than always seeking to meet additional ones before learning to know at least something about his present acquaintances.

With his mad rush onward, he does not give a chance to himself or to others. Often he loses a good friend by lack of patience.

It is very desirable when these two types borrow from one another. In fact, I recommend marriage between a blonde and brunette much more readily than between two of the same color scale. In a scheme of scientific findings otherwise suitable, harmony can be found in this opposite combination of blonde and brunette. But we shall take up this subject in our following lessons more fully.

Students are requested to study the following color scale and place themselves accordingly on the color scale.

THE COLOR SCALE

- 0-20 —Exceedingly blonde. Physical appearance: Flaxen hair, blue eyes, pink skin, also golden hair, pale gray eyes and pale skin, or yellow hair, light gray eyes and pale skin.
- 25-35 —Very blonde. Physical appearance: Red hair, blue or gray eyes, fair skin, or light brown hair, blue eyes and fair skin.
- 35-45 —Blonde. Physical appearance: Light brown hair, blue or gray eyes, and medium skin.
- 45-55 —Medium. (See Fig. 1.) Physical appearance: Brown hair, dark blue or green eyes and medium skin, also golden hair with brown eyes and fair skin, and types in which some of the features are light and others dark.
- 55-65 —Brunette. Physical appearance: Brown hair and brown eyes, brunette skin.
- 65-75 —Very brunette. Physical appearance: Black hair, light brown eyes, and brunette skin.
- 75-85 —Exceedingly brunette. Physical appearance: Black hair, very brown eyes and very brunette skin.
- 85-100—Yellow, red-skinned and colored races. Their appearance is well known.

CHAPTER TWO

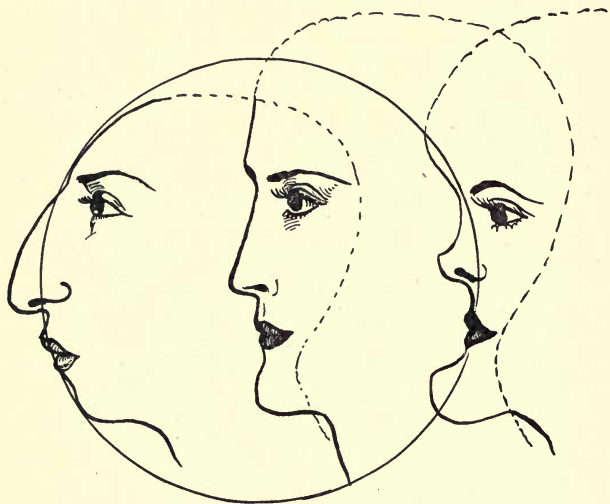
The Form of the Profile, or How Your Character Reveals Itself in Action.

THERE are teachers who can make you like things you didn't like to start with, and there are teachers who will make you, in the long run, hate the studies which you loved to start with. What is the psychology of this? This lesson is to furnish the answer. It all depends, speaking in general, upon how this particular teacher treats his subject or how he presents it; it depends on whether he is a positive or a negative type. If he is a good teacher, he makes you feel it is his belief, his life, his joy to teach you his subject. If he makes you feel that you are going to profit by this study, that it will help you, in the long run at least—be sure it will—for the man knows his subject and may give you some invaluable information, that as a rule comes from the man who loves his work, and who leaves nothing undone to gather the facts that may benefit his students. If he fails to arouse your interest, he is either indifferent to that subject, he does not know what he is talking about, or else he is a negative type. If so, his subject materially suffers.

We will proceed to study profile. There are three terms we shall use and three only. Altho they may appear in any conceivable combinations, the meaning of each remains unchanged. Thus we have convexity of the features, concavity and plain. By the convex we mean, that it is as the line on

Why You Are What You Are

the outside of the circle (See Figs. 2 and 3). The face that is drawn on the circle is convex and slopes at the forehead and chin, thus making the pointed appearance of the convex form.



Convex.

Plain.

Concave.

Fig. 2

Concave means as on the inside of the circle (See Fig. 2). It appears that both ends of the face, namely, the forehead and chin protrude or bulge out to the front. The plain, or the balance between the two above-mentioned, is midway

between convexity and concavity, and partakes of both. (See Fig. 2.) The supplemented figures should give an idea of the appearance of these types to the eye of the student. We shall give the meaning of the three presently. Thus convexity denotes and stands for quickness and energy. It is anything but a slow type. Point by point let us study convexity as it may



Fig. 3
Extremely Convex or The Impulsive Type.

be found in each feature of the face. The convex or sloping-back forehead denotes a practical and quick thinker; a man who wants, first and foremost, facts. Don't feed this type on beautiful theories. He care little for them. Demonstrate truths to him and they will be received. He uses his five senses as much as possible and leaves little to conjecture or guess. He must be shown, to be really convinced. He is practical; matter-of-fact. Whatever quality he possesses, he

Why You Are What You Are

tries to apply it in a useful rather than theoretical way. The perceptive powers of a convex forehead are very keen and accurate. That is what the convex forehead means.

We are going to study the pure types first. It will be all convex forehead, eyes, nose, mouth and chin. Then concave forehead, eyes, etc., and then the plain forehead, eyes, etc. Thus when we know the meaning of each it will be easy to read all the combinations of the three types of the profile. Now for the convex eyes, which are the large, bulging eyes. They are easily observed, and found in abundance in all classes and races of people. The larger they are, the surer you should be that they are very convex. Great orators often have them. Why? This is the answer:—The brain, which controls the speech or the power of language, is located just behind the eyes, and the larger the brain of that part, the more bulged are the eyes. So it is very simple to observe and interpret the bulging eyes. The small or the concave eyes stand for a small vocabulary, altho not necessarily poor speech, for altho the words are not too abundant, the force and manner of speech may be good and to the point. Abraham Lincoln made very short speeches, because he had small or concave eyes, yet his Gettysburg address is one of the masterpieces of the world's greatest oratory. Roosevelt had large eyes, so has Harding. They both are noted for long speeches that abound in rhetorical figures. The plain type of eyes, or the medium large, are the sign of a moderate speech, and balance between the two others. Neither too outspoken nor too non-committal. The balance is always the most desirable in every way, when it comes to character interpretation.

The convex nose is a very important indication. By convex nose we mean the Roman, or the nose that is high in the bridge. It is very easily observed and denotes this:—An

ability for forceful expression, both in speech and action. It is an indication of physical and mental energy due to strong and active lungs. The person who has that kind of a nose is a deep breather, as a rule, and keeps his blood sufficiently oxidized to supply the organism with proper locomotive power. Oxygen is the source of all locomotion. It makes the locomotive go, and it makes you go. The greater the capacity for air, the better the energy. In other words, the larger the nose, and the more convexity in the nose, the better off you are. Whatever other things go with the nose that is convex, one thing is especially important, and that is, that it denotes positiveness and force in expression, at least in some one definite line. If a man with a convex nose does not act the way he should according to the above description, look for the modifying or the contradicting elements. The things that usually offset convexity are a narrow head, very brunette color, and other things that we will leave for the next lesson. The convex mouth is also very interesting, rather from a physiological standpoint than otherwise. Now, we all know that the mouth is the beginning of the digestive tract. So it is, primarily, an indication of the way people eat, also of the way they talk. By the convex mouth, we mean when the upper set of teeth overlap the lower; or when both jaws are protruding and meet in a bulged fashion, making a bulging mouth, be sure it is a convex mouth. (See diagram.) There are all kinds of degrees of convexity in the mouth—very convex, medium and tending to convex. This also holds true about the forehead, eyes and the nose. Convexity of the mouth means quickness in speech and action, such as writing, walking, eating, etc. If this tendency of quickness in every respect is not deliberately controlled and looked after, a person is liable to become sarcastic, impatient, outspoken,

quick in temper and even erratic. The special point to the student in this connection is this—be sure to watch the eating process of such a mouth. People are very careless in the way they chew their food, and the time they take, or rather don't take, if they have such a mouth. They are in a hurry, as a rule, and take but a few minutes to eat. That often gives them indigestion because their food is not masticated properly, and as "the stomach has no teeth," it is put out of order by such carelessness. This often makes people dyspeptic, and as a result they become very disagreeable and grouchy. Physical trouble reacts on their temper and renders them undesirable companions. All that can be cured—if it has not gone too far—by taking the proper measures which are above suggested. If no trouble has yet started, but the indications are in that direction, one should see to it that this fault does not put one in the class of those who are "far gone." This mouth, however, is found to be an indication of frankness and sincerity. Often great speakers have convex mouths, and other people who are occupying platforms, such as actors and readers especially. Politicians, preachers, teachers and all who by word of mouth spread good or bad news partake largely of this feature. One other trait invariably goes with a convex mouth, that is impulsiveness, and unless it is counterbalanced by the other variables, it should be strongly guarded, else one is liable to act on the spur of the moment and very often make a fool of himself. (See illustration of convex mouth, Fig. 2.)

The chin is an unmistakable indication of the heart action. It is not exactly known why the chin should be an indication of the circulation of the blood, but it is. However, by numerous observations it has been proved that the weak and receding, or convex chin denotes a somewhat excitable heart

and a lack of physical courage as a result of it. The man who has weak heart action is timid and often afraid of people and things. Besides, convexity of chin is associated with an excitable nature, impulsiveness in speech and action, and often causes its possessor to act before thinking and to be sorry afterwards. In short, it means lack of deliberation in action. The chin, in a general sense, points out the ability in a person to "absorb the shocks" and stand the "bumps of life's rough road." Those who have convex chins (See Fig. 2) should deliberately watch themselves for impulsiveness, and action on the spur of a moment. That is the weak point in their nature, and with a little practice they will be able to *control* themselves. There is, one might say, a good point, for every bad one. So it is with a convex chin. When it comes to swiftness of action, you must give the laurel to the person with a convex chin. He likes to hurry, and often is indispensable in an emergency. He stands ready to act on a minute's notice. So when in a hurry, don't be alarmed; find the man with the convex nose and chin and he will see any emergency through. These persons, however, are very hard to manage, as they often are explosive and erratic. The best way to control them is by being unruffled and keeping calm. They will feel your attitude and calm down, too.

In life it is best for convex and concave persons to associate. As a rule they get along nicely together. There is seldom any inharmony between them, as one is always bound to keep cool when the other gets excited. Both of them seldom go on a rampage at the same time, for it takes two to make a quarrel. For the same reason blondes and brunettes get along better, being the complimentary opposites. Too much likeness or too much difference is not desirable.

By systematic and gradual endurance of exercises, one

can develop a powerful heart action and thereby counteract the influence of the chin. It can be done by strenuous though enjoyable play, such as skating, tennis, swimming and other out-of-door recreations. Deep breathing and the maintenance of a resolute mental attitude also are indispensable.

In opposition to pure convex type we have the pure concave type. (See Fig. 3.) The face is built on the inside of the circle, and the meaning of concave features is as follows: Concave forehead denotes theoretical and philosophic mind, slow and deliberate in thinking, and often, on account of that, acts first and thinks afterwards. This forehead belongs to a reasoner, analyst, and a person who wants all the details and reasons possible. He is not so practical and therefore loves the abstract, philosophic and artistic.

The concave eyes, as we have already stated in connection with Abraham Lincoln, denote the gift of moderate language ability, and qualify one to be a better listener than a talker.

The concave nose is just the reverse of the convex nose. It denotes a shallow breather, unless modified by high cheekbones, as in the Japanese types. This nose bespeaks a negative, easy-going, mild nature, not much of a fighter or leader. No matter what the other indications may be, this type is somewhat negative and submissive. The more concavity that is shown in the nose, the more pronounced are the mental traits above ascribed to it.

The concave mouth, however, is an excellent indication. It stands for a perfect digestion and assimilation of food. A good nature, as a rule, goes with the concave mouth.

The concave chin is a desirable feature, and shows strong will, physical endurance, courage, and an ability to accomplish things. It also denotes deliberation in action, patience, good

nature and persistence. From a physiological standpoint, it is a sign of normal circulation of the blood, strong heart, and excellent assimilation of food. Among other things, a strong concave chin is a sure indication of tremendous will-power.

The plain forehead stands for moderate reason and practicality—the type that is neither too practical nor too philosophic.

The medium or plain eyes mean moderation in speech and linguistic powers. A plain nose is also an indication of energy that is not too great or too dynamic in application. A person with a plain or straight nose may be energetic without being too positive or too emphatic in speech and action.

The plain mouth is a good indication; it shows an ability of speech without being erratic or sarcastic. A plain, strong chin is a favorable sign. The meaning is good will balanced by common sense; a decisive nature also goes with it. Too much concavity in the chin may mean too great a deliberation, therefore, lack of action. The plain chin is the most desirable face, for it shows good heart action, courage, determination, and a readiness to act in any emergency. (See Fig. 2)

CHAPTER THREE

Size.

HHEIGHT and weight have a good deal to do with the temperament of a man, especially with the power of expression and action.

There are really three distinct types in regard to size:—Large, medium and small. That of 5 feet 6 inches in height we shall call medium. Above that we shall call large, and below that we shall call the small size. Now, these figures are, of course, an approximate estimation, but they will help to a tremendous degree if used judiciously. Size has very much to do with the “behavior” of an individual, and may be a key to his way of activity, endurance, speed, responsiveness, recuperation or any other mode of expression. His emotions are also effected by size. For example, the small-sized man gets angry quickly, but he gets over it quickly, too. He is not as dangerous, therefore, for he may do a lot of fussing over nothing, and soon subside. On the other hand, a large-sized person takes his time, but once started—well, he will move mountains. It is better to let a large man alone when he is angry. He may conduct himself in a manner that he will regret later on. So when this type starts a toboggan slide, it is the best policy to give him the right of way. Tackle him on the side, but avoid meeting him abreast, for he will crush the life out of you, metaphorically speaking. There is a place for both of these types, however. Let us see:—Small-sized people, in general, are quicker in temper and action. They

are like the convex type, easily inflamed and easily extinguished. They get angry quickly and get over it quickly. The large-sized man acts just the opposite—slow to start, but when once going, develops tremendous power and is not easily stopped. He should be left alone in that case.

The little comparison that was offered to me by one of my students will help a little to better understand those who are mechanically inclined.

The predominant characteristic of a person of large proportions is slowness—manifesting itself in deliberate movements, in indolence of mind, in a gradual arousing of anger. The opposite physical type is usually quick—both mentally and physically—often impatient and possesses a precarious temper. The intensity of this slowness and quickness is proportional to the respective sizes of the types analyzed. In the case of the large person—all of his energy is converted into mass, thereby his velocity is decreased; in the small, energy to a greater or less extent, manifests itself in rapidity of movement. Thus, let M equal the mass of the large type, and v his speed; likewise let m equal the mass of the small type, and V his speed. Now Mv equals mV . If the mass is reduced, the speed must be increased in order that they may become equal. The same is true of the inverse ratio.

The Physique has, of course, much to do with the character. A bad state of health immediately affects the disposition of the person, hence the saying, "A healthy mind in a sound body." There is mental and physical reaction all the time. It is just as important to maintain physical hygiene as mental, for both are inseparable. So much for the size.

Of course the medium size is the most desirable. It is characterized by a person neither too slow nor too fast; just

Why You Are What You Are

about right, other things being equal. In Character Analysis everything should be taken into consideration. Judging by one thing will never do,—for everything about a person bespeaks his character and to neglect some one point means to fail in an analysis. There is no contradiction of character if you know the necessary different steps. I have invariably found that you can logically explain any apparent contradiction. If you are dealing with a pathological case then it is different, but if a person is normal and yet fails to get into the niche where he apparently belongs, don't give up until you find what is the trouble and why.

CHAPTER FOUR

On Structure Or What You Are Best Fitted For.

THE shape of the head and face are the two principal factors in determining a person's vocational aptitudes.

In this case, two things are especially important—namely, in what proportion is your head in relation to your entire body; and does your face resemble a circle, triangle or a square? More keys can be found to the vocational aptitudes, but the above-mentioned are the most simple and common. These three facial proportions are found in all combinations; that is, any one may predominate or any two may do so, or all three may be well-balanced. We shall consider the meaning of each separately, and then it will be easy to explain any possible combination of the three. We shall start with the triangular face, or, as it is known in this Science, the mental type; the thinker of all kinds. The outstanding feature of this type is that the head seems too large for the body. It has the triangular appearance, including the forehead; the face runs to a cone at the chin, and is very wide at the top and above the eyebrows. The whole head looks like a pear, large side up. (See Figs. 4 and 5.) The other features that usually go with this type are small hands and feet (we are now considering the “pure” types only), medium or fine texture, and medium or small size. The habits noticed in this type from very childhood up are:—Love for books, absentmindedness, abhorrence of manual labor, talkativeness, love for stories and pictures, negligence of physical exercise, and a tendency to

under-eat. This type must be encouraged to take physical exercise and food regularly. Of course, this type comprises the rank and file of the mental workers, from the most intellectual—Shakespeare, down to the ordinary clerk. It may be far from being literary or in the so-called writing sphere; however, it is always in the realm of mental work. In business, this type,



Fig. 4
The Pure Mental Type



Fig. 5
The Pure Mental Type

possibly, is an advertising manager,—“The brains of the concern.” He cares little for manual labor and spends his time in much reading. This should not be allowed to go too far, at the expense of energy and vitality, for as a rule the result is disastrous. During childhood is the time to start this type on the right track. Education in this case is the most essential, for without it this type is, as a rule, condemned to a great

tragedy. No more nor less than tragedy! It is real hell for a mental type to earn his living as a common laborer, and it is no wonder that sixty-five per cent. of the inmates of our jails belong to this uneducated mental type, which through circumstances, or misunderstanding on the part of parents and teachers, have been sent there. Most of them might have



Fig. 6
Pure Motive Type



Fig. 7
Pure Motive Type

been very useful citizens if they had been educated in time. The present day educational and sociological conditions are to blame. It is possible to write a book on this topic alone. Parents should see that their mentally strong children should be saved perhaps twenty-five years in prison, by striving for a real understanding of the children's tendencies. The future depends upon the early start. "As the trend so the end."

Besides the mental type, we should know all about the motive or "The man of action" type. This type can be easily discerned by the face, which resembles a square (See Figs. 6, 7 and 8). Also, with the squareness of the face usually go large hands and feet and a powerful build in general. The entire head appears somewhat too small for the body. These are the main indications of "The man of action" type and as sure as fate, this type should be able to do some active work. His



Fig. 8

Pure Motive Type

mental capacity as a rule determines the trend of his choice of activity. Also, his color has considerable to do with it. For example, a man is blonde, and is motive, mental, vital. He may be an engineer, a traveling salesman or a chauffeur. If his mentality has no particular originality, but only manifests itself in a good control of his powerful body and muscles, then he may be a great athlete. The keynote of this type, namely—the pure motive type—is activity and lots of it. Monotonous, inactive drudgery kills this type very rapidly, and causes all sorts of trouble. This is often called the out-of-door type.

Why You Are What You Are

In doing anything or settling a dispute, this type resorts primarily to his physical strength, of which he has an abundance. It is a very interesting study. For this type, as the rest of them, has a great function to perform. All the men who are engaged in building or construction are secured from this type; also generals, captains of industry, racers, explorers, travelers, actors, athletes, etc., have the motive side of their natures unusually well developed. With a little practice one cannot fail to point out the pure motive type:—First, of course, by his physical appearance; second, by the fact that he expresses at every turn his love of activity.

This is the law. Man uses most those powers and talents which are inherited or developed to a high degree. It applies to every human being as well as to the animal world. If man's greatest power is intellect, he naturally will most often show that. If he is physically powerful he will manifest that most frequently, and so on. In the animal world it is the same. The deer depends on his legs for survival, so they are used more often. The lion depends for his survival on his powerful paws and teeth, so he does not run habitually from other animals, but attacks them with his teeth, and wins by using the strength of his nature.

The other day I met a gentleman who was a pure mental type and a blonde as well. We were in a jolly mood and each was trying to display his different mental capacities. This particular man was, by the very nature of things, given to solving different charades, puzzles and numerical or arithmetical problems, and sure enough, he started to give all kinds of problems to solve which required, in the majority of cases, nothing but a peculiar twist of the mind to find the trick that would reveal the whole secret of the contest. It simply means that all of us inherit some traits that are stronger than

Why You Are What You Are

others, and if we but knew what they are, the struggle for existence would be an easy task indeed, as we all have the power to do one thing well and can enjoy ourselves in doing it. When one is doing the right thing, time flies, and as a rule something is accomplished. They say in Europe:—"Any



Fig. 9
Pure Vital Type



Fig. 10
Pure Vital Type

line of work will yield to mastership." All is possible to him who can. In this connection read the poem of Sam Walter Foss—"The Shape of the Skull"—in which he shows the futility of an attempt to do the "wrong" thing, meaning that for which one is not particularly adapted.

The Vital or "Let George do it" type is recognized by the round face, (See Figs. 9 and 10) corpulent body, plump

neck, double chin and fat fingers. The key-note is good nature and plumpness. This is the born manager who makes the mental, motive type "go." He has usually contrived to acquire material wealth by use of his good judgment of values, and then he starts the rest moving by putting up the capital and enlisting the co-operation of the other types—first, by his money, and second, by his good humor. People are willing to work for or with him, because he is always good tempered, jolly, pleasant, and has an excellent and impartial judgment. He is never in a hurry and makes one feel "at home" anytime—anywhere. That invariably makes a favorable impression on people. The above is the real secret why this type has the easiest job of the three. It is no secret at all but the natural result of good nourishment and a healthy constitution.

