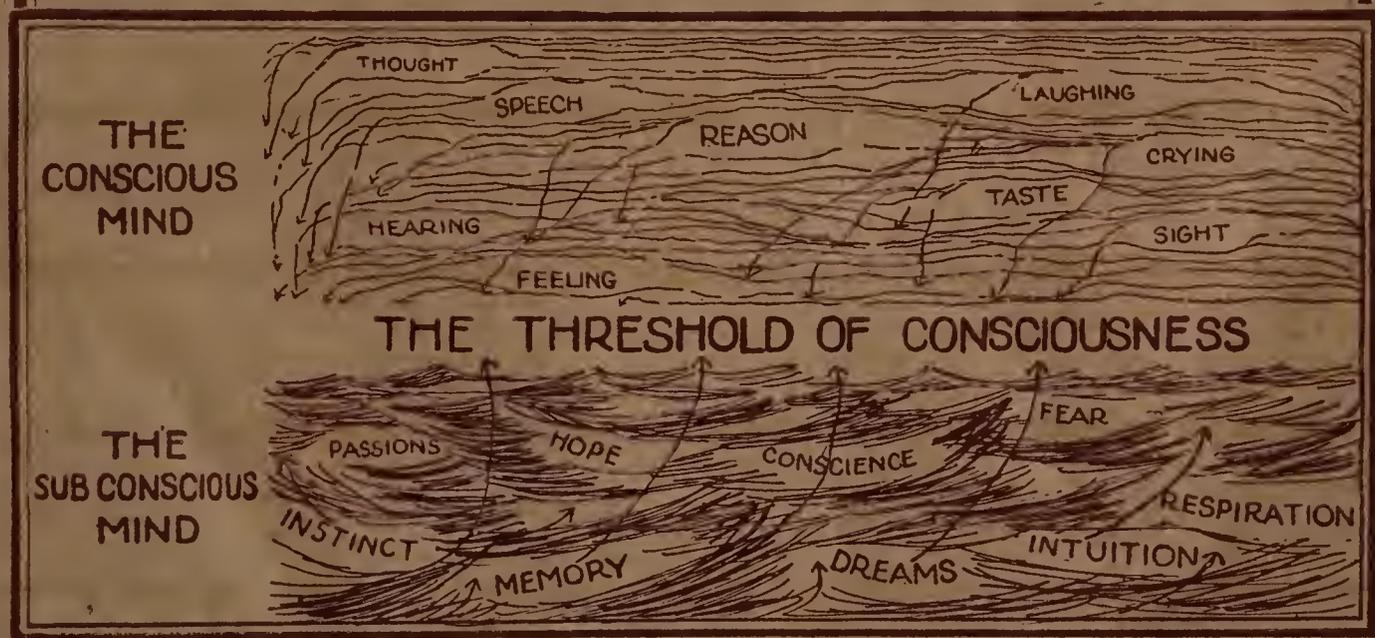


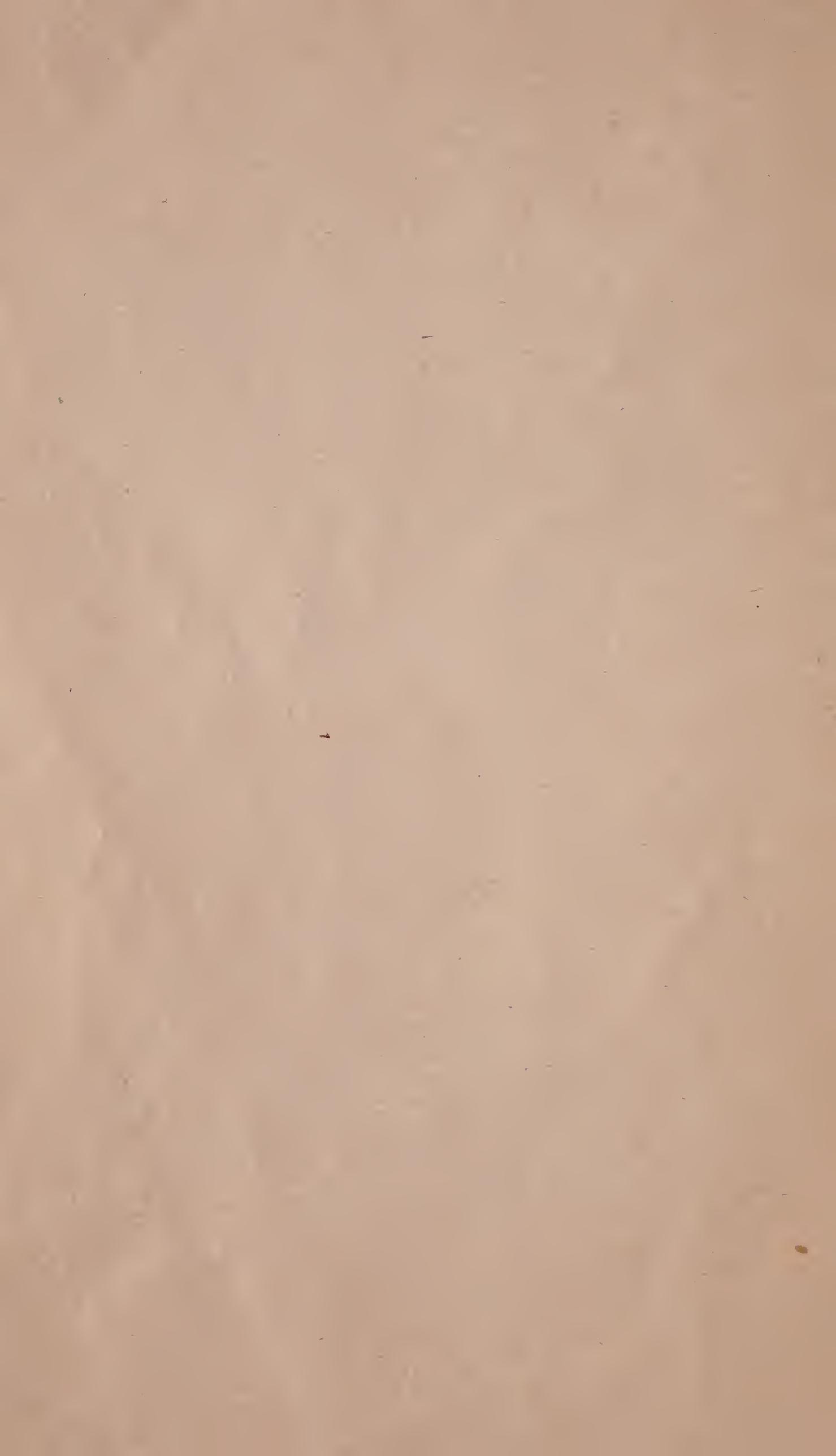
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The Magic of the MIND

How the Conscious and the
Subconscious Minds Work



The Key to Success in Life
New York City



THE MAGIC

OF THE

MIND



HOW THE CONSCIOUS

AND THE

SUBCONSCIOUS MINDS

WORK



THE KEY TO SUCCESS IN LIFE

NEW YORK CITY

1922

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THE MAGIC

of the

MIND

HOW THE CONSCIOUS AND

THE SUBCONSCIOUS MINDS WORK

1. Once upon a time, a Good Fairy with a Magic Wand was distributing rewards among mortals. To one man she gave jewels, another honor, a third influence—to others renown, peace and power, as each requested.

Finally she came to one who wanted nothing that any of the others had asked for.

“Art thou not pleased with the things thy fellows chose?” inquired the Good Fairy.

“It’s not *things* that I seek—it’s the power to *do* things that I want,” the man answered.

“Ah! wise and far-seeing mortal,” exclaimed the elf, “thou hast avoided the way of thy foolish fellows.” And, lowering her wonder-working wand, she administered the magic touch. And lo! the gates to Health, Wealth and Happiness swung open. ✓

2. Now the purpose of *The Key to Success in Life* system is to help you develop your *power* for doing things, rather than compel you to be satisfied with the possession of but *a few things*. Its purpose is to furnish you the master key that opens the door to Opportunity. With *right principles*, you can then meet all situations that confront you.

With the gift of but a few things, you can meet but a few situations—and when your supply is exhausted,

you will find yourself empty-handed. You will be facing a stone wall. That is why we are going to furnish you a system for expanding your powers—a method that you can use every hour in the day and every day in the year—a system that is scientific—basic—final.