Of course, we often find the vital type an ordinary laborer. But in the majority of cases of this kind, he is vital motive, whereas the managing type is mental vital or vital mental type. In other words, he must have brains in every case when he comes in contact with people and when sound thinking is demanded of him. Quality of mind, as well as quantity, counts. The great combination of vital mental type qualifies one to be at the head of a big business. The small combination of the vital mental makes him an ordinary restaurant proprietor or store-keeper. The fallacy of this type is his over-indulgence in too much eating and sleeping, neglect of physical exercise, and lack of restraint in appetites and passions. This type can often be recognized in early childhood, and should be encouraged to exercise and study, as he is inclined to neglect both. The digestive system seems to be paramount and so influences the whole man's character.

The strongest instinct rules if not controlled by will and reason.

The strong points of this type are many, but especially dominant is the power of recuperation. Often this type can work many hours, and then, with only an hour's rest, resume his labors. The recuperative and assimilative powers are unusually developed. Good nature and good judgment are often virtuous characteristics. William Howard Taft and Grover Cleveland are good examples of this vital mental motive type. (For balanced type in structure see Fig. 1.)

CHAPTER FIVE

Lesson On Texture, or How To Handle Others

THERE is a certain method of approach to every person, and the ability to establish a point of contact with people is of great importance in human relationship. To do that, one must know the other fellow's "hobbies," or the "weak spots." Once you find this point, the rest is assured. We shall explain how it is done in this chapter. It is by observation of the texture of a person, and by texture we mean the skin, hair and finger nails. There are all sorts of textures in different people. Some have fine textures, some coarse, and some the happy medium. According to the study of different inanimate things, we find that many of them are comprised of the same substance, but are very unlike because of the combinations that differentiate them in texture. This is true in the animal world as well. For an example take two horses—the thoroughbred and the draft horse. The first thing that will attract your attention is the difference in their texture—the silky hair of one and the coarse thick hair of the other; take again the Angora cat and the back-alley cat. Notice the difference in the texture; compare the Scotch terrier with a Pomeranian dog. Let us now see how people vary in texture, and how it can be applied to their characters.

MEANING OF FINE TEXTURE IN MAN

In observing texture one should never forget the rule that everything counts. There are variations in texture in

the same person. Thus, the hair may be very fine and thin, whereas the skin may be rough and thick. In observing this important phase of Character Analysis, care should be taken in examining the texture of the hair, nails and skin. Abraham Lincoln had very fine hair on his head, but very coarse hair on his chin. His hands were large and rough, and he was kind, responsive, sympathetic, but energetic and virile.

It is helpful for a student to get a micrometer, which enables one to make a more exact estimate of texture. After that texture can be judged almost instantly. We will now consider the meaning of different textures. We shall start with the very fine, and conclude with the very coarse.

VERY FINE TEXTURE

(See Fig. 11)

When one has very thin, fine hair, skin and finger nails, it should be understood that person possesses to a marked degree refinement of temperament. The persons of fine texture are very artistic, inclined to be very responsive, keen and alert, and if extremely fine in texture suffer from being hypersensitive. Once they understand their nature, it is an easy task for them to overcome their hyper-sensitiveness, which, in the final analysis, is nothing but an expression of hasty judgment. In reality, no one can or will be hurt if he refuses to be hurt. One can do it either by rising above it, or by simply letting it go unnoticed. A big mind has no time to pay any attention to the mediocre or the trivial things. The wagon hitched to a star is above the noise of the crowd. We find people with fine texture in the following occupations:— Art, Science, Religion. They may be financiers, actors, writers, painters, orators, educators, inventors, and platform

workers of all kinds. A man may be powerfully built, he may have the ability to make good as an organizer in some business; but if out of his element there we may find him working instead as a minister or running for senator. In other words, fine-textured men prefer to be with people rather



Fig. 11

Head of a Prominent Sculptor, P. Bryant
Baker, Showing in a Middle Division
Great Creative Imagination.
High Wide Head.

than among inanimate things. They are keen to criticize and praise. They *feel* how their work takes. In this connection, the study of the portraits of the world's artists and musicians is worth-while. Fine texture makes people belong to the type that appreciates art and beauty, and resents vulgarity, coarseness and roughness. Harsh treatment of this

type should never be employed. A gentle, polite, sympathetic attitude wins their co-operation and favor. This type is often very sensitive and dynamic. The most dynamic type known is one that is blonde in color, convex in form, mental motive or motive mental in structure, small or medium in size, fine in texture and with a wide head. Once in a great while you meet a type like this. Remember it is human T. N. T. Be tactful in handling the sort of person just described.

Extremely fine texture is not the most desirable. It makes one too responsive and sensitive. However, one can "roughen" his texture and somewhat change the character by out-of-door exercise such as swimming, diving, running, tobogganing, walking, riding, rowing. One can either coarsen or refine his texture, as desired.

COARSE TEXTURE

Coarse texture in reality denotes just the opposite of the fine texture. It is an indication of virility, energy, vim, endurance, activity, and an ability to endure hardships. People of this texture are not usually afraid of work, no matter how rough and tiresome it may be. Neither do harsh surroundings daunt them. They are invincible to adverse conditions or climate. However, they lack adaptability, refinement and tact; often are very blunt and too independent; therefore, they need to be more tactful, diplomatic and considerate of others. Their speech must be guarded, lest it may be harmful to a sensitive type. This type is engaged in all sorts of heavy and coarse work, according to the capacity of the mind. Whatever the line may be, there is always that element of virility, strength and roughness. Very often hard consistency goes with the coarse texture, but the student

should not consider it the rule, but rather the exception. At the end of this chapter a scale of texture will be given to make it more definite by sub-division.

We find that coarse-textured people prefer to work out-of-doors, with plenty of activity and freedom. As we said,



Fig. 12

Prominent Brows and Large Eyes of a
Lecturer Showing Memory for
Facts and Words.
Coarse Hair.

this type is most independent, and will fight back if driven by force; may be easily led and often pushed ahead, but should never be antagonized. If antagonized, a great deal of stubbornness and fight will be the result. Being very energetic makes for impatience and bluntness. If this type has a wide short head, often he is very radical and seeks reforms

by revolution. Examination of some of the leading reformers and revolutionary leaders shows us this beyond a doubt. Danton, Carl Marx, Bebel, Maxim Gorky, Gompers and many other radical leaders are good examples.

Texture can easily be studied both in a person and in a picture. Change of character toward finer sentiments always makes texture more refined. In fact, texture is perhaps the easiest thing to change with the variation of one's



Fig. 13

Gen. Collins. Wide Headed Aggressive
Brunette Type

mental trend, but of course one should start from within. Character moulds the expression of your face, shape of your face, and proportion of your head. Your character is *the* thing. It isn't the shape of your face or head that makes you what you really are, but rather your character.

A coarse-textured person (See Figs. 12 & 13) is not adverse to coarse language, providing it is not an insult. Treat him vigorously but justly, slap him on the shoulder as hard as you can in a congenial spirit, and he will like it. Show him you don't mind his rudeness and he will "work his head off" for you. Don't offer him niceties; he doesn't care for fancy things. Give him that which is strong, durable and serviceable. Keep him busy, and leave him alone while he is working. Use plain, "straight from the shoulder" language and do not harp on his sentiments. He is anything but sentimental. Appeal to his practical, mater-of-fact nature. With a little observation this type can be easily managed. Be firm and just, but dignified, and he will respect you.

Bluntness in speech and action is very natural to this type, therefore should not be taken too seriously. The bark, as a rule, is not as dangerous as the bite. The coarse type doesn't know any better, and admits it too. "Hard work" should be his middle name. Explorers, navigators, generals and constructors of big things are often recruited from this type. Study pictures of Ernest Shackleton, Roald Amundsen, Commodore Perry, Generals Joffre, Haig, Foch and many others. They all have coarse texture. Summarized it means ability to endure hardships of all kinds.

MEDIUM TEXTURE

(See Fig. 14)

Medium texture, of course, is the most desirable. It enables one to be artistic and love beauty, without being too sensitive or too responsive. This type can be very considerate and adaptable, and can do hard work if necessary, without

going to either extreme. Naturally, medium texture is an indication of mental and physical vigor with enough adaptability to suit the situation. Herbert Hoover is here a good example, and besides, he is balanced also in mental motive vital combinations of the structure.

The most essential need of man in life is to be able to



Fig. 14
Great Energy

adapt and change himself according to his environment and surroundings. We cannot change the world to suit ourselves, but if we but wish to do so we can change ourselves to suit the world. To sum up:—The fine-textured type feels very keenly, whereas the coarse-textured type is not sensitive at all. The medium type feels, but controls that feeling, and gets the best of the situation. He is a diplomat. We shall

see that there are other indications of being diplomatic. Understanding the meaning of the law of texture will help the student to approach and deal with people in a very successful way.

THE TEXTURE SCALE

We would call between 1-25 very coarse texture; 25-50 coarse; 50 medium; 50-75 fine; 75-100 exceedingly fine. At the top we find some eccentric types—some hyper-sensitive maniacs, and many brilliant artists, painters, actors and musicians. The majority, however, approach the medium scale. Below 25 we find savages, the Asiatic nations and aborigines. Very coarse texture, say 10-15 on the texture scale, indicates a character that lives primarily to eat, and does not eat to live.

CHAPTER SIX

Lesson on Consistency and Flexibility

ON THE STUDY OF THE HAND—THE BAROMETER OF A PERSON'S DEVELOPMENT, REGARDLESS OF HIS HEREDITY.

IT is not exactly known why the hand should be so responsive to the development of a person's character, but such is the fact. It is true that your hand shows to what degree you have applied your inborn talents. There is a decided difference in the hand of two musicians. One who plays constantly will have a much different hand from the one who does not. They may both possess an equal amount of musical talent, but through application it may be brought out stronger in one than in the other; this may be told by analysis of the hand.

Let us analyze the hand from the consistency standpoint. By consistency is meant the density of the skin. Now in studying trees we find the birch tree is of a soft consistency, whereas the oak is hard. Consistency can be felt by pressing one's hand. If the consistency is hard, the skin will not yield and the feeling will be as though you were pressing against wood or rock. If the flesh and skin yield a little under pressure, but spring back like a piece of rubber as soon as the pressure is removed, that means the consistency of this hand is elastic. However, if the skin yields very considerably under pressure and sort of melts, it is an indication of soft consistency. We have three kinds of consistency:—Hard,

elastic and soft. Consistency should be felt, as it is very difficult to explain to the student in words just how the different hands feel. The best way is to analyze and feel as many hands as possible until one will know the difference by experience. Now we will explain the meaning of the three:—Hard consistency, irrespective of whether it is found in a blonde, brunette, convex or concave type, means conservatism, energy, force, endurance, lack of adaptability, ability to do things and do them in the face of opposition. It is difficult to change the mind of a person with hard consistency, and often he will die rather than surrender. With this type often goes a crushing will. Like coarse texture, it also denotes an ability to endure hardships. Persons of this type are steadfast, but if not modified by other things go to another extreme and become too dogmatic, conservative and unadaptable to new people and things. Hard consistency, therefore, often goes with hard-headedness, and denotes lack of mental flexibility. This is worth remembering.

ELASTIC CONSISTENCY

This is the most desirable of the three. It means adaptability, normal energy backed up by common sense and a diplomatic mind—very enduring and forceful at the same time. It can yield if necessary, and if necessary be indomitable. This sort of consistency denotes mental resiliency. No matter what other things show, elastic consistency always goes with an elastic mind.

Adaptability is inseparable from elastic consistency. A person who is fortunate enough to possess it can undergo all sorts of trials and hardships and still be master of his soul. The reason is obvious. It is an interesting study. Often

you will meet a person who is lacking in many ways, but has an elastic consistency; and sure enough, he can do some one thing well, and makes a success of it. The peculiar thing is that consistency can be cultivated and only part of it is inherited. It is acquired by experience. It changes as the character changes. I believe it is more subject to change than texture. By being too set in one's ideas one is bound to have hard consistency. By being too easy-going and agreeable one acquires soft consistency. By being adaptable and tactful one is bound to get the elastic consistency. That is why I like to call consistency of the hand, "the barometer of character development." By practice in this particular phase of Character Analysis, one can know a great many things which will otherwise be missed.

SOFT CONSISTENCY

It has been noticed that brunettes often have hard consistency and blondes, soft. It is also true that brunettes are more conservative and unadaptable than blondes, who in turn, are more changeable and unstable than brunettes. Soft consistency shows lack of stability and denotes love of change. It often goes with a brilliant character, but, more often, it stands for lack of energy and an ability to accomplish things. If a person has soft consistency that is not counteracted or modified by other variables, it is a bad sign. It may mean that a person is lazy and inactive, very sensitive and afraid of work, something of a human soft-shelled crab. It needs and seeks protection, and often sacrifices everything in order to avoid hardship and work.

The persons who have soft consistency are often mental types with fine texture; therefore it is very essential that they

have good training in some line in which they may manifest a gift, for it is a "living hell" for them to maintain themselves by mediocre and monotonous work. They feel very keenly, and suffer too much if things don't go their way. Some great actors have soft consistency, but their talents are their salvation. People are willing to put up with them for the sake of their brilliant intellects. Even then they are unhappy if some little thing goes wrong. I know this for a fact, as I have keenly studied for a considerable time actors, artists and actresses. However, it is not as hopeless as it may look from the aforesaid. By the application of one's will, it is not only possible but absolutely probable to modify one's character, and to harden one's consistency. Perhaps not in a day, but Rome wasn't built all at once either.

In all these matters "a word to the wise is sufficient." He who expects to get something for nothing in this world will be disappointed. It is especially true in character formation. One gets out of one's character as much as one puts into it and no more. Character is a by-product and is an aggregation of inheritance, education and experience. There is no royal way to it.

FLEXIBILITY OF HAND

Fingers, Joints and Thumbs

Flexibility of the joints is very easily felt if one gently pulls back the fingers with the one hand while holding the wrist with the other. If the joints of the hand are flexible, that is, if the fingers bend back considerably, that means the hand is flexible. If the joints are not flexible, that denotes the rigid hand. The rigid and flexible hand are the two

extremes in the study of flexibility. There is, of course, a midway in this case also, which is the elastic flexibility.

Now as for the meaning:—It is practically the same thing as in the study of consistency, the difference being only in degree, rather than in the kind. However, it does not follow that a man of soft consistency will have the flexible hand. He may or may not. So again, all kinds of combinations are possible. A hard hand may have flexible joints, etc. The study of pliability should also be made primarily by practical observation; we mean by the actual feeling of the hand. It is almost impossible to tell the student how the flexible hand feels, and especially the differences between the very flexible hand and the medium flexible hand. Roughly speaking, the rigid hand does not bend back at all at the joints, while the elastic does, but snaps back as soon as released. The flexible bends back very easily and considerably.

The meaning of the rigid hand is dependability, stability, conservatism, lack of adaptability to new things, and in extreme cases, stinginess and harshness. Elastic flexibility again denotes adaptability, vim, energy, vigor and common sense, diplomacy and tactfulness.

The pliable hand stands for love of variety and change, lack of energy, altho quick to learn and to grasp new ideas; lack of back-bone, so to speak. Very many brilliant persons in Art, Music and Science are found with this hand. But the hard working, thrifty individual, as a rule, has the rigid hand.

The people with the pliable hand are versatile, generous to a fault, and are better adapted for fine and artistic work than for drudgery and routine. Often we find them lacking aggressiveness, and somewhat like the person with extremely fine texture. We often find the three together in one

case, the fine texture, soft consistency and pliable flexibility. That is most undesirable in many ways.

But all this can be changed if desired, by beginning from within and working out. Your character can not only change the flexibility of your hand but the form of your head and face. We shall study this in our next chapter on the proportion of the body, face and head.

CHAPTER SEVEN

The Shape of Your Head. Your Character.

The Real Why.

THIS lesson is the acme of this course and should be very carefully considered. The shape of one's head may offset or neutralize any other combination to a greater or less degree. It is easily understood, however, how it can be observed and applied. In the first place, we will divide all heads into a few distinct classes; then we shall consider each class separately.

THE GENERAL SUB-DIVISION OF HEADS

It was the chief aim, in the beginning, to make this book devoid of unnecessary details, and so in dealing with the measurement of heads, we shall eliminate all misleading and confusing minor proportions. We, therefore, will consider only eight kinds of heads:—Long heads, short heads, wide heads, narrow heads, high heads, low heads, round heads, and square heads. We shall explain the standard measurements of these different heads and the meaning thereof.

The average human head measure is twenty-one inches in circumference, and fourteen inches over the highest point of the head, measured from one opening of the ear, over the head to the other opening of the ear. The long head, which we will now consider, is measured from the

brows to the extreme point in the back, by drawing an imaginary line through the head. A six-inch head is considered the medium head. Over that a long head, and under six inches, the short head. The head may also be long in the back and short in the front, and vice versa. However, we shall consider that more in detail under the chapter on "combinations." To study length or width of heads, the student must train himself by measuring as many heads as possible with the instruments especially designed for the purpose, until the eye becomes accustomed to discern the correct size at a glance. It is possible, after considerable training, to be able to tell correctly the length of the head—for example, within a fraction of an inch. I would recommend for this purpose an instrument which I use in my school, called "the Head Measure." It is made of metal and is collapsible and easy to carry about. It is cleverly constructed and gives all the measures required. If you wish, however, you can use an ordinary tape measure, but as you will see later in some ways it would not be as handy, because of the positions you are to measure.

THE LONG HEAD

I have said that the long head must be more than six inches. Generally speaking, it means as follows:—Diplomacy, natural understanding of people's needs, especially if long in back of the ears; foresight, if long in front of the ears, and if long both ways, it indicates ability to manage people, to plan ahead, to be a good organizer, to be able to foretell things. The successful politician, the preacher, salesman, manager, doctor and all who deal directly with people have long heads. They are men who are often called good judges of character. In other words, they are born Character Analysts, other things being equal. Men of this type are very

sociable, fond of people in general and believe in law and order. They are evolutionists rather than revolutionists. They believe in settling things by judgment, rather than by force and violence. The long head, therefore, is a desirable indication. We should also mention several of the well-known people who have, or had, long heads. Warren G. Harding, Grover Cleveland and Abraham Lincoln are good examples.

THE SHORT HEAD

As we have stated, the short head is one under six inches in length. The shorter the head, the more strongly pronounced will be the traits ascribed to this head. The short head is diametrically opposite to the one just considered. If the head is short in front of the ears, that denotes lack of foresight. Lack of power to get a line on things. The man who has the head that is short in front often couldn't see farther than his nose. Therefore, it behooves this type to use other powers to mitigate this shortcoming, such as good judgment, if the type is vital; logic, if the type is mental, etc. This type is useful in many ways, to be sure, but we will enumerate only a few. A good traveling salesman often has this head. Because of the fact that short-headed people are forceful, enthusiastic and convincing, they are often hustlers and lose no time, altho they somewhat lack tact; they are aggressive, hard workers and willing to take a chance. If successful at all, they make quick work of things and do not beat about the bush. With them it is "now or never"—whole or nothing. They are ready to act on a minute's notice, and are therefore impatient and radical in their character. If the head is especially short in back of the ears, it denotes disregard for public laws and opinions, abhorrence of conventionality and

the so-called traditions. It also means lack of understanding of the human element and therefore, lack of sympathy for people. The man of this type is often very selfish, unscrupulous, revolutionary, law-defying and cares little how he gets there as long as he arrives—the sooner the better! No evolution for this type! Communists, Bolsheviki and all kinds of reformers are noted for this type of head. William Haywood, Trotsky and many other radical leaders are good examples. We have had some great reformers who had short heads, but they had different motives which were unselfish, and denoted by a high head, which we will consider in the next chapter. Martin Luther and Gabriele D'Annunzio are good examples. Short head, in general, bespeaks an impatient, grasping, quick, energetic, aggressive, selfish individual, who gets into trouble by lack of self-control, and a superabundance of energy, and who also gets out of it by a tremendous outburst of force. Often you will find an individual who does nothing but get in and out of trouble all his life. What a tragedy! A complete analysis and an earnest desire to improve would, however, help this type immeasurably.

HIGH AND LOW HEADS

A high head (See Fig. 15) is always an indication of lofty ideas and morals, intellectual aspirations and exalted ambitions. If these ideas and ambitions are greatly modified by other characteristics, it will be always on a higher plane. Thus, a man with a short but high head may be inclined to make some social reforms. If it be blonde convex, it may make a man of strong commercial enterprises. Brunette convex may be a great writer or a scientist. If a high

head is associated with a wide one, as Napoleon's, (See Fig. 16) it may be a domineering, ambitious type that would try to reform the world by the sword, but all the acts are done under the pretense of high principles. Read Napoleon's



High-Narrow-Square

Fig. 15

biography. It is full of evidence that he exalted all his actions as tending towards the preservation of civilization and French culture. Thus, even history does not blame him because his wholesale slaughter of men was for a noble end. It is self-evident that with this moral background the most atrocious crimes are and were excusable. All more or less admire

a high-minded person, altho the judgment may not be of the best. A good example of this is former President Wilson, whose devotion to duty and his ambition to help humanity cannot be questioned even by his bitterest enemies, but whose judg-



Fig. 16
Wide High Head

ment of public opinion in America toward the League of Nations became an international bone for dispute.

THE LOW HEAD

(See Fig. 17)

The low head can be distinguished by its resemblance to a flat loaf of bread, and it is especially conspicuous if it is wide besides being low. As can be observed in the supplemented picture, the low head is often found in proprietors

of restaurants and people dealing in every-day commodities. A low head is an indication, as a rule, of a practical and "here-and-now" type. By that we mean that the type is lacking ideals and ideas and is interested in actual every-day existence. People who are engaged in selling cloth and different kinds of wares—occupations which do not require high ideas—have



Med. Low - Broad - Round.

Fig. 17

this shape of head. You will seldom find that this type is aspiring or philanthropic, on the contrary he is selfish and is not interested in any movement or plan for the uplift of humanity. However, this quality may be modified by other variables, so the student should not be hasty in making conclusions by the height of the head alone. Any head that is $4\frac{1}{2}$ inches in height from the opening of the ear upward is called medium high. Below that, the low; and above that measure—the high head.