“THE FIRST GREAT CAUSE”

3. The basis of any universal system should include full recognition of an over-mastering World Force, a Universal Mind, a First Cause, a Supreme Being, God. This first principle is recognized by all peoples—civilized or savage, orthodox or liberal, ancient or modern, believers or unbelievers. In the words of the great inventor and scientist, Thomas A. Edison, “All scientists, in getting nearer and nearer the first great cause, feel that about and through everything there is the play of an eternal mind.”

It is this Original Force, Dynamic Urge, World Energy that moves the planets, starts life on earth, propels steamships, builds houses, puts souls into men, and makes people think. Man is *one* part of this great handiwork of God. Man is God thinking—the only creation of the Almighty that *can* think. Man is therefore God’s greatest handiwork—the thinking part—the part that lives after death. If it were possible to stop this vitalizing force in the Universe, everything, including man, would chill, wither and die.

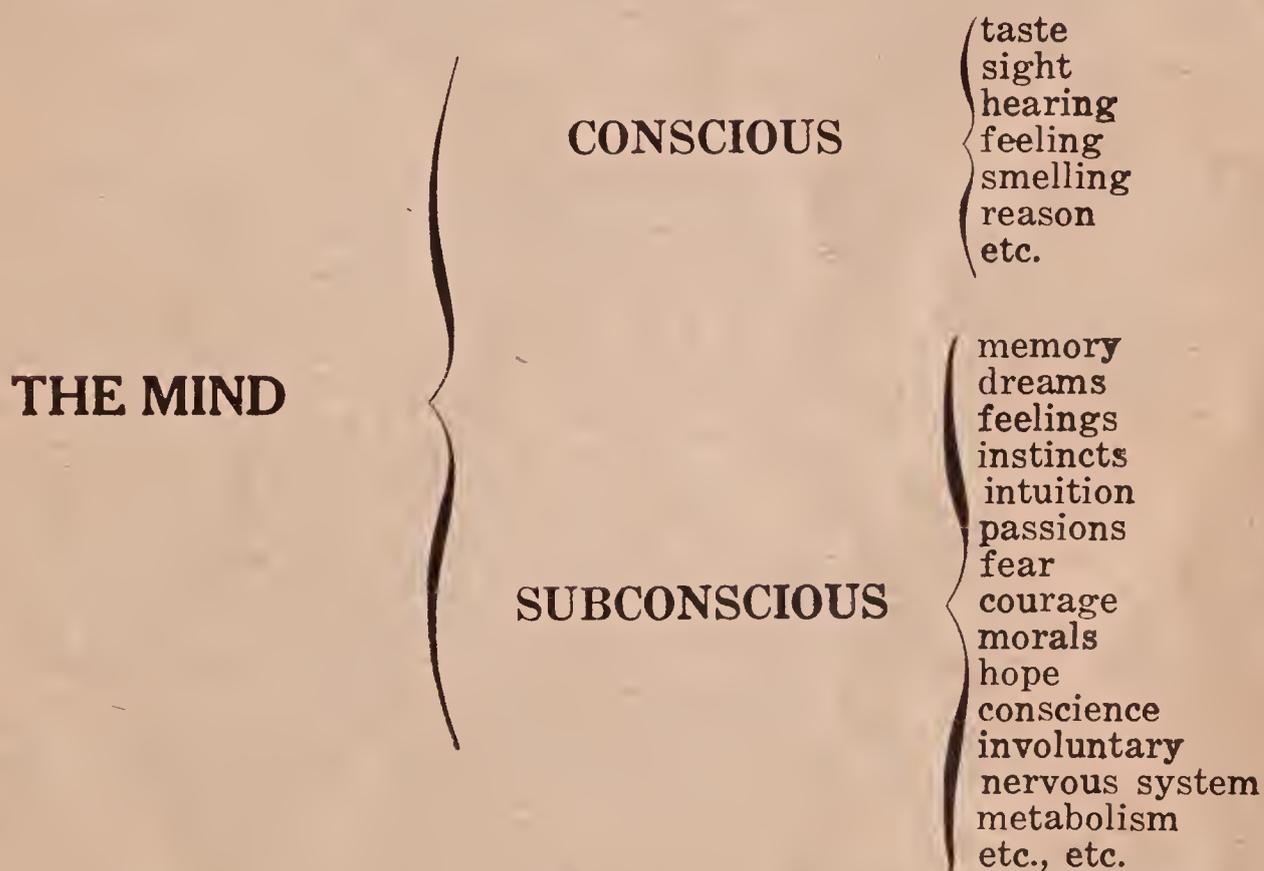
UNIVERSAL FORCE PERVADES EVERYTHING

So then it is the presence of the Universal Spirit throughout the world that warms, invigorates, enlivens and makes vital what would otherwise be dead, cold, nothingness. It is this potent First Principle that warms the soil in the springtime, sends the sap up the tree, opens the bud, perfumes the flower and colors its beautiful petals. As Lord Kelvin has wisely observed: “Biologists are absolutely forced by science to believe in a supernatural directive power,” in a great life-giving force, a Uni-

versal Spirit, an ALL; a power that rules both the live and inert in nature, the plant and animal world—the *conscious* and *subconscious* mind of man.

THE CONSCIOUS AND SUBCONSCIOUS MIND

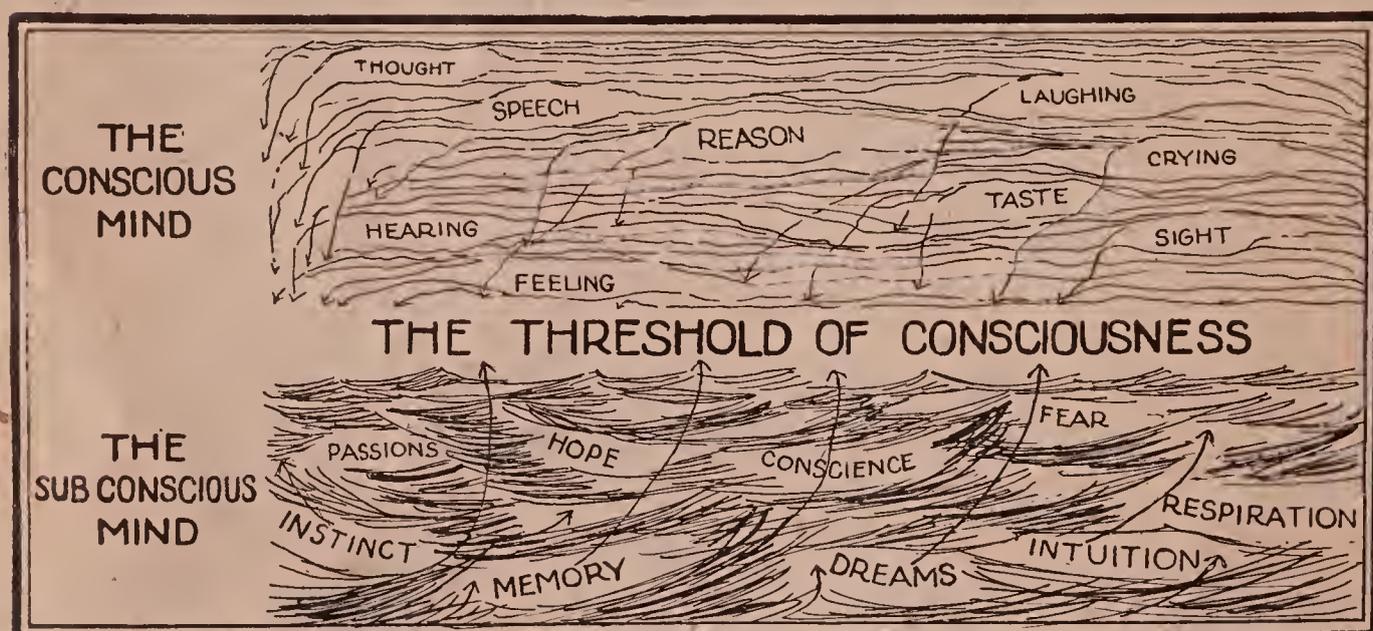
4. As scientists have discovered and fully explained, the mind of man is divided into two parts, the *conscious* and *subconscious*, as shown in the following diagram:



THE CONSCIOUS MIND

5. The *conscious* part of your mind is the part that tastes, hears, smells, feels, sees—that talks, thinks, decides, laughs, cries, plays—that grows tired, feels pain, experiences joy, and so forth. The *conscious* mind is the *wide-awake* mind—in contrast to the *subconscious* mind—which, compared with the conscious mind, seems asleep. In other words, the *conscious* is the “active” part of the mind and it can direct and control the *subconscious* mind, which is “passive” and ready to receive direction from the *conscious*.