It is very simple in this science to draw the line of demarcation between different aspects of character. Each and every one counts, and therefore we cannot explain everything by one feature or vice versa.

WIDE AND NARROW HEADS

The head that is over 5.35 of an inch in width, measuring just above the ear through the head, is called in this science, the wide head. A wide head (See Fig. 17) in general means aggressiveness, energy, force, both destructive and constructive, depending upon the other measurements of the head and features. Thus a person who is a brunette and has a high, wide head may be a very forceful exponent of patriotism or religion, especially if he has a high temporal section, about which we will speak more fully later. This fact of forcefulness, in people with wide heads especially, was noted by a famous English scientist, Dr. Bernard Hollander, who in his well-known book, "The Mental Functions Of The Brain," brings out numerous examples of insanity caused by too great development of the width of the head, thus bringing on a destructive mania. Many cases were cured by an operation in the ear region. There are many examples of wide-headed people, both in history and among people who are living today. Some of them were great builders and some great demolishers; some both constructive and destructive; Rameses the Great, who built the Pyramids, was constructive; Alexander the Great, destructive. Also Napoleon, Caesar, Hannibal and Chingis Khan.

Builders who have wide heads in this country are Edison, Rockefeller, Ford, Goethals; in Europe, Marconi and Zepelin. A high head usually modifies a wide head in such a

way that energy is used to fight for the principles. The low head tends to make a person fight for the material, selfish and common things. The study of this measurement is most interesting and repays all the efforts put into it. In a few cases one may find an unusual swell just above the ears—a sure indication of creative and constructive tendencies. I know personally several people who have this development. One is a great sculptor; another a pharmacist and general store-keeper; and still another a musical composer and choir-leader. All are not only energetic but also highly creative. These cases are rare.

The study of the width in the heads of children is especially fascinating. It explains many things in their conduct and prepares one to handle them accordingly in the years to come. Thus wide-headed, promising children are often misunderstood, a study we shall later consider more fully in the chapter "Vocational Guidance For Children."

Sometimes other features modify or intensify these qualities of the wide head; thus convex form and blonde color make it more pronounced, whereas concavity and brunetness modify it to a great extent. Hence, we may say that perhaps, the hardest part in this science, is to make conclusions from the facts observed.

THE NARROW HEAD

(See Fig. 15)

This head means just the opposite of the wide head, and is less than 5.35 inches in measurement. The narrower the head, the more pronounced are the qualities ascribed to it. Briefly, it is the non-aggressive, non-destructive or constructive type. However, this does not imply that this type is good

for nothing. The final decree, of course, depends on other combinations of the head. The weakest point of this type is a certain lack of energy and aggressiveness. The strong points are diplomacy, effectiveness and the use of the law of non-resistance. I know personally a man with a decidedly narrow head, who is very successful in business, but with it he has some strong modifying points, such as medium color, convex upper, concave lower form of profile, nose convex plus; motive mental, medium texture, elastic consistency, rigid flexibility, high, long, square, narrow head; so altho mild and quiet he is at the same time diplomatic and positive.

This type is more often a follower than a leader, not so much due to the lack of talents, but rather to the lack of power to advertise his gifts. There is in his personality not enough force to make those with whom he comes in contact conscious of his capacity. It is similar to the case of convex and concave types. It is not what you have to present, but rather how you present it. So the narrow head denotes absence of the propelling power, or the ability to push forward, regardless of obstacles or opposition. Of course, the most essential thing in life is to *arrive*, no matter if one man does so slowly and another quickly. But the power must be there; and in one form or another, the person must have it.

We are considering, of course, the signs that can be observed from the outside and which show the presence or absence of efficiency. It is a very interesting fact to note that often education and training have so little to do with these powers. Thus, several years ago an Eskimo, Elragha C. Tikovilka by name, was found in Siberia who could neither read nor write and who would not have recognized his own name if he saw it in print, yet with no training whatsoever, he

painted wonderful things of his native North with such accuracy that he was made a member of an association of famous painters in Europe. All his talents were inborn and could be easily observed in the proportion of his head and the formation of his forehead.

Again, it will help the student to remember the fact that all human actions have their motives and they, in turn, are due to character. The aim in life should be to build character and improve it in such a way that it grows richer and fuller as the years go by and this can be accomplished through understanding and an effort in execution. Most people are careless and indifferent in regard to this important fact, saying:—"Well, I was born this way and it is of no use trying to change myself. It is too much work. Or it can't be done." But isn't it worth the trouble if one thereby advances himself? Even in the most seemingly impossible cases an effort always brings results. The author can vouch for this fact. It took him about ten years to cultivate a concentration, which finally is so responsive to his will that he can write or teach while an orchestra is rehearsing next door without even hearing it. Such things do not come in a day, but are studies in themselves and will be thoroughly considered by the author in his new book called "*The Psychology of Will in Action*," to which the students are referred if they wish to be informed concerning the co-ordination of human will with human character. This last is, of course, the greater of the two, but can be moulded by the first.

ROUND AND SQUARE HEADS

This concluding parenthetical chapter on proportion will be devoted to the consideration of round and square heads. This is very important, because of the fact that squareness

or roundness of the head very considerably denotes the general tendencies of expression of character. Thus for example:—A square-headed person, (See Figs. 18 and 15) regardless of everything else, will be cautious, scientific, deliberate, reasonable, with a keen sense of humor and a logical way of thinking. It is primarily the scientific person who prefers to weigh and investigate new things, or old ones if he does not understand the workings of them. In other words, it is an investigating mind that is determined to find co-ordina-



Fig. 18

The Square Forehead of a Scientist

tion between causes and effects. The majority of great scientists possess such heads. With a little practice it should not be difficult to distinguish a decidedly square head from a medium square head, or from a head that is medium round. From the front view, the forehead, especially, appears to

have two corners at the upper part of the forehead, and the general appearance of the forehead is on a square. From the back view, it also has the outline of the corners at the extreme parts of the upper division of the head. As there is the possibility in this science of having all kinds of combinations, you may meet a person with a head square only in back or front; in other words, it may be round from one standpoint and square from another standpoint, and therefore each would be modified by the other and as a result there is the happy medium. Very often we find this indication of squareness of head going with brunetteness, altho that does not mean that blondes cannot have it. In a brunette it intensifies the conservative, dependable qualities to a marked degree, and hence we have a very steadfast, cautious character—sometimes extremely so. If you meet this quality of squareness in bloneness it modifies the optimistic, hot-headed qualities of a blonde to such an extent that all his willingness to take chances will be expressed in a cautious and less spasmodic form, so that no matter what other combination goes with the squareness of head, it will always have that modifying effect which takes the form of cautiousness. This type is always known for that honesty in dealing with other people which we often speak of as square dealing. This is a type that, as a rule, does not make promises on the spur of the moment, and therefore is apt to keep his word better than those who are not deliberate in their promises. All in all, it is a desirable attribute and gives humanity the necessary balance at the dire hour to put the brakes on in time. It also may be called a human stabilizer and shock absorber.

Just the opposite to this, is the round head, (See Fig. 17) and of course, between the extreme squareness and extreme roundness of the head is found all the modified degrees of

squareness and roundness and we have to make our deductions accordingly.

The round head signifies ability and willingness to take a chance. It is the head of an inventor who perceives a certain possibility and plunges headlong to make it materialize. It is self-evident in all our inventions and discoveries, that we go from the known to the unknown and often our suppositions are absolutely wrong as to the outcome, yet man gambles on those suppositions and very often comes out right. In other words, there are certain fields of endeavor in human achievement that require the traits of boldness, audacity and willingness to take a chance, and by some yet unexplained fact, the round-headed people are more apt to do these things and to be original in their mental attitude.

If carried to the extreme, we find round-headed people very reckless, impulsive, impatient, lacking good judgment and apt to jump at conclusions. However, if there is a job that requires recklessness in execution, a good deal of speed and energy, this type is the best fitted for the place. For example:—If you need some one to interview a high potentate to whom all ways of access are barred, a round-headed person will find a way to make it possible. At least he will pull every latch-string to carry out your orders, whereas the square-headed person would not even consider the proposition.

Again we find the round-headed type in dangerous occupations connected with traveling, as airplane flying, all sorts of dare-devil stunts, automobile racing and anything that requires nerve, dash and a care-free attitude of mind. The study of round heads is an interesting one because it often explains things that nothing else could.

We have quite a few round-headed musicians, and if one

Why You Are What You Are

listens to them in the light of this discourse, many things become plain. Thus one may meet a musician who appears very slow in conversation, deliberate and even stupid, and yet if he has that round head quality in him, be sure that he will be quick and impatient and forceful in one thing, at least, and will probably express himself along musical lines with a recklessness, dash and all the qualities above ascribed to this particular type. On the other hand, the more squareness, the higher will be the degree of the qualities mentioned in connection with the same. Thus nothing is lost without having some effect on human behavior, and if we study our subject diligently, we can always see the manifestation and presence of all those traits.

CHAPTER EIGHT

The Features, or The Study of Different Parts of the Face, One by One.

ALTHO we have already studied practically every feature, we have considered them in connection with the whole; now one by one we are going to take each by itself as a complete whole.

After all, when we stop to study the human face, we are more impressed by certain features of it than by others. Thus one face is striking on account of its nose, another because of the eyes or eyebrows; still another on account of the forehead; an unusually well-shaped mouth or a deficient chin; long or short upper lip; high cheek bones; some development of the ears, or maybe the eyelashes. Whatever it is, there is a significance to all these things, and we will now consider each feature and its meaning, so that in case one attempts to analyze a certain unusual quality of a feature, he may know how to interpret that feature by itself, and interpret it in the light of character reading.

We will start with the forehead. We have well-shaped foreheads, unattractive foreheads and symmetrical foreheads. There are foreheads that are smooth, others that are wrinkled and still others that have a horizontal and vertical line harrowing this particular feature. It is known to the scientific world that wrinkles indicate the trend of character, especially in expression; thus we have wrinkles of concentration which are found on the forehead just above the root of the nose

and are vertical. (See Fig. 20.) Contracted brows often go with this kind of wrinkles. A good example of a highly concentrated forehead may be observed in the pictures of Napoleon, and it is a well-known fact that while pacing up and



Fig. 20

Foch, World's Greatest Strategist Showing
Wrinkles of Concentration on the
Forehead.

down his room he could concentrate from seven to eight hours at a time.

It has been found that horizontal lines on the forehead are the result of a rather nervous temperament and habitual worry. People who have too many ups and downs, as we say, usually have them. Every student of human nature knows that when a man is very responsive and nervous he

makes unusual use of his forehead, in conversation, for example. When he is surprised, when he is worried, when he is astonished, frightened, when he is skeptical, he wrinkles his forehead. Or perhaps this forehead will be found in more emotional types, and in certain nationalities that are known to be most demonstrative.

Of course, a nicely-shaped forehead can be easily recognized and distinguished from that of an ill-proportioned forehead which often indicates unbalanced mentality, but as in this chapter we are only considering the normal type, we will not now dwell on that subject to any great extent.

THE EYEBROWS

The eyebrows may be classified as artistic, scientific and ordinary. The artistic eyebrows (See Fig. 21) are long, arched, thin and beautiful. As a rule, motion picture actors and actresses have them; also actors of the legitimate stage, painters, mathematicians, musical prodigies, poets, and all those who make the beautiful and imaginative and abstract the business of their lives; a fine art if you please. For illustrations see the portraits of great painters and actors.

Scientific eyebrows (See Fig. 18) are often heavy, bushy, and are not nicely-shaped. They more nearly meet above the root of the nose rather than spread out as in the artist's case. These are the eyebrows of men who concentrate a great deal, and keep in mind for a long time the things they are investigating. With such eyebrows often go perpendicular lines just above the eyebrows, in the middle of the forehead. Astronomers, inventors, scientists of all kinds have these eyebrows. Note the pictures of Darwin, Ford, Galvin, Röntgen, Haeckel, Huxley, Bell, and other men well-known for their

work in scientific fields. Almost invariably we find with such eyebrows a forehead which is square in appearance, and this is another strong indication of the scientific type. The ordinary or everyday type of person has eyebrows which are neither well-arched nor exceedingly heavy, and in no way striking; just a lock of hair carelessly attached to the forehead. The nearer the eyebrows approach in likeness to any of the above de-



Fig. 21

Well-Balanced, Energy Section is Equal to
Both Vitality and Endurance,
as Here Shown

scribed types, the more will the individual partake of those qualities ascribed to those types. There are all sorts of variations of the eyebrows.

THE EYES

Perhaps the most unusual and remarkable study of all the features is that of the eyes. Some one has called the eyes the windows of the soul, and it is truly so. (See Fig. 22.)

Eyes may express volumes by a single glance, and it is certain, at least to the writer of this book, that some day we shall all be able to read human character just by looking into the eyes of an individual. Even now it is very easy to determine certain traits of character by application of the knowledge which is secured through scientific study of the expression of



Fig. 22
A Penetrating Look

the eye. For example:—Brilliant, wide-open eyes (See Fig. 21) denote sincerity, honesty, trustworthiness and frankness. If carried to the extreme they denote credulous and trustworthy individuals, those who take everything for granted, and are easily led and often cheated by the unscrupulous. However, here we must have the ability to discriminate, because the eye is a very flexible feature and can be opened or closed at will. A little practice will enable the student to discriminate

between the natural, habitually opened eyes and the pretentious and exaggerated imitation. In this connection, the study of the expression in the eyes of a child will aid the student greatly in learning what innocent and honest eyes look like. It is a magnificent revelation in humanity when we who have studied character for years, know for a fact that practically every child up to a certain period of life has wide-open,



Fig. 23

A Victim of Misunderstanding in Early Childhood, With Good Head—But a Crook by Occupation

credulous and trustworthy eyes, and that expression changes, as a rule, in mature years; certain habits take possession of the human character and shape the features accordingly.

There are, in opposition to wide-open eyes, the so-called half-closed eyes, (See Fig. 23) and different causes underlie

this characteristic. It may be secretiveness, a habitually critical attitude, or it may be a keen sense of humor or hatred. In this connection we have to aid ourselves by a scrutiny of the general expressions of the face. This may be done by a quick grasp of the so-called spirit of the face, and while we are concentrating on studying the eye as the chief feature, the general impression of the face enables us to determine what cause was the chief factor in shaping that particular expression. Thus, the eye which is closed with a sense of humor has ever-present radiation all over the face and gives it a touch of hopefulness that may be detected even in repose. Besides, all the wrinkles in that face tend to turn upward.

In the case where the eyes are almost closed with hatred, there is that icy, cold, somewhat unpleasant, stern, severe expression all over the face. The cause, of course, may be traceable to a hateful expression of the eye; nevertheless the habitual attitude of hatred is stamped on all the features, and especially expressed in the repellent, cold look that has a tendency to give one the chills.

There is the secretive eye of the individual who is trying to do things underhandedly and in the dark. He tries to close the eyes as tho to prevent people from seeing what is going on in the soul of the man. He pulls the curtains down, one may say, to perform his works of darkness unobserved. And it is true that you can often make people tell you the truth by looking straight in their eyes and boldly demanding the whole truth. There are cases on record in our court procedures where a clever attorney was able to make the witness confess the truth which he had endeavored to conceal. Many times it was done by the right application of the look into the "windows of the soul" of the witness. However, that is a study in criminal psychology rather than of the features

as we are studying them in Character Analysis. It is the endeavor on my part only to teach the student how to observe and distinguish the different physical aspects of the face, and especially each feature, as it is very significant in the study of those details of the character which may be learned through a painstaking and detailed study of each feature by itself.

Then we have the steady and the shiftless look in eyes. These do not need much comment, for practically every one knows that the shiftless eye denotes a shiftless character, and that the steady eye means dependability, altho the staring, blank look often denotes insanity. It is a remarkable fact that there is found in connection with the sanity of the mind that lively, animated, bright and penetrating look of the steady eye. The study of the eye is so interesting and so important that a book might easily be devoted to it, but we must go on.

THE NOSE

Altho the nose is not as plastic and subject to change, due to different moods and states of intellect, nevertheless it also yields to the habitual thoughts of the human character. Thus, a thin, pinched nose indicates severity and sometimes cruelty. The fat, fleshy nose denotes the cordial and somewhat care-free nature of the hospitable individual—a person who enjoys the pleasures of everyday living, such as food, company, drink and comfortable living in general. It often goes with the vital type.

The size of the nose is very important, (See Fig. 24) as we considered it before in the study of form. We may add here in passing that the tip of the nose when it is very long denotes the intellectual tendencies of an individual. The

fleshy, well-developed nostrils denote good vitality and assimilation. The long line from the root of the nose to the tip stands, as a rule, for great energy, both mental and physical. Of course, in different people all those qualities exist in different degrees and are expressed correspondingly



Fig. 24

Explorer Amundsen, Very Convex, Large Nose

in the shape of the nose. Often a somewhat deficient development in the head might be strengthened by a great development in the nose. To illustrate:—Suppose a man has a small-sized forehead, but has at the same time a large, well-shaped nose the tip of which is very long. This may explain the fact that the man is very intellectual and may be doing some great work as a writer, composer or journalist.

Thus, everything counts in this science. However, the

features that are subject to quick change concern us at the present time more than those that are inflexible such as nose and chin. Those that are subject to change almost at every different thought are of course the eyes, mouth, lips, and the skin of the forehead.

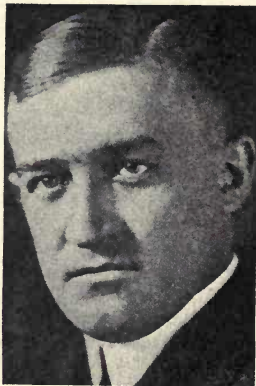


Fig. 25
Pessimistic Mouth

THE MOUTH, LIPS AND CHIN

The next consideration is the mouth and lips. The mouth is the most responsive feature of the whole face, and it is no secret to humanity that you can always tell an optimist from a pessimist just by looking at the lines of the mouth. If it droops (See Fig. 25), that means a person is habitually brooding, worrying, or else carries such a responsibility that

it keeps him at all times on the *qui vive*. He may find it hard, but as long as he cannot rise above his responsibilities and get away from them in his mental attitude, at least for the time being, it will be manifested in his face by the downward line of his mouth. It is also known that persons who take things



Fig. 26
Thin Tightly Closed Lips

too seriously in life have that solemn, stern, unpleasant, serious expression about the mouth. Persons who suppress their feelings to the highest degree have a firm, tightly closed mouth with a straight or drooping line to it. (See Figs. 26 & 27.) On the other hand, an optimist has a mouth, the corners of which turn up (See Fig. 28)—a person who looks on the bright side of life and who is optimistic by nature.

The general expression of the face has a tendency to

Why You Are What You Are

repeat the indications of the mouth-line; thus, in the pessimist the wrinkles around the eyes turn down as well as the lines around the nose. In the optimist the opposite occurs, and all the lines turn up. It follows that we have the happy medium between the two:—The straight line of the mouth which indicates its possessor is neither too great a pessimist nor too



Fig. 27
Long Upper Lip

great an optimist. In this connection it is well to mention the fact that persons who are reasonably dependable realize and appreciate the responsibilities of life, and yet are not swept away by them and are never slaves to them. They are the persons who are neither down in the dumps nor away up in the clouds. While they look up they keep their feet on the ground. To this type belongs the man whom we call in

Character Analysis, the decisive character. We shall describe the indications of this character thus:—He has neither a too tightly nor a too loosely closed mouth, but rather more of a straight line across it; he has a steady but determined look, with an expression in the face that is neither too light-hearted nor gloomy,—an alert expression so to speak, that is apt to change like a flash of lightning. He is the type one ought to look out for; he comes at you with such a tremendous degree



Fig. 28
Optimistic Mouth

of positiveness. The lips of the decisive mouth are neither thin nor thick; they are well-shaped, and denote among other things, a normal sympathy balanced with common sense.

As to the study of the lips:—The upper lip has something to do with the human will, and there are records of many observations which show that a long, upper lip denotes determination, persistency and strong will-power. When it is stiff and hard with a touch of thickness across it, especially at each end, it stands for stubbornness, obstinacy and an inflexible determination to accomplish the ends sought, regardless

of opposition or obstacles. It is the lip of a "die-standing" man. This type with the stiff, upper lip, succumbs as a rule, completely, rather than adapt himself, compromise or give in to the opposite forces or his contestants—a good quality carried to the extreme. By that, we mean he has firmness and determination, which if not guarded, will turn to stubbornness and lack of compromise.

Lips that are full denote generosity, a sentimental and emotional character. If lips are unusually large it may denote extremely strong appetites and passions in a person, which either have to be gratified or else controlled by an unusual exertion of the will-power. Persons of that type are frequently slaves to their passions and appetites and often find it difficult to control them so as to be adaptable to conditions and surroundings.

Tightly closed mouths, as we have already mentioned, denote lack of sympathy, reserve, self-control, practicality, reason and a calculative mind.

The loose or partially open mouth, denotes loose character and lack of self-control—very often a type that is easily led and influenced by other people. The happy medium between these two is the decisive mouth which is neither too firm nor too loose.

Once in a great while we may meet a type that has a twisted, sarcastic, cynical expression of the mouth—and that is just what it stands for. It denotes the fault-finding type, the critical, sneering individual who minds everybody's business but his own. He delights in sarcastic remarks and in acid and stinging comments, and as a rule is a mental cripple—a most undesirable type.

There are also the so-called well-shaped mouths that have no other definition but a pleasant expression, almost flawless in its physical aspect; well-moulded, neither large nor small—a good feature, altho it has no special indication in regard to character. We will simply say it is the mouth of a simple, honest-to-goodness individual.



Fig. 29

An Ideal Type in Form Convex Forehead and
Nose. Concave Eyes, Mouth and Chin

Last, but not least, the study of the chin. Altho the chin is not as plastic as the mouth it has its own peculiarities, and denotes strength or weakness of character. Thus, a small, deficient chin stands for weakness of will and physical endurance, and unless it is counterbalanced by other features it always denotes that.

The strong, large but well-proportioned chin (See Fig. 29) stands for mental back-bone, whereas the weak chin denotes mental wish-bone, and also tremendous physical energy and endurance. Perhaps the best study of the qualities of the will-power can be observed in the chin. Thus, when one



Fig. 30
Dent on the Chin Showing an Active
Strong Will

observes a dent between the lower lip and the chin, (See Fig. 30) we know that it was made by a constant application of the will which causes the chin to vibrate; it is a strong and just indication of the habitual and frequent use of the will-power and action. Sometimes it denotes nervousness, but more often it is an indication of a constant application of the will in overcoming obstacles and solving the problems of life. This self-made dent may be observed in both a small and large

chin, and is accounted for by deliberate endeavor and effort on the part of the individual. Because the application of the will-power is directly in the hands of the individual, any one may develop his will if he so desires, and sooner or later it will be manifested in the expression of the chin and in the general expression of the face. It is a remarkable revelation, how much Shakespeare knew about the connection between the character and the face. In the light of this science, he spoke very truly when he wrote that memorable line in "*Macbeth*" that is as follows:—"My Thane, your face is like an open book, wherein men may read strange matters."

CHAPTER NINE

The Combination Types

IT would be a very simple matter to teach any one to read character at sight, were there no other types but the so-called "pure types." By this, for instance, we mean the pure mental, where there is not the slightest doubt in what direction the type manifests itself. But, as a matter of fact, we find very few "pure types"; the majority of people belong to the so-called "combination" or mixed type. This means there is such a combination of different variables, that at first sight there is a confusing and contradicting impression. So the aim of this chapter is to instruct the student how to make the right conclusion in such cases, and how to be able to read the combination type as easily as any of them.

As we have said repeatedly, one should strive, especially, to grasp every principle separately, and this is why:—If one knows the meaning of each variable, it will be of enormous help in reading the combination types. We shall endeavor to make the meaning clear by the following example:—Suppose before us stands this mixed type. His physical appearance is as follows:—70 on the color scale, pure convex type; motive mental; fine texture; elastic consistency; narrow, long head, medium round. He is medium in size, has square hand modified, and his expression is wide awake.

The color would show he is slow and conservative; the form that he is positive and quick in expression. Structure adds to the last and makes him very energetic and somewhat

imposing or overbearing, but his texture modifies the whole, and altho he would naturally be aggressive, it will be in a tactful, smooth way. Elastic consistency will add more vitality to the character, but here comes in the diplomatic, narrow, long head, and the whole story changes. Why? Because the proportion of the head, after all, is the most important. Now his natural impulse is to go ahead, but his foresight and his lack of an over-abundance of fighting qualities (which are always found in connection with the wide head) will keep him from plunging headlong. In this unusual combination, there is a hard fight within the man; almost a duplex nature. And we sometimes have this type. Again, added to his convex qualities there is the medium size and medium round head, denoting recklessness; but we also have the square hand, which stands for caution. So there we are; almost every quality (or variable) is modified by something else. The only solution in this case is to find out how many positives and how many negatives there are. The larger number, of course, will win, providing the most important indications are thrown on the scale of positive qualities. In this case, the proportion of the head to a large degree changes everything. In other words, in such a case one must take each feature by itself, and, step by step, see how many there are pro and con.

It is an excellent training to check up the qualities in a person that denote more or less the same characteristics. So one may check up the things that stand for energy and aggressiveness. For the sake of starting the student in this direction, we will enumerate such qualities. Thus, blonde color, convexity of profile, motive type in structure, small-size, coarse texture, hard or elastic consistency, rigid or elastic

flexibility, wide head, short head, low head, large base division, wide, high cheek bones, firm walk and handshake—all unmistakable indications of energy and aggressiveness. Hence if you meet a type that has more than one indication of energy, be sure it is an energetic type. The absence of such would mean the reverse. This practice method may also be illustrated by checking up other traits in accordance with the variables. For instance, in regard to honesty. These are the indications:—Wide open eyes, high crown, square head and hands, high head in general, long head and a great middle section (seat of imagination), often a large sympathy section known as the “temporal” section, medium in color, straightforward, sincere and convincing in expression, open and eccentric gestures, pleasing and natural voice, straight-in-the-face look, and no hesitation or divergence in manner—all indications of honesty.

We shall here give another example of the combination type:

General Description:

- Blonde—35 on color scale.
- Plain, tending to concave, forehead.
- Convex eyes.
- Plain nose.
- Concave mouth.
- Concave chin.
- Size—5 ft. 9 in. (woman).
- Weight—180 lbs. (30 lbs. overweight).
- Vital mental in structure.
- Exceedingly fine texture.
- Soft, elastic consistency, pliable hand.

Why You Are What You Are

Face Proportions:

Energy, vitality and endurance balanced.

Head—high, wide; long front, short back, medium square cranium.

1, Top; 2, middle; 3, base.

1, front; 2, crown; 3, temporal.

4, back.

Forehead—high, wide, medium square; wide below, slightly prominent below.

Expression—quite reserved.

Hand—small, conical; medium long, smooth fingers, slightly square tips. Very refined hands. Thumbs cylindrical, modified by conical tip, small in size, but low set. Quite flexible at both joints.

Short upper lip, wide open eyes, somewhat backward attitude in meeting people and yet keen in noticing things.

Here we have a type that is an excellent study. As we see from the color, it is a domineering and speculative type, with some originality. The form considerably modifies it, making the individual somewhat slow, theoretical and procrastinating. The size tends even more to make this individual slow and inactive, in fact lazy. Structure may change this type to an active one, at least mentally; not so much in a practical sense but rather in the way of dreamy imaginings. Thus, a real blonde type, so far as we can see, has been modified into a type with a brunette's tendencies and aspects. Now, the texture makes this type still more negative so far as activity is concerned. Being exceedingly refined, it makes it very hard for her to get along with people and conditions, and the result is dissatisfaction and worry. The type is over-sensitive to good and bad, hence subject to folly under temptations and bad influences. Feelings override reason and judgment, and

are in constant controversy. Result—indecision and inaction. Judgment (vital mental type) says "yes," feelings say "no"; refined tastes (due to fine texture) are not satisfied to acquire things by honest means, because of aversion to hard work, but the craving is very great, so is the determination to get them (strong chin). Blondeness, a high head and concave chin makes the person speculative and willing to take a chance, so under temptation one may surmise the outcome.

Again when we study the head which is high, wide, long front, short back and only medium square, it appears that the ambitions are great; imagination active and resourceful. There is great foresight as to the outcome of events, but ambitions and a desire to gratify them are in constant war with the prudence (high crown) and caution (squareness of head). Up to the present, we see that the individual is doing nothing in particular, yet liable to do almost anything at any time. The thorough understanding of the above complications and modifications in character would greatly aid this individual. For, knowing those contradictory tendencies, she should act more promptly and decisively or else, after a brief but intense consideration of a subject, dismiss it altogether. The natural tendency, however, would be to brood over things and finally either jump to conclusions, or more often, do absolutely nothing and go on ruminating: possibly a decision when made may result, after a good deal of deliberation, in writing of some kind (mental type). This brief summary under discussion will aid the student greatly in dealing with the type.

CHAPTER TEN

The Hands Classified

THERE are six kinds of hands to be considered in this chapter. There are more than six in all, but the student may familiarize himself with the others by reading an especially good book on the subject: "The Laws of Scientific Hand Reading" by Professor Wm. G. Benham, published by G. P. Putnam's Sons, New York,—a volume we recommend only to those who intend to make an extensive study in this direction. For the general need and application in character reading, six types of hands are sufficient:—The square, philosophical, psychic, conical, spatulate and elementary.

The square hand (See Fig. 31) denotes a practical, scientific, matter-of-fact person, with an ability to make use of every power. It is the hand of the commercial type which could commercialize anything, and cash into material wealth all his gifts and abilities; the business type of individual, who takes nothing for granted. He is skeptical, analytical (in the scientific sense of the word), and must be shown facts every time; he does not rush or speculate, and, as a rule, is slow but sure; he is very calculating and full of common sense; also somewhat slow and unsympathetic, especially with impractical, unsystematic people who make blunders because of their lack of practicability. In business or elsewhere the square hand causes one to apply everything practically and scientifically, other things being equal.

THE PHILOSOPHICAL HAND

(See Fig. 32)

This hand is a modification of the square hand, altho it partakes of many qualities on a higher plane of the afore-



Fig. 34
Conical Hand
and Thumb



Fig. 35
Spatulate Hand and
Spatulate Thumb



Fig. 31
Square Hand With
Paddle Thumb

said type. (See the plates on page 85, showing the comparison of the two.) They both are square in palm and have square finger tips, except that the philosophical hand has large knuckles, and the skin is like old bark on a birch tree—a bit shriveled up. The large or swollen joints on the fingers are a sure indication of the philosophical hand (if that is not caused by rheumatism, which is often the case). So the student would do well to ask the person analyzed if he has had

rheumatism, and if not, be sure this is the philosophical hand. The meaning of the philosophical hand is this:—Independent and free thinking ability, leadership in new sciences and theories, a philosophically but practically inclined mind. It is a practical philosopher type, that is, altho he may be dealing with extraordinary values, this type would make a practical application of the apparently abstract and impractical things. It is the hand of a reformer, the savant, and investigator in the higher realm of human behavior,—as Psychology, Practical Religion and Philosophy, Astronomy and Metaphysics; the pioneer type in human thought and science, and therefore little respects traditions, customs, conventionalities and rules; he will, if necessary, stand alone for the sake of scientific truth, and is not baffled by the opinions of the world. As a rule, we find this type is most influential in human society, and is chosen to assume leadership. High principles and the truth are the two chief characteristics of this individual; if the world does not agree with him, he merely says, "*Truth is truth and it can never be otherwise.*"

THE PSYCHIC HAND

(See Fig. 33)

This hand belong to the highly refined and imaginative nature. The nervous system, rather than the intellect, is the predominating feature of this character. The possessor of this type of hand is very strong on the emotional side of life; is keen, responsive, intuitive, intense in love and hatred; is passionately devoted to beauty, art, the abstract and stimulating; has a thrilling nature which is bored by the commonplace, and seeks the unfathomed, unexplored, mysterious, unusual, romantic, fascinating, highly beautiful and artistic.

(See illustration on the opposite page.) Poets, painters, composers, dramatic and classic actors, leading motion picture stars,—practically all have psychic or modified psychic hands. By modified we mean slightly approaching the conical hand, which we will next consider. Thus, we see that the psychic hand stands for the highest abstract and imaginative qualities of character, and often is not as desirable, for this type is very sensitive and suffers greatly in the wrong environment. Kind Nature often modifies it, so that altho it is highly responsive, there is enough self-control to accompany it. A remarkable will is often associated with this hand, and so the unusual dynamic, magnetic forces are here properly directed and exercised. As the feelings are very keenly developed and active, this type is able to cry and laugh almost at will, and as a consequence puts soul into his work, whatever it may be. This type paints pictures that have the spirit of the master in them, or creates poetry and drama which are also permeated with feeling—the kind of works recognized by us as fine artistic productions. Thus, if this type receives technical training, it, as a rule, produces immortal and elevating results—attributes of genius.

THE CONICAL HAND

(See Fig. 34)

This hand is a modification of the psychic hand, and therefore denotes the qualities of character ascribed to the latter, only in a modified degree. It is, however, more practical and in very respect less artistic or imaginative. We call it the happy medium between the very practical and highly imaginative type. We find persons with conical hands doing

dramatic work, writing books, engaged in salesmanship, lecturing, preaching, and even engaged in financial fields of endeavor. They are beauty-loving and artistic, but not excessively so. Rarely, however, do we find a conical hand un-



Fig. 32
Philosophical Hand
and Square Thumb



Fig. 33
Psychic Hand and
Cylindrical Thumb



Fig. 36
Elementary Hand
with Clubbed
Thumb

modified by other features. It is often so modified by fingers with square tips, by squareness of head, or some other quality that counter-balances the artistic on a basis of practical and artistic in an equal degree. The conical hand, no

matter what other tendencies it may imply, especially has an indication of refinement and artistry in the execution of whatever work it happens to do; therefore, it is a modifying factor in every case toward the imaginative, artistic and refined.

THE SPATULATE HAND

(See Fig. 35)

The most unusual hand is known as the spatulate. It may be modified by different combinations of shapes of thumbs, but its general indication (as shown in illustration), is a pronounced width at the ends of the fingers, and at the top of the palm. It is called spatulate because it resembles the spatula of a druggist. It is an indication of tremendous nervous and mental energies and frequently belongs to a man of genius. At any rate, it is a sure sign of brilliancy in some line, and very often enables its possessor to work on the strength of his nervous energy rather than his physical or mental energies. If it is also reinforced by a spatulate thumb, it denotes a driving will, an intense mind, and an uncompromising character. Persons who possess this hand are independent, aggressive, domineering—pioneers in the lines that are shown in the proportion of their heads and other features. This specimen of hand is very rare indeed, and students should take special pains to study one when they have an opportunity to do so.

THE ELEMENTARY HAND

(See Fig. 36)

This hand is shapeless in appearance, and resembles the paw of a bear. It is clumsy in shape and motion and is especially adapted for lifting heavy loads, and for work that

requires no skill, but only muscular and physical strength. It is neither square nor round, neither thin nor thick. Perhaps its most pronounced peculiarity is its chunky, rough and rude appearance. This hand is the easiest of all to study, because every common laborer possesses it, and one has only to watch the ditch diggers and highway workers to observe an illustration of this type. The supplemented illustrations will also give the student an idea of this hand.

THE STUDY OF THUMBS

In connection with the study of the hand, it will be desirable to study also the shape of the thumbs. We will consider, for the convenience of the student, only the most common and typical shapes of thumbs. There are six in all:—Clubbed, paddle, cylindrical, spatulate, conical, and square.

In appearance the clubbed thumb (See Fig. 36) is like a policeman's club and in regard to character it has an unusual significance. Briefly it means driving, crushing, very intense outbursts of will-power, often smouldering beneath a quiet natured person, driving him in spite of himself. The study of a clubbed thumb is very interesting indeed, for when all the other indications fail, it may unlock the mystery of a person's behavior. A case in point:—It was my opportunity to meet several people, practically all of whose features denoted weakness of character and lack of manhood, but who possessed clubbed thumbs, and as a matter of fact they were, regardless of weak points, which the other features indicated, doing a considerable amount of useful work. In other words, their tremendous will-power enabled them to apply to the highest degree whatever talents they possessed. This means that a strong will enables one to make more use of one talent, than ten

talents could accomplish without forceful will-power. When this will is met in a very strong character, and is indicated by many other features, this indicates an overbearing, over-emphatic and a too positive and aggressive nature, and makes either for an unusual leader or an undesirable nuisance. Whatever other indications there are, a clubbed thumb is a sign of tremendous will.

THE PADDLE THUMB

(See Fig. 31)

This thumb is a modification of a spatulate thumb, of which we are shortly going to speak. The paddle-shape thumb resembles a canoe paddle; that is, the end of the thumb from the first joint up to the tip is broad and square in appearance, like an oar. This stands for tremendous will-power, modified by common sense, logic, judgment and deliberation. It has enough strength to accomplish things, but does not drive an individual to the limit. However, it indicates by no means a vacillating will; there is a greater tendency on its part to be too strong than too weak. In a case like this, an individual should employ judgment founded on strength of character to hold him in check, and to direct him rightly. This, like other indications of will, may result in a tendency on the part of an individual to drive himself by the sheer force of nervous energy. However, this is not as difficult to manage as the one we shall speak of next. Once in awhile a student may meet an individual who will have a perfect example of this thumb. When he does it will leave a clear impression on his consciousness, and he will recall the study for a long time. Remember, it is not very often that we meet this unusual type.

THE SPATULATE THUMB

(See Fig. 35)

The spatulate thumb is an indication of an aggressive, driving and uncompromising will; not as peculiar and excessive as the clubbed thumb, but in its peculiarities it is to a certain degree akin to it. It denotes an overwhelming amount of mental and nervous energy, and enables one, in spite of physical limitations or vital organic weaknesses, to accomplish a great amount of work, mental work especially. It shows a will that will never budge—a will that, if it is not controlled by good judgment and reason, may drive a man on to the danger point of a break-down. An understanding of such force on the part of its possessor is undoubtedly the most beneficial thing that he may possess. Aware of his own strength, he will therefore be able to direct it usefully in a conscious way and with discretion.

THE CYLINDRICAL THUMB

(See Fig. 33)

This thumb is the most desirable indication of human will. Great authorities maintain that it is an indication of a diplomatic, tactful, forceful and desirable will, at the acme of its power. It accomplishes its ends without much annoyance, either to the individual who possesses it, or to the outside world from which the results are obtained. It is neither a crushing nor a submissive will. It enables one to be forceful, yet sufficiently adaptable and compromising to enlist people's co-operation without coercion or compelling submission. It is the will that wins by convincing rather than by forcing. This thumb may be singled out by its cylinder-like appearance. It is long and round in appearance, with sometimes an equal

shape throughout, and sometimes, modified at the end by a conical tip, which, generally speaking, does not add to nor subtract from its strength.

THE CONICAL THUMB

(See Fig. 34)

This thumb has the appearance of a cone, and in extreme cases denotes a too agreeable, too much yielding of will. It is the will of a person who does not like to meet obstacles, but gains points by non-resistance. Very often it is an indication of flexibility of mind, vivacity, and resilience of character in struggling with stronger forces and stronger natures. This is the will of an individual who indirectly gains his ends rather than otherwise.

THE SQUARE THUMB

(See Fig. 32)

The square thumb is an indication of a frugal, positive, and practical will that is strong, yet reasonable, with a good deal of the strength modified by caution and sagacity of experience. It is really a modification of the paddle-shaped thumb, and partakes, only in a lesser degree, of the qualities ascribed to that particular thumb. It is an indication of a strong will that is not extreme either way, but approaches very closely to the cylindrical type. This thumb has throughout, squareness in appearance and can be noted by students with little experience in studying different shapes of thumbs. These are, in general, all the types of thumbs we shall study in the science of Character Analysis.

CHAPTER ELEVEN

Expression and Condition—or the State of Mind and Body

OCCASIONALLY we meet persons who look strong and healthy, yet somehow or other they make no headway in life. We study them carefully and find they have good combinations in features, such as shape of head, etc., and we are puzzled more than ever. Now what is the reason? Simply an inherited or acquired illness, physical and mental, hence a portion of this chapter will be devoted to the different states of mind and body and how they may be recognized.

We should remember that only an harmonious co-ordination of mind and body enables one to use all the talents given him, or in other words he may acquire a synchronous state of mind and body. We know, for example, that poisonous emotions such as worry, fear and anger, paralyze digestion, destroy brain-cells, and retard a proper circulation of the blood. The converse is also true. When the body is not at its best, the mind does not function properly. It follows then that mind and body are one and if either is affected, both suffer. We may have all the indications of a great character before us, but if it lacks physical stamina, we have an abnormal situation and should know that unless bodily handicaps are overcome there is little we can do. We shall see in the chapter on Child Vocational Guidance that deficiencies of any kind must not be lost sight of, for they will often mislead an amateur Character Analyst who is apt to give too much emphasis to the study of features and other variables, and to overlook or under-estimate the state of health and mind.

Sometimes a very minute disorder in an organism may cause a complete change of whole character—in many instances from a Dr. Jekyll to a Mr. Hyde, if you please. It is a well-known historical fact that on account of indigestion Napoleon lost his three great battles; one was the battle of Moscow, the second the battle of Leipzig, and the third the battle of Waterloo. I cite this case in point that you may know how such an apparently small disorder may cause disaster to a great personality. We will now show how to recognize signs of good health and bad health.

If you but know how to read them, you will find indications of good health in every feature. Beginning with the hair:—If it is neither too oily, nor too dry, but clean, firm, lustrous, and devoid of dandruff, the person is in good health. The skin on the forehead is another indication. In the healthy person it is clean, clear, smooth, and healthy or pink in appearance.

Also there is no better way to judge health than by the appearance of the eyes. When the individual is well, the gaze is steady, intelligent, full of penetration and life; the eye is bright and sparkling with animation; the pupils are of normal color, and the whites look really white and are not tinged with other color. The same is true of the nose. When a person is in good condition, it is normal in color and not pinched, or pale and blue. Its functions are normal in every respect and show co-ordination in breathing and respiration—a proof that the lungs are excellent and the blood properly supplied with oxygen. The mouth shows by a red and healthy appearance that the digestive system is functioning well and that recuperative power is good. A full and healthy mouth area is a most positive indication of normal and proper nourishment of the organism, and by looking at this part of the

face, it is very easy to tell whether or not the person is of normal weight. A strong, firm chin always denotes good heart action, and therefore good circulation and distribution of blood and an efficient elimination of poisons from the system. These are, in brief, the signs of health as observed in the face.

We can aid ourselves in our analysis by studying the expression, which includes the voice, gestures, handshake, walk, laughter, postures, and general appearance. The normally healthy person has neither too weak nor too loud a voice. It is melodious and strong, and not repulsive or provoking. It is a pleasure to listen to a good healthy voice in speech or song.

The gestures of a normal person are few, yet well and spontaneously made. There is no sign of nervousness in the movements of the hands or feet; no jerks or spasmodic movements of the head or shrugs of the shoulders. Normally made gestures do not call attention to themselves and thus betray an unharmonious state of mind.