6. The *subconscious* part of your mind is also the part that directs the functions of the body that go on without the direction or knowledge of the conscious mind. The Latin prefix “sub” means underneath, hence “subconscious” mind means the mind *underneath* the conscious mind. For instance, your subconscious mind attends to the beating of your heart, the respiration of your lungs, the pulsation of your arteries, the secretion of your liver, kidneys, stomach and intestines; also to your sleep, dreams, and the rebuilding of the millions of little cells that make up your body. The subconscious mind also directs the nervous system that controls the many different functions of your body.



How the Conscious and Subconscious Minds react on each other through the Threshold of Consciousness

7. The subconscious mind directs another most important phase of your mentality. In it is located the seat of the deeper constructive thought, the memory, the feelings, capacity for courage or fear, the moral sense, the instincts, intuition, and so forth. It is the seat of habitual happiness or chronic sorrow, high or low spirits, hope or despair, good or bad motives, and the hidden resources for health, happiness and success. The subconscious mind is also the seat of the higher spiritual faculties—of the soul, the conscience, the sense of the beautiful, love, and the profounder qualities of the intellect.

8. As shown in the illustration on page eight, the conscious and subconscious parts of the mind may be thought of as two layers of mentality separated by the "Threshold of Consciousness." A thought that "wells up" in the lower layer does not become known until it has passed the threshold and entered the higher layer of consciousness. In the graphic word-picture below, by Joseph Jastrow, the well-known professor of psychology and author, subconsciousness may be thought of as a sea of water and consciousness as a sea of air directly above it.

**Interesting Description of the Sub-Conscious Mind by
Professor Joseph Jastrow of the University of Wisconsin**

9. "The submerged life of the mind, however seemingly mysterious and really elusive, yet persistently attracts the "naturalist" of the mental world. At favorable moments, when the sea of consciousness is unruffled and calm contemplation seems promising, he peers intently into the shadowy depths, and is disappointed to find how little he can distinguish of what lies below the surface, how constantly the waters send back merely the reflection—partly distorted—of his own familiar features. His curiosity unsatisfied, he is tempted to wish for the intervention of some fairy of kindly disposition, who would invest him with a magical diving-suit enabling him to sink below the waters and examine leisurely the life of those hidden depths, while maintaining a supply of fresh air from the consciousness above.

At times, strange tales are told of those depths—of curious forms of life, part of this world and part suggestive of some unreal world beyond. Monsters and sprites and elves are there, who on rare occasions, it is said, disport themselves upon the tops of the waves, much to the consternation of those who bring the tale. Ghosts of our former, or of our other selves, are said to lurk in this night-side of life, at times reasserting their portion in the conscious life that alone we call our own. As we turn to observe them, to stare at them with the waking eye—the cock crows—the dawn of consciousness looms above the horizon—we are awake—and lo! the ghosts have vanished!"

—From the author's book, "The Subconscious."

IMPORTANCE OF THE SUBCONSCIOUS

10. Now the *subconscious* part of the mind accepts freely the suggestions furnished it by the *conscious* part

of the mind. The *conscious* mind furnishes the "motive power" and the *subconscious* mind accepts the former's suggestion.

As clearly expounded by Mr. A. L. Allen in his "Message of New Thought," "Through the law of suggestion, the subconscious, or subjective, mind submits to the thoughts and impressions it receives from the conscious, or objective, mind. These suggestions may be given either by yourself or by someone else. The subconscious mind registers the impression, which in time is given expression to in the life and character of the individual. The subconscious mind will faithfully reproduce every mental idea or state contained in the impression. The law is unerring as the law of gravitation. As is the *suggestion*, so is the *result*."