The healthy individual shakes hands firmly yet not so hard as to hurt you. The handshake is full of warmth and energy, and evinces a cordiality that is simultaneously reflected in the face. There is life in this normal handshake, and one need only to consciously study a few such in order to see what is meant by a normal healthy, impressive greeting. It is interesting to note how a handshake either helps us to make the right impression on strangers, or else detracts from it.

The healthy walk is animated, even, and firm. The heels, as a rule, come down first, and there is a sense of poise and balance in the carriage of the body which shows that

the weight is equally distributed, thus constituting a dignified and impressive bearing. There is a touch of vivacity and exuberant freedom in such a walk. With a little practice, it is possible to tell by the walk alone what condition a man is in. It would pay the student to spend some time among many pedestrians, just watching their walks and nothing else.

Laughter is a direct expression of one's habitual as well as temporal state of health, and especially the state of mind and character. The laughter that is contagious and full of vitality springs from a cheerful heart and a clear thinking mind. It denotes joy of life and an ability to see the funny side of people and things. The man who laughs thus is immune from worry, fear and anger—a good indication of both mental and physical health.

All in all, the healthy mind and body radiate harmony, vitality, life, energy, inspiration, joy and happiness. Coming in contact with a man who is more or less responsive by nature, one is readily permeated with healthy feelings and is often inspired to talk and laugh, and to accomplish things. Thus we see normal health is not only indispensable to its possessor, but affects humanity in general, a good reason for preserving our health to its utmost. Good health, therefore, is the greatest blessing on earth. It has been said that a great Russian novelist, after he had contracted an incurable disease, said:—"Altho I am recognized as the greatest writer in Russia to-day, I envy the poorest beggar in the country who has healthy lungs."

The aim of this chapter is to demonstrate the importance of studying health in its relation to character. The state of health is in the hands of every one born with a normal mind

and body; we cannot change the color of our eyes, but we can improve our physical condition.

Now to the converse and less agreeable state of things:—In order to recognize a bad state of health in mind and body, we should proceed by the same road as we have been traveling heretofore. In an unhealthy person, the hair is either too oily or too dry; it is full of dandruff; skin diseases of the head are prevalent. The hair is inclined to fall out in an alarming quantity. The skin on the forehead is wrinkled, and frequently defaced by pimples and boils.

The eyes of an unhealthy person are alarmingly dull and listless—indicative of a sleepy and tired state of mind. The expression is vacant; there is a superabundance of tears, and the eyes are blood-shot. They lack the penetrating and intelligent look that accompanies the healthy expression of the eye. The nose of a person who is permanently or even temporarily affected in the lungs, is pinched, shrivelled up; the skin is somewhat wrinkled and has the appearance of a baked apple. The mouth section also has certain danger signals. If the skin is baggy around the mouth, lots of wrinkles manifest themselves clearly; the lips are blue or greenish in color, thin and pinched; the cheeks at the sides of the mouth are sunken; and if the entire appearance of the mouth is somewhat sour and unpleasant, this is a sure indication of disturbance in the digestive system, and poor recuperative powers. We find invariably that the person with such a mouth is greatly underweight. When the heart is weak or diseased, the chin shows it very plainly. It loses its appearance of firmness; it makes nervous movements and the muscles on and around it are contracted. Sometimes it has an unusual combination of coloring, such as red, blue and yellow spots.

Then, of course, the voice also, as a part of expression, is an indicator of a bad state of mind and body. A poor condition can be detected in the thin, weak, unpleasant voice—very boresome and irritating. Often it is high-pitched, and at times the person will shriek involuntarily; this denotes the state of health that is getting beyond the control of its possessor. It is a known fact that the voice is the reporter of the state of mind and health of a person; therefore, it is very hard to control if these conditions go too far in the wrong direction.

The gestures of a person in ill health lack poise; they are out-of-place and nervous in movement; the feet constantly tapping; the hands play with watch chains or button and unbutton the coat. The rubbing of the hands together and playing with different objects—all these in a person denote, primarily, an unbalanced nervous system. The head sometimes makes irritating movements from side to side, as do the shoulders that shrug on the least provocation. These manifestations become very annoying to whoever happens to observe them. In general, when gestures show lack of coordination between speech and action, it is one of the unmistakable signs that the person's condition is imperiled.

The handshake that is lifeless, weak, and devoid of energy is still another sure indication of habitual or temporary discord in the human organism. Undoubtedly every one is familiar with the sensation he receives when he shakes hands with a lazy, down-and-out, good-for-nothing individual; immediately he has the impression that he is shaking hands with the tail of a dead fish, and an instantaneous realization comes over him that there is something wrong somewhere; and there surely is. As we said, this may be an indication of a temporary or habitual state of mind and body, but it is

always the sign of a lack of co-ordination between the physical and the mental functions.

The walk of an unhealthy person is shuffling, uncertain, uneven, lazy, and slouchy. Its most striking characteristic is a lack of balance and poise; it is disproportioned, and in observing such a walk, one forms the impression that a very little push would be enough to put the one observed out of balance. The shoes of the individual having such a walk are worn, as a rule, on the side, throughout the entire length of the shoe, because the foot is not lifted sufficiently, but is simply pushed along in a shuffling fashion. I have been told that certain experts can describe the entire character of a person by studying the condition of the shoes after they have been worn for a given length of time.

Laughter comes next. When it is hysterical, it shows want of control and hence a lack of correlation between mind and body. Note the laugh of a stranger heard for the first time. If it sounds disagreeable it is an unfavorable sign, and it may be an indication both of poor health and a mean disposition, or an unhealthy state of mind and health, and a mean disposition as well. Beware of a person who impresses you at the first meeting unpleasantly with his laughter. I have studied laughter extensively while investigating prison life in Europe, and I have found that a scientific knowledge of laughter is very helpful indeed. Often I listened to the laugh of a person in the next room, would form an opinion, and when I had a chance to study the individual in person, I found that my opinions substantiated by an observation of the expression and different features of the man to whom they belonged were correct.

The bearing and posture of an unhealthy person are most depressing. The sight of such a person causes in one

either disgust, or sympathy or pity, even tho the individual may not say a word or ask assistance of any kind—an uninspiring sight, not conducive to laughter or pleasant, cheerful conversation. On the contrary, it makes one sombre, serious, and, at least temporarily, moody. It is very inadvisable to have a person with this general attitude as an employee, for he may inject the spirit of gloom and down-heartedness into every one of his co-workers. It has been said of Napoleon that he once discharged a soldier who had these undesirable characteristics, so as to prevent the entire regiment from emulating his depressing bearing and pessimistic attitude of mind.

EXPRESSION

“I, your glass,
Will modestly discover to yourself
That of yourself which you yet know not of.”

—*Julius Caesar*: Act I. Sc. II.

Man's outward appearance is nothing but the reflection of his inward thoughts. According to the standard dictionaries, expression is defined as follows:—“That which is expressed by countenance, a posture, a work of art and the like; look, as indicative of thought or feeling; for instance, ‘we favor a pleasing expression of countenance’”; or again, “expression is the visible muscular action and organic reaction of the body in response to invisible thought and feeling.” Thus, the expression of the face can be changed at will. So we find that all our expressions are due to our ways and modes of thinking. There was never a truer statement made to that effect than this:—“As a man thinketh in his heart, so is he.”

Following our usual order, we will explain the meaning of the expression as we find it in different features of the face, body, voice and laughter. Considering the lines of the face, it is important to remember that all lines that turn up indicate an habitually optimistic way of thinking—the visible manifestation of looking on the bright side of life. Especially is it true when the wrinkles around the eyes turn up as a person is in the act of smiling. If you are not sure as to whether the person you are talking with is an optimist or pessimist, tell him the best joke you know and watch him smile, observing especially as he does so the corners of his eyes and the direction of the wrinkles while he is enjoying your joke. It is also significant that if the skin on the entire face is smooth and has good color, it indicates an habitually healthy attitude of mind. A healthy and pleasant expression seldom goes with a degraded, immoral character, and the converse is also true that the habitually immoral and degraded way of thinking never accompanies a healthy and pleasant outward expression. In other words, it is action and reaction between mind and body, and those who understand the fundamentals of Character Analysis can detect the true inward habits of a person by the use of the principles demonstrated in this volume.

We will not consider every feature of the face in connection with expression, because some of them are so unresponsive to the state of thinking that it would be an unnecessary waste of time; for example, the nose responds but little to the thinking process, especially if the thought is just a fleeting or momentary one. Such features as eyes, mouth, and skin of the forehead, as we have said, are, however, very quick to respond.

We note that the habitual grudge has a forehead with wrinkles in every conceivable direction. The skin on the forehead and under the eyes is baggy and contracted. The eyes are almost closed and have a cold and unpleasant look. In an individual who is habitually happy, honest and sincere, the eyes are wide open, clear, steady and kind, but as we have already described the features more at length elsewhere, we shall just mention a few of the things that are observed in the features of the face in different states of expression.

The mouth, as to outward expression or action of thought, is the most responsive part of the face. Thus a little worry or anxiety, even for a few days, may cause the corners of the mouth to droop. Unpleasant surroundings may cause a sensitive person to unconsciously change the whole contour of the face as the lines take a downward trend; we call this a pessimistic expression. Cheerfulness and optimism, as we said before, are denoted by the lines that turn upward. This is especially noticeable in connection with the mouth. So it is a healthy and good indication to see in a person the corners of the mouth turned up, giving a pleasing expression to it.

When the lips are full and well-formed, it is an indication of a kind and affectionate disposition. The latter is especially indicated by a moderately full lower lip. A mouth forming nearly a straight line indicates an equal balance between optimistic and pessimistic traits of character. That is to say, a person will be neither extremely optimistic without any visible reason nor extremely pessimistic without any real cause of worry. A loose, open mouth indicates laxity of character, an easily led individual, a person who lacks self-control, but one who is often generous to a fault. The

thin, tightly-closed lips denote stinginess and lack of sympathy, unusual self-control, also coldness and practicality of character.

THE VOICE AND EXPRESSION

We have three pitches of voice in expression:—The mental, motive, and the vital. The mental voice is high-pitched, shrill and quick in expression. In normal cases it denotes the thinker, the intellectual type that is high-strung, responsive, and somewhat easily aroused and excited.

The motive or mellow voice is low and deep and has a very persuasive quality to it, for it is neither too high-pitched nor too gruff, yet powerful and convincing; it is the voice that is used very aptly to win people rather than to induce them; the voice that seemingly comes from the heart, hence the best voice to use in speaking to one's sweetheart. This quality, however, cannot very well be fabricated; it must come naturally in order to obtain the right results.

Lastly, there is the pleasant and slow, somewhat soft voice of the vital type, usually used with an intermixture of a smile or laughter, and denotes exuberance of health and good nature. It is neither strained, nervous, nor cranky and can be differentiated easily from the two kinds of voices considered above.

There are other combinations of speech and voice, such as whispering, secretive talking; and the querulous voice of the dyspeptic; also the restrained and hesitating voice of the liar. The habitual liar is inclined to talk with hesitancy, because he has to talk against time, in order to be able to fabricate some story which will convince his hearer; he also takes extra breaths for the same reason.

We shall now consider the walk. The mincing, affected walk denotes the undesirable, bragging, gossiping, petty-minded individual. The leisurely, slightly swaggering walk goes with an independent nature. Then we have the rolling walk of the fat or vital type. We have all seen the egotistic walk of a person who spreads out his elbows, swings from side to side, with his hat pushed too far back, and takes too much room. The most desirable of all is the straight-forward, firm steps, medium in length and even, neither too fast nor too slow, and an abundance of resiliency.

Laughter is another phase of the general expression, and is considered here in connection with phonetic sounds according to usage of vowels. It shows primarily the habitual expression or the appreciation of humorous situations and the degree of a sense of humor one possesses. There are two general points the student should bear in mind in regard to the laughter, namely, the pleasant and agreeable laughter that goes with a good character; the unpleasant and disagreeable laughter that goes with the questionable character. The discrimination of the degrees of the goodness and badness, of course, we leave to the judgment of the student. They can be learned only by giving constant attention to this study.

Thus, long "e" with "t" before it expresses a girlish giggle. When it is heard in a man's laughter it is exceedingly silly. The student should practise laughing in accordance with the instructions here found in order to get the actual experience of how different laughters sound. The short "e" in laughter with a "t" before it denotes a lack of vitality in young people, but is usually found in people of old age. The long "a" is found in the miserly laughter, and denotes deficient vitality and weak state of health. The diæresis "a" is found

in the boisterous, affected society laugh. The laughter with an Italian "a" denotes the independent nature of men who live in the open—the big, healthy, hearty laughter. We also have the long "o" in the laughter filled with merriment, usually employed in ridiculing some person of whom you are making fun; as a rule this laughter is heard while one is pointing his index finger at the other, as much as to say, "Well, well, that is one on you!" Or "Aren't you funny?" The last laugh is the double "o," which is heard in subdued laughter, such as when we have something funny to laugh at but circumstances are against it, yet we cannot suppress it altogether, and the result is the subdued form of laughter with the mouth almost but not quite closed.

The above named are, in general, the most valuable points in regard to expression, unmistakably indicative of the inner character, and its quality in action. The study of expression is valuable for the purpose of checking up observations made of the features and outward appearance. This book would be incomplete without it, enabling us, as it does, to see how near right we are in our conclusions without asking a question or seeing the person in actual manifestation. It is true, however, that a correct conclusion from an observation of physical appearance always coincides with the actual expression of the individual, providing he is normal and in possession of a healthy mind and body. When this harmony between the expression of the subject and the conclusions on the part of the student is lacking, the fault may be traced either to incomplete or hasty observations on the part of the student, or to a wrong and unscientific conclusion. Do not be discouraged or blame Character Analysis if your analysis of a person proves incorrect. Start all over again; take

Why You Are What You Are

your time; find out just where you made your mistake; and the chances are nine out of ten that perseverance and industry will teach you how to make a convincing and scientific analysis of every individual you meet.

CHAPTER TWELVE

Insanity and Criminology

"Your face, my Thane, is like an open book
Wherein men may read *strange matters*."
—*Shakespeare.*

IT is an arbitrary question among scholars who are specializing in Insanity and Criminology as to whether there is a conclusive standard of distinguishing a mildly insane person from an individual mildly inclined for crime; therefore we will omit in this chapter all the minute and unimportant details in regard to minor classes, and will treat the subject on a broader scale. We will first consider some of the indications of insanity. For example, certain features in the face, and especially peculiarities in speech and gesture, are very significant, because they are the breadth of mentality, and sanity of mind. To illustrate:—In order to be convinced that a person is sane, begin a conversation with him, and by the very logic of his answers, directness of his speech, and by his comprehension of what you are talking about, you will immediately form an idea as to whether the person is using his mentality according to the known standards of logical thinking, or whether his mental processes are haphazard and disarranged. In other words, if his answers are clear and concise, it follows naturally that his thinking is clear and concise. On the other hand, if his answers are illogical, obscure, and to a marked degree lack logical substance, the person is unbalanced. The eyes help in the study of insanity. Thus,

a staring, dull, listless look is an indication of mental vacancy, and an abstract tendency of mind; generally speaking, such eyes point to the fact that the person lacks co-ordination and the proper functioning of his mentalities. With a little study, the student will be able to differentiate between the so-called healthy, intelligent, and sane type, and the absent-minded, abstract, and insane. As we said, the gestures have a good deal to do in this connection; for example, nervous, awkward, out-of-place movements of the hands or feet, unnecessary and peculiar twists of the mouth, chin and shoulders are other indications either of mild insanity or complete idiocy.

There are, of course, different causes for insanity that are known to the students of this subject. The majority of cases, however, are traceable to inheritance. Quite a few of them are caused by mental strain in varied degrees, and some by accidents of different kinds.

There is a way to prevent the increase of insanity, and the surest way is to prohibit marriage between imbecile people, for it is a known scientific fact that from mildly insane parents will come a complete idiot, and as the highest percentage of insanity is due to inheritance, therefore we would automatically reduce insanity by legally prohibiting marriage between mentally disarranged people. Another point the scientists are investigating, and which will be considered on a greater scale in the near future, is the problem as to whether it is best to entirely isolate insane people, or to judiciously distribute them among normal people. We are especially considering at this moment, the so-called first stages of insanity, in which the surroundings and environment naturally have either a modifying or intensifying effect on a person's mental condition. The writer is inclined to believe that mild cases should not be put among hopelessly insane ones, as this

works to the detriment of an individual who is mildly affected by insanity, and expedites his case toward complete ruination. But, as this book deals primarily with the points of character of normal people, we will merely say that strong characters must help the weak whenever possible, and if this is done, we could accomplish a little more for the betterment and alleviation of mental sufferings that are caused by all degrees of insanity and mental derangement.

CRIMINOLOGY

How To Recognize The Criminally Inclined Individual

In learning to recognize the criminally inclined person, the first thing to ascertain is whether the head is normally developed and proportioned. For example, if the man you are analyzing has an unusually high crown and deficient temporal section, he is subject to a temptation to acquire things that do not belong to him—a thief. A mental type with a short head and without education, is impulsive by nature and liable to go wrong with startling ease under tempting circumstances. Any deviation in features from the normal measurements may be taken as an indication of criminal tendencies, such as a symmetrical forehead, eyes that are too closed and secretive, a head that is too low or bullet-like in shape; the so-called roof-shaped head also accompanies a criminal nature. Other indications of bad tendencies are disproportioned noses which are either too large or too erratic in shape, over-developed lips, and too small or too large mouths.

It is comparatively easy, in a prison, to distinguish the born criminal, and the one placed there by circumstances. The man who steals or commits a crime of some sort for no

other reason than his natural gravity toward the bad act, surely possesses some abnormal physical feature or features, on account of which it is possible to discern his traits before he actually becomes a criminal. Thus if an early examination shows the need, children inclined that way may be isolated or trained so as to insure better futures and help them to avoid prison life. Some work could be found with less temptations for his weaknesses, and more opportunities to foster the stronger traits in the child. Here Character Analysis plays its important part. He who knows Character Analysis well would not place a weak character in a responsible position. It is the duty of all to help the one weaker than ourselves and to see that the criminal type is placed where the *best* and not the *worst* side of him will be fostered. Again, to recognize a man with criminal tendencies, we simply use the same methods employed in previous analysis, namely:—Check up the physical appearance, and when we see some over-developed or under-developed features, logically interpret them. It should be obvious to the student by this time that one needs in Character Analysis not so much theory as practice, and plenty of it.

To be sure there are criminal types, but, as a rule, they also are a result of matrimonial union between criminally-inclined or alcoholic parents, and this can also be eliminated by passing a law that will at least lessen the number of marriages between these questionable characters. In my personal experiences, in investigating twenty large European jails I found that the so-called hardened criminals are more the product of misunderstanding in their childhood and lack of proper direction from parents and teachers, than the victims of inheritance of criminal traits. To my personal knowledge, sixty to sixty-five per cent. of the criminals in our

jails are there because they were misunderstood in their childhood—a fact that makes one feel like starting a crusade for the betterment of our educational and parental system, in order that children may have the right and due direction, according to their individual characters, and not according to misjudgment on the part of teachers and parents. The above percentage is indication enough to show how colossal is the problem of crime. It means waste of great human energies in jails and prisons. It means a vast expense connected with the upkeep of these institutions running into millions of dollars annually, and why should it be so? There is no need of it, if we stop to analyze and employ logical methods. What we are now doing is to punish and avenge, rather than to prevent. We all agree with the axiom "An ounce of prevention is worth a pound of cure." This is just it. If we would only direct the money, energies, and effort, not toward committing offenders to institutions, but rather toward preventing their appearance in society, we would be farther ahead and evolve a finer race. Sometime ago I spoke with one of the leading wardens in the country, and, of course, he was in favor of keeping as many institutions of correction as possible, and he was of the opinion that no one who sees red once should be let loose in a community. Later the same warden told me that there are criminals in his charge, that had he his own way he would free, because of their good behavior, honesty and politeness. They had committed crimes on the spur of the moment, but in no wise were born criminals.

To the author's mind the greatest solution to crime, is:—
To start every child right, from babyhood up to fifteen years of age. By this we mean that every child who is born into this world should be rightly understood, fed, clothed and judiciously taught to do the right thing to himself and others,

and it is also the conviction of the writer, based upon a vast amount of facts, that crime, poverty, and corruption will in a quarter of a century pass into history. This is worth thinking of by our educators and parents. We know that every normal child is good at the beginning, generally speaking, and that the change comes later in life, largely due to misdirection and misunderstanding. The surplus energies of our youth who are made to work out their own salvation, result in tragedies of all kinds. So when we study the cause of crime, we find it is a direct product of our sociological conditions.

The entire method of our procedure in the problem of crime is wrong. It has been the attitude of the majority that the criminal and no one else is to blame for his conduct. The science of Human Character Analysis plainly shows, however, that we inherit one-third of our character, and acquire one-third in childhood so only one-third is left to our own personal direction. How, therefore, can we entirely blame even the born criminals? Study the faces and heads of some notorious malefactors from the Character Analysis standpoint, and you will find deficiencies that are responsible for their tendencies to steal, kill, resulting in their becoming moral outlaws. Of course we should not leave them roaming at large. We do not advance any such theory. What we do say is this:— We should, by all methods and means, strive to prevent crime and insanity by getting down to the causes of things and eradicating them, then the effects of those causes will as a matter of course become evident. It is an axiom in this science that "Nothing comes out right which is started wrong," and so in order to save trouble all the way along, we should make the right start. There is a Universal law that operates in this world, which we call "the law of psychological compensation," whereby we get failure or success in direct ratio to

our obedience to this law. If we obey it, it works for us; if we disobey it, we get the opposite results. Some one has said "Where there is a law there is no mercy or justice—except when we obey the law." And such is the case. If our methods of treating the problems of crime and insanity are in controversy with this law, we shall never be rid of these problems, but they will become worse and worse every day. We shall never be free, because freedom follows an obedience to the law.