THE SUBCONSCIOUS MIND

"The subconscious mind is a rich soil, and the seed-thought planted in it by the conscious mind will produce according to its kind. If we plant flowers, we shall pluck flowers. If we sow tares, the crop will be tares. The subconscious is an obedient servant. It obeys the thoughts of the conscious mind. What it receives, it reproduces, and its effect is manifested in the personality of the individual. If we sow ideas of disease, we shall reap a harvest of disease. Thoughts of health will be re-expressed in healthful conditions. If we sow ideas of poverty, that will be our portion. If we sow thoughts of inferiority, weakness, and fear, we shall build a personality devoid of character and strength. Ideals of abundance will produce abundance, if we enforce them with intelligence and energy."

11. It is out of the subconscious mind that musicians get their themes, engineers their master-plans, generals their strategy and authors their inspiration. The eminent novelist, Robert Louis Stevenson, testified that the subconscious processes of his mind: "do one-half my work while I am asleep, and in all human likelihood

do the rest for me as well when I am wide-awake—I fondly supposing that I do it myself.” Recognition of the same subconscious process by science is reflected in the following extract from “Psychotherapy,” by the late Hugo Munsterberg, distinguished Professor of Psychology at Harvard University:

How Professor Munsterberg Vividly Portrays the Conscious and Subconscious

12. “The conscious and subconscious minds are like the iceberg in the ocean; we know that only a small part is visible above the surface of the water and that a mountain ten times larger swims below the sea.—The most brilliant thoughts of the genius are not manifested in his upper consciousness—they spring suddenly into his mind, their whole creation belonging thus to the hard work of his subconscious mind. There the inventor and discoverer gets his guidance, there the poet gets his inspiration, there the religious mind gets its beliefs.”

—From the author’s book, “Psychotherapy.”

13. The unexpected thoughts, ideas, plans, and inspiration that “well up” in the subconsciousness of the average man and woman come in the same mysterious way. From whence, we do not know, and we are all the more surprised at the wizardry that conjures such thought-magic. As explained by our brilliant literary genius, Oliver Wendell Holmes: “We are all more or less improvisers. We all have a “double,” who is wiser and better than we are, and who puts thoughts into our heads, and words into our mouths—ideas wrought in the underground workshop of our mind.”

TWO MINDS—IN REALITY

14. To those uninstructed in the science of psychology, there is but *one* mind—the *conscious* mind. But to those scientifically trained, there are, as already explained, *two* “minds,” the *conscious* and the *subconscious*—and the latter is by far the more important, interesting, and crowded with possibilities for influencing the welfare of the individual.

15. When an impulse originates in the subconscious mind and rises to seek expression in the conscious mind, it crosses what has been called the "threshold of consciousness"—that imaginary line which separates *consciousness* from *subconsciousness*. (See the graphic illustration on page 8, preceding.)

Now you can just as easily direct ideas DOWN from your conscious into your subconscious mind, as to receive ideas UP from your subconscious mind. This fact is VERY IMPORTANT. So please return to the beginning of this paragraph and re-read it.

16. **The Key To Success in Life is going to teach you in later lessons how to send powerful ideas down into your subconscious mind—to stay there, to warm, invigorate and strengthen your soul and body like a magical, rejuvenating elixir.**

You will be taught how to draw upon and direct the Oversoul, the Universal Force, the Divine Spirit that is present in both your *conscious* and *subconscious* mind, so as to vitalize your body, and, through your body, to mould your surroundings. You will be shown how to throw your belt on the Universal Dynamo, that will speed up your energies to a hundred per cent. of what your creator meant you should accomplish. With your cooperation, *The Key to Success in Life* will make it possible for you to send the Universal Force coursing through your conscious and subconscious mind, so that you may be able to realize the very maximum of Success, Happiness and Health that is yours by Divine Right.

17. *So it is the Divine Spirit, in the end, that will accomplish all this for you—the Universal Force transferred by your conscious mind to your subconscious mind, which, through the agency of your body, will pass on the influence and shape the world without you.*

HOW THE CONSCIOUS MIND WORKS

18. Your attention is now called to the functions of the *conscious* mind, together with the source and channels

that control the supply of its intelligence—the physical body and its five senses, inspired by the Universal Mind.

“The conscious mind in ourselves,” explains Judge Troward of Edinburgh, Scotland, in his lecture on mental science, “is the same mind which is at work throughout the universe, giving rise to the infinitude of natural forms with which we are surrounded, and in like manner giving rise to ourselves. We have proof of the existence in ourselves of supernatural faculties, the full development of which would place us in a perfectly new sphere of life.

. . . . We have depths which reach beyond our philosophical soundings, with lights that no seer has ever revealed to us, with reachings of his being only divinely felt in his own soul and never revealed to others. Man is not conscious of his greatness and infinite possibilities.”

19. Now the conscious part of man’s mind is the storehouse of his *external* knowledge, the seat of that intelligence through which he exercises his sense of reasoning, analyzing, and his power of willing. It is a universally acknowledged fact that the conscious mind is more active in man than in the lower animals. The conscious intelligence is directly and indirectly influenced through some or all the five physical senses. As long as these senses are active, the conscious mind cannot be restrained from reasoning, since reasoning is its normal function.

THE CONSCIOUS MIND CAN CHOOSE

20. Whatever is observed through the sense of sight, smell, touch, taste or hearing conveys immediately a definite impression to the conscious mind, which, having the power of willing (and therefore the privilege of selection) can either accept or reject the impression. If the impression is accepted, it is instantly passed over to the subconscious mind for adoption. The subconscious mind then embraces the impression, whether good or evil—because the subconscious mind is not capable of analytical reasonings, it being controlled by the conscious mind.

Therefore you can readily see how necessary it is that the conscious mind be properly educated; for natur-

ally you wish it to exert a beneficial, instead of a detrimental, influence on your subconscious mind. Only by so doing does the conscious mind accomplish the prime purpose for which it was given you. The existence of the conscious mind may be attributed to man's need of a helper in his daily struggle with the world around him. The conscious mind is intended for his external guidance and protection. It is, so to speak, the policeman standing at the door of his subconsciousness. It admits only what seems safest and best in his environment and protects his subconscious mind from the dangerous and the injurious.

THE WILL—THE MIND'S "GENERAL MANAGER"

21. Under the direct management of the WILL, the conscious mind, in its efforts to fit itself intelligently to its material surroundings, seeks knowledge from all external sources and collects evidence from every direction.

22. The Will is the directing force back of the conscious mind. The Will may make either positive or negative decisions—good or bad—and the conscious mind acts accordingly, affecting in turn the subconscious mind. Therefore, the development of a positive Will by exercises is highly important—and you will be instructed in this in a later lesson.

23. It is appropriate to add at this point the distinction between the functions of the conscious and subconscious mind as made by the well-known writer, Mr. Horatio W. Dresser, in his "Handbook of New Thought": "The *conscious* mind observes facts, and it reasons from them to general principles. The *subconscious* mind does not reason, but it receives and registers all impressions and affirmations suggested to it."

24. The subconscious mind acts directly upon the brain and nervous system, hence it directly influences the body; the conscious mind possesses no such direct power. By holding an affirmation or suggestion before the mind for a brief period, you can so impress the idea upon your subconsciousness that it will produce after-effects like the

suggestion. It is the function of the subconscious to execute the commands of consciousness. Thus one may command the subconscious mind to wake you at a given hour in the morning. In fact, you may issue a command for every possible need, after you have learned from *The Key to Success in Life* system how your subconscious mind is an infinite reservoir of possibilities.

THE CONSCIOUS OFFERS—THE SUBCONSCIOUS ACCEPTS

25. So the field of operations of the conscious mind is chiefly confined to what it perceives through the senses, and it is through the senses that it insists upon receiving proof. The conscious mind takes nothing for granted. But, once thoroughly satisfied, *it conveys whatever may be its final convictions and conclusions to the subconscious mind which, being unable to reason inductively, accepts them without the slightest resistance, whether they be correct and helpful or faulty and destructive.*

26. Therefore be very careful that you allow nothing harmful, depressing, discouraging or unhealthy to reach your subconscious mind. Remember—it is impossible to convey any impression whatsoever to your subconscious mind without the impression first being accepted by your conscious mind. This is so, as already explained, because the conscious mind stands like a sentinel on guard, at the entrance to your inner faculties and forbids the passing in of any idea unacceptable to it.