As I write this chapter, I have before me a great collection of likenesses of notorious criminals—my "rogues' gallery." Here I see many deficiencies that demonstrate to me the "whys and wherefores" of the types. There is, for instance, the "roof-shaped" head of an unscrupulous thief; there is the man with a high head in the crown section, but with a deficient chin to control his ambitions—he is also a thief; there is the man with a big nose section, but no brain power to direct it—a horse thief; there is a man with an asymmetrical forehead—practically insane; he is committed for murder as a sane but a murderous type, which he is not, and should be in a sanitarium for the mentally unbalanced. I need not give more examples, as the keen student may find them for himself on the streets and everywhere. So it is a foregone conclusion that crime and insanity, in the light of Character Analysis, are solvable problems, and the way out is by tenacious effort to prevent youth from starting wrong, and by prohibiting marriage between imbeciles, or between the mentally unfit.

CHAPTER THIRTEEN

Graphology or Reading Character by Handwriting

THIS chapter—brief and concise—practically applies the laws found in the study of handwriting. Altho it should rightly go with the study of expression, we are deliberately giving it special consideration, because of its importance and interest. At the end of the chapter, students will find specimens of some outstanding styles of handwritings, explained in this chapter, and intended for reference when comparisons are made.

We will first study the three slants:—The upward, downward, and “straight slant.” “Slant” as here used, refers to the general trend of the lines of writing across the page, rather than to the position of each individual letter or word. When the slant of writing tends to go upward and is very pronounced, it usually means enthusiasm, exuberance, vitality and energy, ambition, willingness to take a chance, also hopefulness, optimism, a happy-go-lucky disposition, and if carried to the extreme, denotes too much enthusiasm, or a too ambitious and speculative a spirit. The intensity of the above-mentioned characteristics is modified or strengthened by the degree of the slant. The student should start studying his letters and the letters of others right now, so as to obtain experience in determining the meaning of chirography.

The downward slant denotes just the opposite. It means lack of enthusiasm, a great deal of pessimism, lack

of ambition, tendency to worry and look on the dark side of life; fault-finders often have this kind of handwriting. So scientific is this principle of Graphology that the contents of the letter often can be entirely disregarded, if the slant is just the opposite to the expressed sentiments of the writer. I will cite an experience of my own:—A year or so ago I received a letter from a friend of mine in Washington, D. C., in which he said that all was going well, that he was making good progress, and that he was well, and in first-rate condition financially. That was the sentiment of the contents. The slant was so decidedly downward, however, so contrary to the thoughts of my friend, that I could not be content with all he said, and was much perplexed. I immediately sent him a special-delivery letter, asking him to tell me the truth. I also said that his letter was not truthful, and accused him of being too modest and proud to tell me the real state of affairs. He knew me well enough to understand whether I was unduly excited or had my reasons, so he sent me an immediate reply, telling me the truth, which I already knew. The letter read in part as follows:—“Things are bad with me, and I am very anxious about the outcome of my efforts here. At the time of my writing to you I was very nearly insane, but didn't dare tell you, for fear of causing you great worry. Now I see there is no use of trying to hide things from you, so you may have the truth.” Often, however, this so-called pessimistic writing is caused by temporary illness. The importance of any handwriting is especially interesting because it shows the state of health and mind at the moment of writing, and may be entirely different a few minutes later. To gain an understanding of this Science of Graphology is a simple matter, and the knowledge is valuable indeed, if applied to the principles of Character Analysis, and for the

sake of checking up the findings by observation of the different features. This downward writing is always an expression of either habitual or temporary depression, and automatically tends to go up when the mental attitude changes to a more cheerful and hopeful trend. I seldom read the contents of a letter first. I turn my letters upside down and study the slant of the lines first, and then I read the letter.

The "straight slant," or the writing which flows across the paper in an even, horizontal line, is the most desirable for many reasons. It denotes balance of character and it is the poised individual that writes this way. It is neither too optimistic nor too pessimistic. It takes things "with a grain of salt," and is not easily elated or discouraged. It is the type that Shakespeare described as "taking everyone's censure, but reserving his judgment" (the slight change is mine). So it is the level-headed person, and therefore, a most dependable and desirable type—usually well-balanced in other ways.

Now we will consider the position of letters in words. There are three in all:—The outwardly inclined letter (from left to right), the backward writing, and the vertical or straight up and down letters. The outward denotes generosity, energy, and often extravagance, also love of activity and leadership. If carried to the extreme, it denotes carelessness and impulsiveness, outspokenness, and sometimes a lack of patience and forbearance.

The backward writing means reserve, calmness, self-control, modesty, conservatism, economy, and a dependability in resolutions and obligations. When extremely back-hand, it denotes stinginess, lack of sympathy, harshness, selfishness, and sometimes miserliness.

The balance between the two extremes is the vertical handwriting, which signifies sympathy, balanced by common

sense and good judgment. It is neither a happy-go-lucky nor hard-headed type, but a reasonably happy, generous, tactful, dependable, honest-to-goodness individual.

The open or closed letters show the habits of a person. We shall explain the meaning of the principles of this fact. The most important letters to study in this connection are the a's, o's, d's, b's. When they are tightly "shut" (see illustrations at end of chapter), it means secretiveness and thrift; and in extreme examples, where these letters are very carefully closed, perhaps even doubled over inside the loop, stinginess and lack of sympathy or benevolence, also caution and conservatism. The above-mentioned letters, when left open or disjoined, stand for generosity, sympathy, credulity, extravagance, open-mindedness, adaptability, progressiveness, and a desire for self-advancement and culture.

Roundness of writing denotes an artistic and refined nature, love of beauty, ease and pleasure. An easy going nature often employs this handwriting.

Angular handwriting stands for energy, aggressiveness, positiveness, action. This also means quickness, keenness and impulsiveness. Often this is the handwriting of a convex type with elastic or hard consistency.

The so-called masculine writing is large in size and somewhat lacks symmetry and polish. The letters are large and triangular; the writing tends to be sweeping, and the extravagance in spacing is pronounced. It may be the writing of a man, or woman, who has strong masculine traits of character. This writing is called masculine not because of sex, but because of the character it denotes.

The feminine handwriting is small and refined in size and denotes in a man or woman, a well-bred, kind nature, love

of art and beauty, daintiness; profound and sympathetic traits of character go with this handwriting.

The writing of old age is in a class by itself. Its peculiarity is its shaky, uneven letters, with many zigzags, which are caused by the trembling hand. (See illustration at the end of chapter.) It is very pronounced in old people who have become unsteady in their muscular control.

Childish writing is that which is disproportioned and unbalanced in size and shape; it isn't really writing, it is simply scrawling. Whenever it is found in young or old, it means immaturity of mind and an undeveloped intellect.

The writing of youth, is not as crude as the childish type, altho it partakes of some of its characteristics. It is, in general, more even and better proportioned, denoting growth and making of character.

Flourishing writing denotes an egotistic nature, and a tendency to attract the attention of people, hence the many intricate concoctions in letter-making. This type, as a rule, is fond of himself and fond of praise and compliments, and will go far to get them; this is the reason for such pains in adorning letters and making unnecessary designs. Perhaps it is a good idea at this point to consider other indications of selfishness, and therefore a tendency to try to please people by beautiful letters in order to get self-praise. The letters m, n, v, y, w, are especially important in this study. If these letters show an inward turn such as shown in the writing illustrated, that denotes selfishness, secretiveness and conceit. If they are straight or outward that means altruism, willingness to help and co-operate. It is a good indication and very true to character.

The crossing of t's is very interesting, for it helps to gain an insight into a person's will-power. Thus, the strong,

bold crossing of t's denotes powerful, active will, resolute determination and quickness in execution. When it is very pronounced it may be too overbearing and crushing, driving one on regardless of opposition or the toll it takes en route. When the crossing is firm but not so long and bold, it means a strong but diplomatic, tactful will. It shows a will that causes one to arrive slowly but surely; a will modified by common sense. When the crossing is very weak and thin, it betrays the weak will. The will that never is able to shoulder its way to the front. Sometimes there is no crossing at all, and that denotes an absent-minded, undependable, fickle individual.

Physical courage and audacity are shown by very heavy and high-pressured letters written in an angular manner, and often very illegible. As an illustration note Napoleon's or Roosevelt's writing.

Neatness of writing stands for dependability, moderation, system, method, accuracy, order and love of neat appearance in every respect. The letter that is well punctuated, well written, neatly sealed and correct to the last detail, is a good indication of an orderly mind. It goes, as a rule, with the character that is the opposite of shiftless, impatient, careless or slouchy. It points to the fact of clean habits, self-respect, dignity and prudence. Nothing is overlooked that can give the writing an irreproachable appearance.

The envelopes providing they are not soiled or blotted also show the habit of neatness. An apology on the part of a writer for an untidy letter is a poor excuse, and should not mitigate the habit of carelessness and laziness that so often go together.

The most desirable writing is neither large nor small; it is straight in slant and vertical in letter formation (See

illustrations.) There are no flourishes; all extremes are left out; in general it appears neat, unostentatious, unassuming; yet is attractive, because in every respect it is legible. It is well-proportioned and has no ends and fancy tails to its y's, capitals or other letters. It is straight and plain, beautiful yet not ostentatious—the best indication of the stability and straight-forwardness of the plain but just character whose word is law.

Optimistic writing →

Pessimistic writing →

Horizontal writing - - -

Outward writing

Backward writing

Vertical writing

Open letters: a, o, d.

closed . . . a, o, d.

Round handwriting

Angular handwriting

Masculine Handwriting

Feminine handwriting.

Old age handwriting

childish handwriting

youthful handwriting

Flourishing Hand'g

Neat handwriting.

Egotistic - N, M, V, Y, etc

Altruistic N, M, V, Y, etc

Three kinds of wills:

Strong will is the "t's"
crossed like this: t.

Weak t
crushing . . . t

The most desirable
handwriting is this last
specimen →

G.H.B.
1111

CHAPTER FOURTEEN

The Study of Vocational Guidance For Children

THIS problem, to the author's way of thinking, is the burning question of the day. I am more concerned with this phase of Character Analysis than any other, no matter how important others may appear to be. I am asked by people everywhere I go more about this phase of the study than all the rest combined, excepting only the question of matrimony, which is second in vastness to children's vocational guidance. For the above reason, two full chapters will be devoted to this question, altho ten could easily be written, if the subject were to be treated from all standpoints. The purpose here is to give enough concrete facts so as to enable parents and teachers to deal justly and successfully with them. Christ has said: "But whoso shall offend one of these little ones which believe in me, it were better for him that a millstone were hanged about his neck, and that he were drowned in the depth of the sea." The most important thing in the world, and the task for which we are the most responsible is, of course, to bring up a child properly, to insure a healthy body and mind, foundations for a worthy success in later years. It is useless to say that our modern way of bringing up and educating children is most inadequate—an apparently bold and revolutionary statement that I make deliberately, and later shall endeavor to show why I am inclined to so believe. I will also propound a concrete method of improvement—at least to a certain degree—in this state of misunderstanding the child's problems, through lack, on the part

of the great majority, of a knowledge of the psychology of the child, and the formation of character in childhood.

How much a child is sometimes misconstrued and misunderstood, with perfectly good intentions, on the part of his parents can be illustrated by my own observation of a boy of eight. A lady came to me a few years ago with a shy little boy of eight years and said: "Mr. LeBarr, this is my little boy Johnnie; I love him dearly, but I think he is crazy." I asked her to tell me her reasons for saying this. She continued: "You see he has a mania for everything that has a mechanism to it, such as alarm clocks, watches, bicycles, and sewing machines. He takes them apart whenever he gets hold of them. Don't you think that is enough to show that he is crazy?" By this time I had made up my mind which was the crazier of the two, but I did not say anything, for it doesn't pay to tell everything that one thinks. I said, "Madam, I cannot tell you anything about this boy until I analyze him." She consented, and I analyzed the boy very thoroughly, and found him to be a born mechanical genius. I then said to the lady, "Madam, if I were you I would be proud of this boy of yours for the rest of my life. He is a born wizard in mechanics, and you don't realize it." Her astonishment was very great, and the only thing she could say was: "A genius"! I continued, "Don't take my word for it but send this boy to some electro-mechanical school at once, and he will not disappoint my expectations. To make a long story short, she did as I advised, and in six months that boy was ahead of every one in the school comprised of three hundred boys. I called up the director of the school one day and asked him about the boy. "Why," said the director, "he is a wizard. The only thing we do with the boy is give him a part or the whole mechanism and say, 'Johnnie, there

is something wrong with this; fix it,' and he goes right ahead, often without asking a single question, and the thing is done."

This is only one of the many cases that have come under my personal observation, showing the tragedy of misunderstanding, that not always ends as happily as this case.

Somehow it is an old tradition to think that whatever a child wants to do is wrong. As a matter of scientific research, it is often the key to the solution of his future. If his desire in some line is also warranted by the fact that he has some talent in that direction, the parents should rejoice, as the problem of their child's education is solved. It is an old-fashioned idea indeed, to demand of children that they must follow in the footsteps of their parents, altho once in awhile it is perfectly legitimate. More often it is disastrous. Therefore, the child should be allowed to take that course for which he is best fitted, and whole-hearted assistance should be rendered toward that end.

THE PROBLEM OF MANAGEMENT

There are all sorts of children, and so there must be just as many ways in handling them. It is idiotic to attempt to employ the same methods with children, whether in school or out of school. Some children respond very readily to kindness; some, to firmness; some, to love; some can be appealed to through reason, pride, ambition, imagination, sense of dignity, honor, sportsmanship, justice and manhood. Thus you must appeal to the strongest instinct of the particular child. The knowledge of Character Analysis in this connection is obviously indispensable to every teacher, parent and educator; the lack of this knowledge disqualifies one to be in a place of such responsibility. Our children of to-day

are our citizens of to-morrow, therefore it is but logical that we should do all in our power to understand them rightly and act accordingly. The future of the world depends wholly upon the children of to-day. How many of us realize the magnitude of this problem of child rearing and educating? Many talk, but few act. Study our teaching staffs, and you will find that ninety-five per cent. of the teachers have little or no idea of Child Psychology or Character Analysis. Do you wonder that we have so many failures in life? The author doesn't. The wonder is, not that we have so many failures, criminals and misfits, with all the ignorance of the problem at our backs, but that regardless, we have so many successes and so much happiness. With the scientific knowledge, and application of the facts in this direction, it is possible in one generation to obliterate altogether the tragedy of the misfit and failure. Science is classified knowledge, and knowledge is power, in whatever field it is directed. Scientific education is cheap; it is ignorance and incompetence that is expensive.

As you see, the entire problem involves nothing but everyday common sense, practically applied. The problem of managing and directing a child is not as hard if the child has one tendency only, but the most difficult child to guide is that one which is either too versatile in all lines and does not manifest superiority in any one line; or the child who possesses some ability for something but does not like to work in the line for which he is qualified. Instead he has an unexplainable longing to work in some other field, for which he apparently has no ability at all. These cases are very frequent; exactly the proverb well says:—"The best place is the one where we are not," and so there is a craving for some work in which the child would never gain advancement.

The human mind is an intricate machine, but patience, perseverance, and the desire to find the truth about it finally will prevail. We already know a good deal about its workings, and in the future we will try to know more. There is another type that we call a problematical one, and that is the so-called indolent, indifferent, or complacent type; namely, a type that doesn't know anything, and doesn't want to know anything. Many a reader may put himself in this very category, and there may be a grain of truth in his diagnosis. This type often doesn't do anything, and is perfectly content in doing nothing. Of course that kind of a child causes those in charge of his upbringing to become alarmed about his future, and who can blame them? One may ask if Character Analysis is an all-curing panacea. We will say it is not. The value of analysis is to find out whether the child lacks talents, application of talents, or both; whether he is deficient in health, ambition, energy. It is the thing that throws the true light on the case and prevents misunderstanding. In many cases the child is not to blame for being inactive, lazy or indolent. Character Analysis finds the cause and often the remedy—a great deal when you stop to think about it, but as to whether it is the omnipotent remedy for every ill, of course, is open to question. Primarily, Character Analysis brings understanding out of chaos, and enables one to see the facts as they really are and not as we like them to be, but even if the true facts are bitter, we say "Faults once recognized are half overcome."

We Character Analysts are often asked as to the age at which a child can be analyzed with a great degree of certainty. I, for one, have no standard rule as to the age, for it depends wholly on the child. Some children at the age of three have the intelligence of a five-year-old child; some are

just that much behind their years. Some are very pronounced types and can be read easily at the age of four or five, but there are others who are of the so-called "mixed" or combination types that could be deciphered with better results at the age of twelve or thirteen. Then, there are the balanced types that are hard to analyze until some one trait takes the leading place. So there is no set rule in regard to the age, but at any stage a general analysis is good for the child's future, because it surely gives at least some insight into his psychology, and of course some is better than not any. There are some features that rarely change at all; for example, the color of eyes, length of the head and a few others, so that the earlier the child is analyzed the better, but an additional analysis in later years will, of course, be very desirable. Let us earnestly hope that in the near future, we shall have in all our schools and colleges, some one who is there expressly for the purpose of telling us what we really are and what is best for us to do in life. If not many, at least some of us *know* that it could be done, and if the writer did not have this conviction, based on actual facts of his personal experiences in analysis of multitudes of people for vocational purposes, the above statement would never be here recorded. The fact that an early start in the right direction will save so much time and energy, should hasten the day when we shall have scientific vocational guidance courses in all of our schools.

CHAPTER FIFTEEN

Vocational Guidance For Children

"In thy face I see the map of honour, truth and loyalty."

—*Shakespeare.*

IT is a known fact in Physics that "Force invariably arouses force in opposition to itself"; therefore, those who believe in "reforming" children by punishment of all kinds, do not know the working of the simple law of opposition in this world. They simply show their ignorance of Child Psychology, and should never be permitted to be in charge of youth in the capacity of parents, teachers, or educators. Physical punishment is especially criminal in its far-reaching effect on the nerves and mind of a child. The physical effect of punishment is soon gone and forgotten, but the psychological effect is never forgotten, and that is why corporal punishment should be an offense punishable by law, and heavy fines imposed on those who practise it. I have witnessed cases where children were made nervous for the rest of their natural lives through punishment, or where they were made to lie in order to escape it, and many other wrongs that are too numerous to mention. This fact is underestimated even by our leading psychologists. The most delicate thing that we know in this world is the mind of a child. Its powers and possibilities are unfathomed and are often killed before they have a fair chance. By what? By gross ignorance on the part of adults. Do I blame the adults? No! They know no better, of course, but that does not mean that we should go on forever in that same old-fashioned, out-worn way. I

have been able to get along with the worst children without resorting to force, except the force of kindness, love, tact and understanding. Every one can do this if he only knows how.

The following case will give a concrete illustration of "the law of force in opposition." In New Jersey, a few years ago, a boy of eleven years killed his mother and his ten year old sister. I investigated the case and this is my finding:—A "bad boy" type of tremendous possibilities as a contractor; had a wide, destructive, constructive head (sign of great energies); was constantly abused and punished by his mother, often for absolutely nothing. He bore this as long as he could, and finally his energies broke loose. One day when he was attacked violently by his unruly and unreasonable, but obnoxious mother, he seized a hatchet, and in instinctive self-defense, and before his mother could hit him, he slashed her head into pieces. His sister rushed madly to her mother's defense, but by this time the utterly aroused fighting propensities of the boy refused to be held longer in check, and in his rage, he also killed her. The boy is now in an institution for violent and unruly children. Who is to blame, my reader? Should he be kept there for life? Think it over and answer for yourself, for there are hundreds of cases like this in our country that need our attention. You will arrive at the conclusion that it is utterly impossible to stop force by force—that the best thing is to judiciously direct it.

SOME OF THE COMMON TYPES OF CHILDREN

The "Bad Boy" Type

The "bad boy" type is simply a child who is full of life and energy, and who if properly understood may be easily managed. There must be some outlet for his energies, so a

lot of activity should be provided; games and sports; useful work, building and gardening. Some sort of competition is a good starting point to keep this type busy. Keep him busy and he will be contented.

The "Stubborn" Type

It is very interesting to note how a negative quality can be turned into a positive one, and vice versa. Thus, stubbornness, obstinacy, anger and bad temper can be tactfully transmitted into will, determination, leadership, persistency and accomplishment. This proves that proper management can do two things at one time:—It prevents a child from growing more stubborn and builds a better character. What is stubbornness? According to Webster, it is: "Temporary refusal to listen to reason." So the reason may be there, but, temporarily at least, it is inhibited or stifled. Now if this could be avoided by tactful action on the part of parents or teachers, the tendency of waywardness will disappear. By kind but firm explanation this sort of child could be taught to be more reasonable, adaptable, and learn to give the others the benefit of a doubt. It has been wrongly supposed that one can scarcely reason things out with a child. As a matter of fact, in the majority of problematical children, the only way to obtain the results sought is by patient reasoning and by a constant watchfulness of their tendencies.

Of course, every child is an individual problem and specific instructions cannot be given here that will apply to each case. We can only say that one should study every child in the light of the facts above presented, and see whether or not he comes under the headings of any one case enumerated. Sometimes a child will partake of several typical tendencies and must be dealt with according to the instruction here given

in regard to the particular type. The reader will readily understand from the foregoing that the problem is not an easy one, but is nevertheless well worth time and study for the sake of the great resulting good.

The Deceitful Type

There is no such person as a born liar or a cheat, except in the abnormal cases, tho these traits are apt to develop in certain types of children quicker than in others. For example, the child that is very high-strung and a bit inclined to nervousness, will invent a lie in order to escape punishment or a scolding. An imaginative child is bound to overdraw a picture and exaggerate, often to the degree of absolute falsehood. Intentionally? Of course, not. Some great men, in the realm of creative imagination have been very adept in making stories out of whole cloth and often this is the best indication of an active, inventive and constructive turn of mind.

The judgment of a child is of course undeveloped, and this often handicaps him in seeing things in a true light. Thus, a child may come home and say he saw a dog of enormous size, whereas it may be found out later that it was only an ordinary-sized one. Children often unconsciously imitate their parents in wrong and right acts, as well as in lies, so if you don't want your child to be deceitful and untruthful, never lie to him, even in jest. An illustration may show the result of doing so:—A little boy of three, day after day, heard his father and mother scold his aged and feeble grandfather for spilling soup on the tablecloth. Finally the aged man was put by himself to eat, and because he dropped a dish once in awhile on account of his feebleness, wooden utensils were

used to feed him. The little one saw and heard everything, altho the parents did not trouble to note this fact. One morning the boy was playing with his toys and blocks and building something that resembled a soup dish, and when his mother askd him what he was doing, he said:—"I am trying to make a plate that cannot easily be broken, and when you and papa get old, I shall feed you out of it." This example of how deeply environment will impress itself on a child's mind is worth remembering.

It is a bad start to promise things to a child and then forget to carry out those promises. I shall never forget an instance of this fact that occurred in my own early childhood. My father promised to keep my savings in his secure safe, so I started hoarding pennies, and imagined that some day, as my father told me, I should be the possessor of quite a sum. Imagine my disappointment when one day father announced at the table that I was a bankrupt—my savings gone. Of course it was only a matter of pennies, but after that I never took his word for things, no matter how much he tried to assure me that his word could be relied on. This is another commonplace incident, but its importance cannot be over-emphasized. Avoiding issues and telling an untruth will never prove effective, in the long run, with any child, and especially a bright one. The teaching of the values of life, and of the practical ways to go about things should be early instilled. An incentive to earn and save money is a good idea for any child to have. What a child needs and should have is right direction as early as possible, for a right start will insure success; therefore, help your child to cross the border of immaturity into the land of reason, common sense, justice and experience, where he will take care of himself, and he will thank you for your earnest endeavor in giving him the most

important thing in life—the right start. Isn't it worth the trouble, to see the results of your guidance evinced in a bright, upright, successful and happy boy or girl? Nothing should prevent you from doing that; if you cannot do it yourself, at least you can ask the assistance of those who can. When you want to invest your money, naturally you go to the stock broker; so the logical thing for you to do in a case where you do not understand or are doubtful about your child's character, is to consult a Character Analyst. It is a great inspiration to watch children with many limitations succeed in working out their own salvations, but of course they would accomplish more had they been given right help at an early age.

The Folly of Scolding Children in Public

Perhaps the second greatest curse upon the child, in addition to beating, is scolding in public. Altho any reasonable parent or teacher would not be so unwise, it must be considered for the sake of those who practise it. The effect of scolding is demoralizing and detrimental—again from the psychological standpoint. It makes a child hateful, antagonistic, and resentful toward those who do it, and eventually toward everybody. The people who suffer greatly in life at the hands of some unjust person, become unsociable and revengeful toward the whole of humanity. This is not a supposition, but the result of research in some hundreds of cases. Not only is scolding in public very injurious to the child's character, but praise in public also has an undesirable effect on the young mind, fostering as it does a complete egotism and craving for approbation, which if carried to the extreme is most harmful.

If some one will say, "Well, I've done my best with my

child," this is a poor excuse if their best was not quite enough; for in our age of science one may obtain the necessary information in regard to a child's management, if one so desires. There are some factories in Europe where even a true use of the excuse "I didn't know this or that" never prevents a man from losing his job if he makes a mistake. In other words, no one should do things blindly in this world and then apologize afterwards, if he could possibly have found the right way of doing things. This is not a preachment but a retaliation to those who ask me so many times if people should be excused for their ignorance. They should not!

Another thing that is very common and also fundamentally wrong is to check children on the use of negatives. Such phrases as "don't," "shouldn't," "mustn't," "I told you not to touch it," "Didn't I forbid you?" etc., should be struck out of the vocabulary of a person dealing with children. Instead of that, tell the child *what* to do and *how* to do it. Explain carefully to the child in a patient, agreeable way rather than appear preposterous by losing your temper. Every child is fitted by nature to do one thing really well. The only reasonable course is to find out what it is. This question is thoroughly considered in my new book (now in preparation) called "*Every One Is a Genius*," meaning, of course, every normal person is endowed by nature to do one thing supremely well.

The Slow and the Fast Types and How They are Managed in our Schools

It is a pity, but it is true, and a more absurd treatment of children could not be imagined, yet you know as well as I, that we hurry the slow pupils to death that they may keep up with the brighter ones, and hold back the brilliant, so that

the slow may catch up to them. An authority tells us that we should revise our educational system so as to meet the following conditions. In primary schools we teach children in order to qualify them for high school; in high school we prepare them for college. The curriculums are made with this in view. Statistics, however, show that only four out of every one hundred who start with the primary school ever enter college, and about from sixty-five to seventy-five per cent. leave school to go to work. We should be mindful of the above stated facts, and do something to remedy them. We should inculcate more practical information in our primary schools, so if the student is obliged for some reason or other to go to work before entering high school or college, it will help him to be more successful in earning a livelihood. This we consider in connection with Character Analysis, and not in order to be ostentatious or critical in the least. The above thought was suggested because of the fact that some people come to me for character analysis, and I find that they failed not only because of a lack of higher education, but because on the other hand, the primary education which they did receive was not practical enough to enable them to do justice to their fundamental tendencies of character. Elsewhere in this book the reader will find discussed more fully constructive suggestions along these lines.

The Shy Type

This type is found among the so-called "mental" or introspective children; the type that wants to be let alone and often strays from company—partly because of natural timidity and partly from lack of self-confidence. He is easily frightened and is sensitive, hence he should be encouraged to stand up for his rights and cultivate sociability. If he is ambitious

in any way at all, it will help a great deal to appeal to that ambition in order to overcome this drawback. As a rule, an ambitious child does not like to appear limited, and if made to realize this, he will fight for liberty with a courageous appearance. The writer went through this experience himself, and after a long struggle, succeeded in completely overcoming timidity. Your child could do likewise.

Akin to the above type is the cowardly or "baby boy" type that is afraid to fight and to face obstacles, and such a nature is a tremendous drawback. This also can be changed to courage and ambition, by encouraging the boy to play manly games, and stand firmly for his rights. If it happens that this boy has great pride, a sense of justice or moral courage, it is best to appeal to those qualities. The chances are when these qualities are brought into play, all sense of danger will be forgotten, fear discarded, and a cowardly-inclined boy who has a strong sense of justice will battle to the end for an unjustly treated friend.

The Philosophic or Thinking Type

This type is more often misunderstood than any other. He is called "queer," "a puzzle," "crazy," simply because he likes to think and because he cares little for play. He is visionary, absent-minded, forgetful and dwells a good deal in imagination—a world of his own. He is sometimes found scheming and inventing, while others think he is doing nothing. He thinks far better than he talks, and often is more intellectual than his parents or teachers. He is a born pioneer in thought and science, and should be so treated. You may distinguish this type of boy by his quietness, reserve, concentration, absent-mindedness in the routine of life, and an early

ability to study and to create. He is apt to ask baffling questions that are hard to answer; these are some of the ear-marks of the philosophic type. Let me add that the training of such a child should be commenced as early as possible and that play be encouraged.

The Inquisitive Type

The type that is the most difficult and often the most exasperating of all is the inquisitive child, who asks too many questions, and wants reasons for everything. This type is not just a senseless interrogator; he has to do this in order to satisfy his craving for knowledge. Parents should be very proud to have a child like this, for it is a very good indication; for he is destined to be a scholar and an investigator. Give such a child a reason for a thing, and he will never bother you again along that line, altho he may keep you busy with new questions. This kind of child often learns things quickly and far ahead of his competitors. He is a busybody; and is in a hurry to learn and by no means should he be held in check or restrained unless it be in behalf of his health. He is energetic and restless and often dubbed "a perfect nuisance"—an unjust accusation, for it is that craving within the child which keeps him on the move and makes him inquisitive. Once his thirst for knowledge has been satisfied, he will be a doer of big things.

The "Bad Boy" Type

Last but not least to be considered is the commonly called "bad boy" type, which really is the "best boy" of all. This is the type which is invariably the born leader who breaks and demolishes everything in the development of powers which are to prepare him to tackle the obstacles of life. This

propensity to tear and smash things enables him to surmount obstacles and barriers—energy as yet uncontrolled, but the same calibre of which our generals, explorers, pioneers, discoverers, organizers, builders, diplomats and orators are made. One thing can be done in this case to direct rightly this child's energies, for the same qualities that make him destructive, also make him constructive. This boy will not be forced or coerced but will always respond to direction. A case in point is this:—There was this kind of boy in one of the schools in Boston, who was so full of energy that no one could manage or control him. He was a problem, and altho good in general ways, was always getting into scraps with other boys; at two he would fight John, maybe at three George. "He is crazy to fight," his principal told me. I took the case and advised that the boy be appointed sort of chief on the premises to look out for other boys, so there would be no fighting done during the recess and study hours. He was to be paid a little money for performing this duty. Never again did he get into mischief; he was an example and no one broke the rules for fear of getting punished by this born fighter for doing so. The secret of his cure was the diversion of his energy into a creative channel; altho he was still a fighter, it was for a good cause.

Thus we may see that every child may be successfully "reformed" by the right treatment according to each individual case, rather than by one method for all, which is condemned to failure before it is applied. Among the above-mentioned methods which could be successfully used for every child are love, kindness, reasonable and tactful firmness, sympathy and understanding. We cannot over-emphasize the fact that each case must be studied and considered separately and scientifically. Try this method and win by it.

Why You Are What You Are

Analyzing The Job

A brief explanation will be helpful in regard to work itself. So far, we have been analyzing the child; now let us analyze the work, whatever it may be. There are some fields of work that parents should be familiar with and in which they should not place their children unless the children are unusually adapted to such occupations. We mean the over-crowded professions, such as law, dentistry and medicine. Another field that should be avoided is the obsolete or that which is going out of existence. Take for instance, harness-making. The horse is fast being replaced by machinery, so it is only a question of a few years when it will be of little use. There are also jobs that are only of temporary duration, such as ammunition-making during war times, also the ones that are fashionable and their vogue very uncertain, such as modern dancing. In other words, analyze the job and know why you do not want your boy or girl to go into a certain line of work or why you do desire certain things for them. A guess is only a guess even at its best. There is an excellent example in another book of mine:—“*More Facts on Character Analysis*,” where I have cited the case of a Boston manufacturer who lost \$65,000.00 because he was negligent in employing men for responsible positions in his large concern. He, however, was broad-minded, and later admitted the necessity of Character Analysis in selecting the men he needed.

It is comparatively easy to analyze different jobs in the light of the science that is presented in this book. First, should be considered environment. Some persons are better suited to work in a cold climate; for instance, blondes and convex people. Some will do better work in a hot climate; such as brunettes and those who are concave, or plain with a

tendency toward concavity. Then the field of work should be studied; whether it is to be in one place, one state, or the whole world, and the advice should be used accordingly. If the child promises to be a globe-trotter, he should be placed in a position that will give him the opportunity to travel; if he is a "maintainer" or conserver by nature, a steady position in one particular place should be selected.

Perhaps the thing that holds most people back is that they have some minor, but acute deficiencies, hence care should be taken to determine whether the child is mentally and physically healthy. Of that we shall speak more fully, however, in respect to both children and grown-ups, in the later chapter on conditions.

The man is employed, or should be employed, because he can work well, therefore his limitations should be noted before and not after his work is chosen. The general points sought for by both unscientific and scientific employers are industry, honesty, energy, intelligence and health. These are the bed rocks on which the industry of the world depends for its existence and maintenance. Then, of course, come such points as skill, speed, education, experience and special training, but the first mentioned five are the fundamental ones, for without health and honesty and the complimentary traits, man is not in the long run, worth his salt, even though he possesses genius and skill. He cannot be depended upon if he is dishonest or if his usefulness will be curtailed on account of health conditions. So here we have the fundamental and the arbitrary principles by which we must be governed.

Contrary to the up-to-date scientific way of choosing work, we mention the old way of mere chance selection of work, or the method of least resistance. Suppose a boy is about to graduate from High School; there happens to be an

opening in a local grocery store; the store proprietor and the family of the boy are friends; so the heads of the two homes talk the matter over, and through force of circumstance, a natural born surgeon becomes a grocer. This old-fashioned method is not only unscientific, but also unjust.

The final advice I give is to use all the facts possible in an unbiased, patient, and scientific spirit; if after that you find yourself in error, your conscience will be clear. Truth and Character Analysis are merciless in operation but kind in the long run.

CHAPTER SIXTEEN

A Brief Analysis of President Warren G. Harding (Fig. 37) Observed from the Face Alone.

"I saw his heart in his face"—*Shakespeare.*

PRESIDENT Harding has a high, wide forehead, medium square, which indicates broad-mindedness, and intellectual powers that find their expressions rather scientifically. Squareness of forehead always stands for cautiousness and a certain degree of conservatism. Practical thinking is indicated by the convexity of the forehead, therefore, the President is inclined to be business-like in all his undertakings. As indicated by the shape of the forehead, he would treat a subject on a large scale rather than on a small one. He is open to convictions, and cosmopolitan in his methods of discussing different problems; that is to say, he is broad-minded enough to appreciate the viewpoint of others, and therefore is not dogmatic nor too set in his own ideas. We call a man with this trend of mind a diplomatic character.

The eyebrows, which are very heavy, with prominent sinews, denote good powers of observation and indicate that the five senses are most active. These are the eyebrows of an investigator, observer, calculator and a person who likes to see things for himself; in other words, in order to be convinced he demands facts.

The eyes are steady and penetrating, and are neither very open nor very closed, which means power of concentration, self-reliance and positiveness in thinking and expression.

A steady gaze of the eye always means decisiveness and dependability of character. The eyes of President Harding show that he is not as credulous as he would be if his eyes were wide open, and yet he is not secretive, as is denoted by the very closed eyes, therefore, he is shrewd in his transactions



Fig. 37

Face of Pres. Warren G. Harding
Showing: "Stern Justice"

and yet honest enough to give the benefit of the doubt to others.

Perhaps the most outstanding feature of the President's face is the nose section which is long and wide. A large convex nose indicates great energies and a capacity for accomplishment. The three sections of the nose are strongly developed, by which we mean the nostrils, tip of the nose, and the

space between the tip of the nose and the root of the nose. The size and shape of the nose, as observed in President Harding, denote an aggressive, positive, and decisive character with a great deal of mental and physical energy to reinforce it; in other words, this is the nose of a fighter, persistent rather than erratic.

Another interesting aspect of the face is the mouth section, and especially its shape. As shown in the picture, the mouth is somewhat on a straight line, with the right corner turned slightly downward, and the left slightly turned upward, which on account of other things being equal, shows the tendency on the part of the President to take his duties rather too seriously, as is always denoted by the drooping corners of the mouth. The right side of his mouth is not sufficiently downward to say that he is a pessimist, yet there is enough of an indication to say, at least, that he feels his responsibilities very keenly, which shows the dependability of character that makes a person mindful of his obligations, whatever they may be. With this trend of character is often found the tendency to show people his sincerity in his endeavors to serve; a good quality, if not carried to extremes, but if overdone makes people over-sensitive to outside criticisms. On the other hand, the left side of the mouth shows that there is enough optimism to counterbalance the keen sense of responsibility and thereby establish a desirable equilibrium in the President's character between seriousness in the execution of his duties, and enough cheerfulness and optimism in regard to the outcome of his endeavors. The following phrase may summarize the foregoing thought:—He always "hopes for the best, but is prepared for the worst." The entire shape of the mouth, however, has indications of a decisive character with a considerable amount of determination and persistency, which again

is reinforced by the chin section, one of the strongest, if not the strongest, feature of the face. It is long, wide and firm, and denotes will-power, tenacity, persistency, determination, great physical and mental endurance, physical courage, and the ability to endure long hours of labor. It also adds considerably to the general make-up of the character, because a

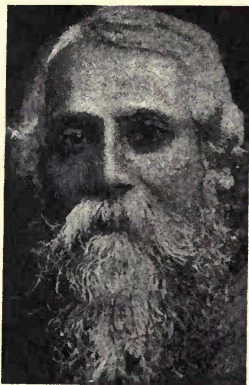


Fig. 38

Tagore. Kind Expression of the Face

strong chin section is often called, in Character Analysis, by a modern appellation, namely, "The Shock Absorber," balancing the character in such a way as to enable a person to do the right thing at the right time in the right way; it gives an individual due deliberation in action, and often in the long run saves trouble by holding in check other tendencies of character, in order to give him time to weigh the facts with due

consideration. In fact, President Harding's chin is, so far as my study of his pictures goes, perhaps the strongest of any of our Presidents. It is true that we have had other Chief Executives with a great capacity for work and an ability to endure hardships—attributes of the strong development of the chin section, but the indications of President Harding's chin are such as show him to be a hard worker, and at the same time very forceful and determined in the execution of his tasks; in other words, there is strong will-power and great endurance combined in one chin.

The synthesis of Character Analysis in its highest degree is an ability to analyze a person from the so-called "spirit of the face," in a few words, (See Fig. 38) so for the benefit of the student, I summarize my study of President Harding's face by the interpretation of the "spirit of the face," as it is shown in one of the best available pictures of our President. It shows this: Steadfastness, balance, and stern justice with a natural, practical bent of the mind. This is as far as one may go with the study of the front view of the face. This illustration was given for the sole purpose of showing the student how he should proceed when he tries to analyze persons by the features of the face alone. As was illustrated above, he should take each lineament separately, and consider it in its proper light.

The student will find that the most difficult thing is to briefly sum up the "spirit of the face," for that can be done only by long and painstaking practice, until finally it becomes second nature. In President Harding's case, for example, the most outstanding description of the "spirit of the face" is, in my judgment, the stern justice. Why I have this impression would take a considerable time to explain, but the fact that I am correct will be evident to anybody who will study

the subject thoroughly, and in that study he will find that the formation of each feature in the face contributes to this verdict which I have pronounced in two words.

To sum up the character of the President from the facial study, and also from the proportion of the head as it is shown in profile:—He is open to convictions, and likes to confer with those who are supposed to know a great deal in different lines of work, but the chances are that he will, when all is said and done, do things as he sees fit and his individuality will be stamped upon the whole procedure, altho the advice he gets from others undoubtedly will be incorporated in the general scheme of this consummation. It appears as tho the advice of Shakespeare in "Hamlet" to "Take every man's censure but reserve thy judgment," is literally interpreted by the President.

CHAPTER SEVENTEEN

Scientific Salesmanship

AS every one of us is a salesman of some kind, this chapter is exclusively devoted to scientific salesmanship in general. The greatest authorities on this subject maintain that the most successful way to do business is to go into it with the idea of giving the customer equal value for every dollar received. At present we are speaking about the legitimate and fundamental way of doing things, and the salesmanship that is based upon co-operation rather than exploitation is in the long run the most enduring and successful. That is why the good reputation of some dependable, commercial house, for example, means more to the buyer than the most alluring and colorful advertisements of the lesser known concerns. For instance, the Tiffany mark on your jewel box spells dependability. As to the question, "who is a salesman, and what is salesmanship?" we said in the beginning that every one, to a certain degree, is a salesman, if he is doing any kind of work at all for his subsistence. A doctor, for example sells his services to his patient; a lawyer, to his client; even a common laborer maintains his work more by inducement and co-operation than anything else. The right way to deal with those who buy our goods, services, thought or knowledge, is to make those people feel that we are giving full service for value received. One should, of course, try to make a reasonable profit, but at the same time he should be mindful to give the other party the benefit and worth of his money. The

man who wins in the long run is the man who works by scientific methods; he can squarely answer to himself or others why he does certain things and why he does not—this is scientific salesmanship. Every one is willing to pay the price if he is convinced that the goods, whether they be tangible or intangible, are worth as much, if not more, than the money he is charged for them. Of course, behind success in any business, must be a mind that comprehends every situation that may arrive.

Assuming that the salesman himself is adaptable to all possible circumstances, two outstanding features of his profession are the study of the customer and the study of the goods he is selling. There are, however, really three:—The salesman, the customer, and the goods, but in this connection we are going to concentrate on the customer rather than on the other two, important though they are. To begin with, the salesman should know his business and realize his responsibility, but the most important thing is that he should understand his customer as an individual, and here is where Character Analysis plays an important part.

Suppose, for the benefit of the student, we are in the light of character reading, or according to the Science of Character Analysis, selling some article to different types and combinations of types. Let us say that the article we are selling is household furniture. Now we will show how this article should be sold to a brunette type. The brunette type, as you already know, is conservative, slow to decide, domestic, serious, affectionate, and dependable. Other things being equal, we should start him from these fundamental characteristics; therefore, a salesman will do well if he mentions a few things that will appeal to this sort of individual. A remark

such as the following will perhaps make this particular customer feel interested:—"This furniture so unusually artistic yet economical will make your home very comfortable, and it will give your wife and children great pleasure." As this type is very fond of children and is very thoughtful of his dear ones, he goes a long way, as a rule, to make them happy, but he is slow in choosing and deciding; he is naturally cautious, and must not be hurried. He could be somewhat influenced by appealing to his seriousness, but he cannot be rushed to a decision, because he insists on taking his time. The logical way, therefore, to deal with this type is to bring him to the point where he feels that it will be worth his while to make a purchase; and when he asks you to give him a chance to think the matter over, it is well to do so, because if he is in favor of the proposition at all, his word as a rule can be depended upon. The customary way of clinching the point by getting the man's signature should not be insisted upon. Now, to pass to the opposite type, which is the blonde, the transaction will assume a different aspect, since he is very enthusiastic, energetic, hopeful and changeable, is a good mixer, and appreciates these qualities in others. The logical way to deal with him is to describe your article with enthusiasm; be genial and friendly enough to show him you are a good mixer; be positive, yet tactful, and by all means clinch your sale in such a way that he cannot change his mind even if later on he wants to. The chances are ten to one that if a blonde is not induced to make a purchase right on the spot, he never will. A haphazard way of dealing with blondes should never be employed, because the blonde type is impatient, is always in a hurry, is enthusiastic and impulsive, and he does things now or never, so with him a slow and unsystematic way of salesmanship will never be effective. Use plenty of enthusiasm and

tact with this type, and try to close the deal quickly, and remember that if you try to drive this type, everything can be spoiled at the last moment. The most effective way to clinch a sale with the blonde type is by every possible method to make him feel that he is settling the thing himself. This can be done in many ways:—By a cheerful invitation to sign the agreement, to give a deposit, or to give some legitimate guarantee that he means business. His word may be just as good as any one's, but it is not a guarantee, because the blonde type, in spite of himself and on account of his tendency to seek "new fields to conquer," and to engage in new enterprises, is likely to change his mind by switching to some other interest.

The type that is medium on the color scale should be dealt with by employing the most important principles of both methods, as he, of course, possesses characteristics common to both bloneness and brunetteness, only not in an extreme degree.

The next step in this study will deal with form, or the study of profile. The convex type is more or less like the blonde, and is restless, impatient, and somewhat impulsive; is full of energies and positiveness; is in a hurry, and should not be made to feel that he is detained too long. The transaction with him should be made in a "snappy," positive, yet good-natured way, because he resents force and is himself a fighter by nature. The only way to handle him is with tact, and without wasting much time in talking about the subject. Be brief, concise, and positive with this type, and if he wishes to buy anything at all, he will do so quickly. A great number of sales are lost with this kind of man on account of talking too much; in other words, this type of customer is often talked away from the proposition. There is no set rule in regard

to how long a salesman should talk to this kind of customer. One must use his own judgment in regard to how brief or how detailed the explanation and the description of the proposition should be; but bear in mind that the talk must be brief and that any statements made must be directed to the practical, for this type cares nothing for theories and suppositions, altho he is very much interested in the facts of the thing he buys. He does not care for details, therefore, a general summary in a plain and practical way of merits will convince him he wants the article. If you cannot show this person the thing itself, by all means show him something that will take its place, such as numbers, drawings or pictures. Generally speaking, this customer is easy to deal with, providing the above principles are adhered to.

The opposite of this type is the concave type, which requires much the same treatment as brunettes. This type likes to take its time, and therefore, if you make him feel that you have plenty of leisure to give the information he wants about the thing you are trying to sell, he will be delighted. This type, as we learned, is very much interested in reasons, causes and effects, and therefore, any interesting detail in connection with the proposition will be greatly appreciated. When it comes to deciding things, the concave type is slow and hard to convince. Tactful persuasion on the part of the salesman may be effectively applied; in fact, he can easily decide for this kind of customer, if he is thoroughly familiar with the peculiarities of the type. A remark like this, for instance, will serve as a concluding argument:—"Why don't you take this thing on approval, and if it does not serve your purpose and does not meet with your expectations, we will be willing to take it back or exchange it for another." It is as tho the salesman is saying between the lines, "Well, what is the

trouble? Are you in need of this article? Don't you like it? This is the best you can get in its line, so why waste time in going to other stores? Why not decide right now? You are taking no chances, for if you find that you do not get what you want from us, we are perfectly willing to compensate you in any satisfactory way." Whatever the method of clinching the point, it should be done with a large degree of patience and tact, because if this type is made to feel that he is being driven and is not permitted sufficient time for deliberation, he will become resentful, and sometimes obstinate—a most dangerous state to put him in, speaking in a business sense, because when he gets to that point, it will be a tremendous task to bring him out of it.

The plain type—a balance between the convex and the concave—can be handled in accordance with his leading characteristics, and so far as form is concerned should be treated according to the suggestions above made for convex and concave types. It should be remembered by the student that the balanced types are the easiest to manage as they are not endowed with extreme traits, and yield readily to ordinary and everyday common sense, so one should not be anxious about how to get along with the balanced type. Earnestness and straightforwardness are the two surest methods to use in handling any balanced type, whether it be in color, form, or structure.

HOW TO SELL TO THE LARGE AND THE SMALL-SIZED MAN

As we learned in the chapter on size, small-sized people are quick and responsive; they become enthused easily and get over it quickly; therefore, in trying to sell to a small-sized person, we should bear this in mind, and be precise, tactful, and by no means undiplomatic. Altho a great deal depends

on other combinations of variables in this type, the small person is bound to transact business quickly, and procrastination or a lack of directness may prove a hindrance in gaining his favorable attention and making a sale.

The large-sized person, on the other hand, is slow, very deliberate in action and easy-going in general; therefore, sufficient time should be given to work this type up to a desirable frame of mind. Rush and hurry will never accomplish the right result. Be as patient as possible, and dwell more upon the points that would appeal to this type, such as the durability and usefulness of the article you are selling. It would also be well to point out the fact that this particular article will save unnecessary exertion and time on the part of the buyer, and is therefore worth the price that is asked for it. However, at the conclusion of your selling-talk, decision can be made for this type. As he is rather slow to make up his own mind, no hurry should be betrayed by the salesman when dealing with this sort of person.

THE MENTAL, MOTIVE AND VITAL TYPES

In dealing in a business way with the mental type, we should recognize the mental attitude of this particular individual toward everything. Directness and brevity are the two main points which we should bear in mind. The mental type, as a rule, is absent-minded, does not like to be preached to, and rather likes to talk himself and secure a hearer; therefore, a long selling-talk on the part of the salesman may spoil everything. This type, generally speaking, is impatient and does not care for details, so should not be burdened with them. If a successful outcome is to be expected, a brief, straight-to-the-point business-like statement about the matter will be sufficient. At the beginning, in dealing with this type, it is wise

to say a few words about literature or things pertaining to the intellectual side of life, but it must be introduced merely as a point of contact and should soon be diplomatically changed to the business at hand.

The motive type, as we know, is the "man of action" type, and he is after things that work, therefore, in selling to him we should emphasize the practicality, usefulness, service and durability of the article to be sold. He is inclined to be independent, and therefore should not be driven to a decision. In this case also, brevity and appreciation of the qualities that are combined in the motive type should be kept in mind by the salesman. This type is always glad to give co-operation, so if one presents a proposition to him, and at the same time conveys to him the idea that he is helping you while helping himself, it will make a great appeal. The motive type is sometimes called the liberty-loving type; therefore, any argument that calls forth his spirit of independence or service, will enlist his co-operation. It has been stated by many salesmen that they were able to sell things much more quickly to a customer whom they approached in the following manner:—A real estate man, for example, comes to a prospective customer of this kind and says:—"A certain man told me that I could not sell this property within a certain period and challenged me to prove otherwise, and while the proposition is a good one for you, I want to convince this fellow that it can be sold in the specified time. If you will help me to transact this business, you will not only be getting a bargain, but you will also help me to win the dare." In many cases it has been found that the motive type was quickly put into the right frame of mind and took the property.

The vital type is entirely different from the other two. It is a type that, as he is more of a selfish nature, should be

appealed to more on the basis of his own personal interests. Two points are the most important. You must prove to him that you are saving him money and effort. This type is very strong on taking things easy, and does not like to make unnecessary efforts or exertions; therefore, if he can afford to do so, he will purchase in order to save trouble for himself. To return for a moment to the supposition that we wish to sell a set of furniture, this type will appreciate very much the description of what solid comfort he will take after he has installed this particular set in his home. The luxurious aspect of the furniture, the comfort of it, and the economy of the purchase will appeal to him strongly. As the vital type possesses very good judgment, he is not easily fooled and therefore should be handled fairly and squarely, the points above mentioned being the most emphasized. As we said before, the best way is to deal fairly with all sorts of customers not alone because honesty is the best policy but also because, in some cases like this, it is very dangerous to use either deception or trickery. The vital type is the most susceptible patron in regard to sham. In other words, you cannot secure his order by pretty fabrications which will not bear the light of thorough investigation, and time should not be wasted in attempting it.

SELLING ACCORDING TO TEXTURE

This book would not be complete if we did not consider selling in connection with texture. The fine-textured type, as we have already learned, is very responsive, artistic, refined, fond of beauty, softness of materials, comfort, pleasure, luxury, amusement, and easy living. He is most susceptible to flattery, and easily offended as well; therefore, an unusual

amount of tact is necessary to handle this kind of customer. If you propitiously deal with him, you can sell him anything. That holds true with any one, you say, but know that it is particularly true regarding this type. Now, to offer a coarse, unrefined article to this sort of person may at once antagonize him and make the wrong start, as he does not like to be taken for an individual without culture, and is very keen and quick to respond to things; therefore, he may interpret this offer as a suggestion that he is not refined. A general suggestion which will always help a salesman a great deal in transacting business with this type, is this:—Emphasize the beauty, the comfort, luxury, and refinement of the thing, also cater somewhat to his conceit by interposing a few compliments in an indirect way, for example, by saying, "This would be very becoming to you, etc." At any rate, every effort should be made to emphasize points of beauty and high quality.

On the other hand, the coarse-textured man, altho he cannot be driven, should be handled in just the opposite way. Because he is independent, he does not care so much for beauty and artistry, as the coarse texture shows, but he requires and is looking for any endurance, service and power that the article may possess. For this reason, a selling-talk about the points of beauty of the thing is but a waste of time. This type, as a rule, looks for loudness and something with which to attract attention, and therefore colors play a large part in appealing to him. Unusual tact must be used in dealing with this type of man, because he is stubborn and very blunt, and if you do not handle him with this in mind, and say or do something that he will resent, he will tell you very plainly what he thinks of you. Frank, broad and general conversation he usually enjoys. The trait of good fellowship displayed on the part of a salesman would be an excellent

starting point. If the customer is known more or less to the salesman he might say:—"Well, well, how is the boy to-day?" No matter if the "boy" is very old or middle-aged. A genial, happy-go-lucky manner causes the independent, coarse-textured man to feel at home. He resents conventionalities, and fine manners, therefore should not be handled according to any set rules or accepted customs. Properly managed he is very easy to get along with, because he is not as sensitive or as vindictive as the types above discussed. There are, of course, medium-textured people who should be handled according to the combination of the two above types and in accordance with other variables of these medium-textured types, such as color, form and structure.

THE PSYCHOLOGICAL MOMENT

This question of the so-called psychological moment in the transaction of any business, is the most important one in the whole procedure, and this book will, therefore, not be complete if mention of this is omitted. It is the study of the psychology of the salesman rather than the study of types of patrons.

The psychological moment is nothing but the right state of mind of a customer at a certain stage of conversation, at which time it is most desirable to offer a blank for signature or something similar, in order to clinch a sale. How it is to be recognized in different purchasers is a thing that no one can describe in so many words, but a few concrete illustrations will greatly aid any one who aspires to be a scientific salesman. Sometimes this state of mind is denoted by an unconscious nod of the head, or it may be shown by a slight downward movement of the hand. Some scientific salesmen

have observed that when a man opens his arms in an eccentric gesture, that is to say, away from himself, is another indication of his readiness to consider seriously the proposition made to him. Still another sign is a very agreeable smile with a keen and attentive look, also friendly and acceding replies. It is noticeable that when a customer is not yet ready or willing to seriously consider a proposition, he clenches his fist or puts his hands in his pocket or else he clasps his hands together in front of him. Hence any movement of the hands away from the center is an indication, as the salesman sometimes says, of "an opening of the mind," and this is the crucial time when a good salesman should comprehend the situation and act accordingly—a most important time—a golden opportunity—the psychological moment—call it what you will—for once lost it is seldom regained, or else it takes as much more time to bring it about all over again. More sales have been lost on account of inability to grasp this psychological moment, and utilize it effectively, than from any other reason.

The psychological moment is used by all salesmen either consciously or otherwise, but to do it scientifically means to work in a sure and successful way. A study in this direction will be worth while to every one who deals with people, as a great many points of significance will be discovered by observation, and the student will profit greatly if he learns to consciously use them, thereby gaining the experience he needs. He will learn to distinguish more signs used by different individuals, but which signify the same thing—a readiness to accept the offer; a readiness which is not consciously expressed by patrons, but must be recognized by the salesman as being present in the mind. Hence he may know when to recognize the great psychological moment and to close the transaction without delay.

Why You Are What You Are

The writer feels that he has included in this book everything that is essential for the beginner in Character Analysis. He cheerfully gives these fundamentals—the result of his wide research—in the hope that they will be correspondingly appreciated by the students of this Science.

PUBLISHED LECTURES

The new book, "MORE FACTS ON CHARACTER ANALYSIS" by G. H. LeBarr, has just been published. This includes two lectures:—"Why You Are What You Are," and "Refitting the 'Misfits' Through Character Analysis," also several interesting monographs:—"How To Be Happy Though Married," "Criminals I Have Met While Studying Prison Life in Europe," and other equally helpful papers on subjects of paramount interest.

This volume is a pocket-edition, attractively bound, and is full of hitherto unpublished facts. The price is \$1.00 (\$1.10 by mail). The edition is limited, so send your order in to-day. All checks or money orders should be made payable to G. H. LeBarr, 72 Westland Avenue, Boston (17), Mass.

WHAT IS PRIVATE ANALYSIS?

Private analysis is designed for the immediate purpose of determining what is best for one to do. The analysis is made from a study of the physical appearance, such as color of eyes, hair and skin, proportion of face and body, profile, texture and general expression, including voice, look, hand-writing and hand-shake.

In such an interview it is possible to solve all personal problems, such as vocation, health, marriage; strong and weak points are shown, so that the client can see for himself. In a word, a scientific diagnosis of character is made that puts a man on the right track and keeps him there no matter who he is, where he is, or what he is. Mr. LeBarr also prepares a complete summary of his Analysis for each client. Analysis can also be made from photographs, hair specimens, and hand-writing.

For information in regard to fees, apply to G. H. LeBarr, 72 Westland Avenue, Boston (17), Massachusetts.

LECTURES

All of Mr. LeBarr's lectures should be booked through the Redpath Lyceum Bureau, Little Building, Boston, Massachusetts, where all information concerning them and the lecturer can be obtained. Some of the lectures offered are:

How To Size Up a Man.

Character Analysis in Matrimony and Divorce.

Child Management and Vocational Guidance.

Refitting the "Misfits" Through Character Analysis.

Why You Are What You Are.

Psychology of Memory and Character Analysis.

Self-Knowledge Through Character Analysis.

Psychology of Success and How To Get It.

Each lecture is complete in itself and is supplemented by practical demonstrations on volunteers from the audience.

LEBARR'S SCHOOL OF CHARACTER ANALYSIS

LeBarr's School of Character Analysis, afternoons and evenings (2 P. M. and 8 P. M.). Classes are formed the 1st and the 15th of each month commencing October 1st. The fee for a two-hour course of ten lessons is \$25.00, including text-book.

The advanced course in Character Analysis, (devoted largely to the actual analysis of people), consists of 20 two-hour lessons. (Fee, \$50.00.) The above courses are held twice a week, the ten-lesson course on Wednesday and Friday evenings; and the advanced course on Tuesday and Thursday afternoons.

If a sufficient enrollment is made, a course of 10 two-hour consecutive lessons is given in the morning at 10 A. M. for those who live out of Boston and who have to commute. Diplomas are given on the completion of each course.

Application should be made to G. H. LeBarr, Director, 72 Westland Avenue, Boston (17), Mass.

NEW BOOK IN PREPARATION

Orders are now being received for "THE PSYCHOLOGY OF WILL IN ACTION," a new book by G. H. LeBarr, B. S., to be published the first of January, 1923. This book presents the latest startling facts about the most potential force known to humanity—the *will*. It shows how to develop and apply the *will* so as to achieve success where others have failed. The price is \$2.00 (\$2.10 by mail). Address G. H. LeBarr, 72 Westland Avenue, Boston (17), Mass.

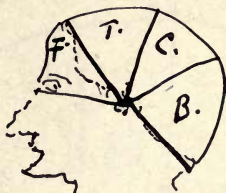


Fig. 40

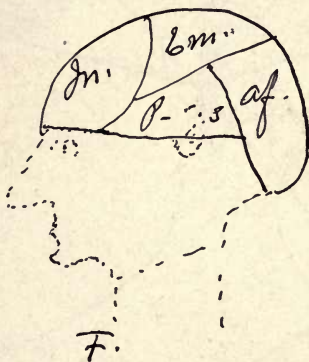
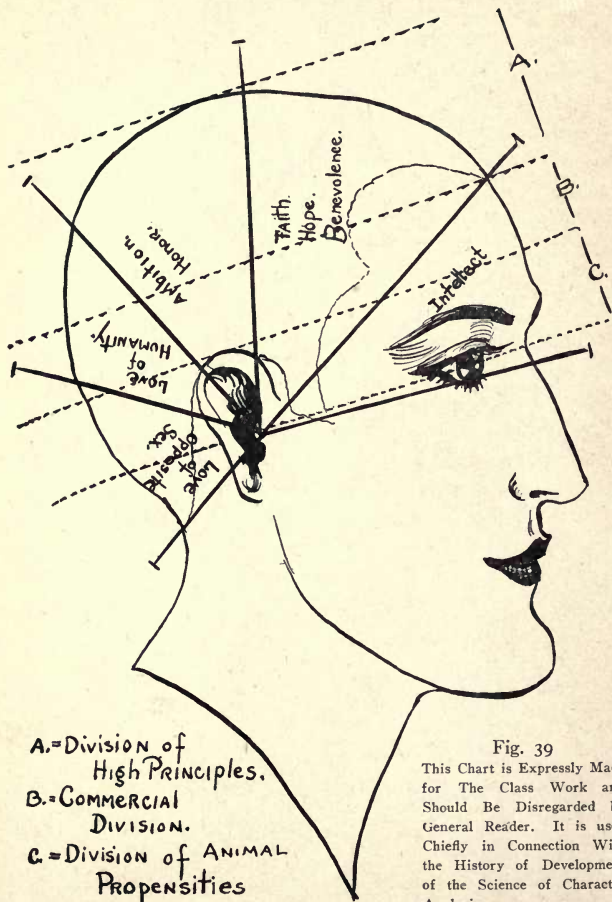


Fig. 40



A.=Division of High Principles.
B.=COMMERCIAL DIVISION.
C.=Division of ANIMAL Propensities

Fig. 39

This Chart is Expressly Made for The Class Work and Should Be Disregarded by General Reader. It is used Chiefly in Connection With the History of Development of the Science of Character Analysis

Memoranda

Memoranda

Memoranda

Memoranda

Memoranda

Memoranda

Memoranda

Memoranda

Memoranda

Memoranda

Memoranda

Memoranda

Memoranda

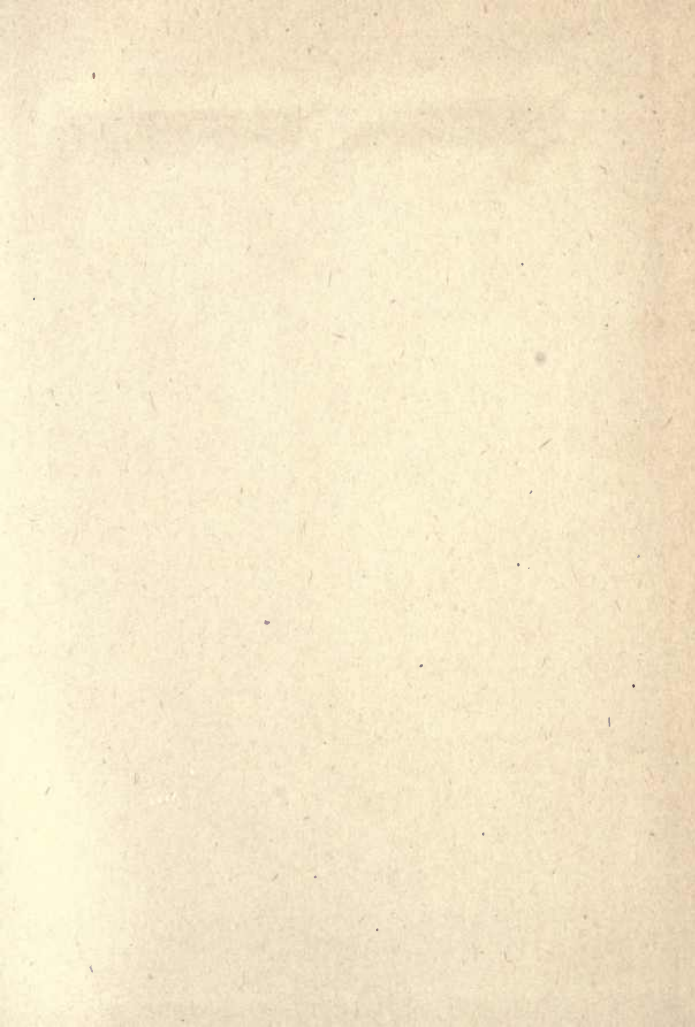
Memoranda

Memoranda

Memoranda

Memoranda

Memoranda



University of California
SOUTHERN REGIONAL LIBRARY FACILITY
405 Hilgard Avenue, Los Angeles, CA 90024-1388
Return this material to the library
from which it was borrowed.

REC'D
SERIALS-1191

MAR 24 1998

UC SOUTHERN REGIONAL LIBRARY FACILITY



A 000 028 766 4

THE LIBRARY
UNIVERSITY OF CALIFORNIA
LOS ANGELES

ST

University
Southe
Libra