THE SUBCONSCIOUS CONSTANTLY ACQUIRING

27. The training and education received throughout one's life, through some or all the physical senses, are the chief means for influencing the convictions of the subconscious mind. Each subsequent experience changes one's point of view to some degree. The different influences of companions, teachers, associations, environment—the things we see, the words we hear, and the books we read, etc., etc., are all parts of the material that helps

to determine the standpoint from which the subconscious mind reacts. Therefore, *if the subconscious mind is trained through helpful ideas, good consequences will follow. But if it is permitted to absorb unhealthy ideas, injury will result* in direct proportion to the natural susceptibility of the individual.

HOLD POSITIVE THOUGHTS

Therefore, it is impossible to realize success, if through faulty training you continually expect failure. It is likewise impossible to acquire a self-reliant personality, if you constantly underestimate yourself. To become popular among your associates, to display intellectual brilliancy or to accomplish success in any particular endeavor, *you must never try to persuade yourself into the belief that you have nothing to give to the world and that you are inferior to others.* These harmful suggestions are constantly being registered on your *highly receptive* subconscious mind—to haunt you later. In order to exhibit the glorious qualities of FEARLESSNESS and COURAGE and POWER, abolish all consciousness of anxiety and apprehension, and cease suggesting to yourself that you are in danger of a disappointment or reverse.

BANISH "FEAR-THOUGHT"

28. Fear, that instinctive source of most evil—together with the lower emotions and unworthy inclinations of the body instincts—are often stimulated by a conscious mind that has been nurtured on faulty and defective training. Such harmful training distorts the mind's reasoning, rendering it imperfect.

If—when you endeavor to cultivate any talent, when you try to win business or social success, or when you search for health and happiness—you should meet with obstacles and difficulties, *do not look upon such hindrances as unusual; rather consider their presence perfectly natural under the circumstances, and determine to overcome them.* Do not allow the conscious mind to be-

come uneasy and to magnify them by an alarmed reasoning process. If you do, you are, through your own needless fear, helping to create failure.

29. If you desire to be conscious of COURAGE instead of cowardice; of SELF-CONFIDENCE instead of negativeness; of SELF-ASSERTION instead of backwardness; of HOPEFULNESS instead of dread and fear; of SUCCESS instead of failure; of INDEPENDENCE instead of insufficiency, remember that *proper training given your conscious mind by yourself (through The Key to Success in Life system), will help you get what you wish.*

It is through the cultivation of the conscious mind by *The Key to Success in Life system* that a taste for a certain thing, or its opposite, may be developed. *Your appreciation of the beautiful around you in nature, music, poetry, art, literature—or anything else, is largely the product of an acquired attitude of the conscious mind.* For, having to a great extent the power of willing, the conscious mind possesses not only the ability to select certain objects and qualities and to reject others, but it knows why it makes its selection and in what way it intends to utilize what it selects.

30. Therefore give your conscious mind a healthy and optimistic education by “living” sincerely the lessons which are to follow. Train your conscious mind to shield you from harmful influences. Its chief office is to reason intelligently and thus protect your subconscious mind by *rejecting every injurious suggestion.* On the other hand, *it should be trained to admit all helpful suggestions and to permit your subconscious mind to receive them.*

“YE REAP AS YE SOW”

31. Many persons are sincere in their desire to attain success in life, but unwilling to contribute the mental elements necessary to realize success. Furthermore, they often prevent its realization by wrong reasoning. Remember that all things are governed by estab-

lished law. According to that law, every tree bears fruit after its kind, and every seed sown produces no other than its own kind.

Likewise with the education of your conscious mind. If it be perfect and harmonious, it cannot help but produce good and beneficial results. If, on the contrary, the seeds of fear, doubt and inferiority are sown, you need not expect to reap a Success-and-Power harvest. Realize that in yourself there exist all possibilities.

Make a determined resolution then that, from this moment onward, you will endeavor, with all the force and energy that lie within you, not only to help, with your intellectual reasoning, to unfold the riches which are within your subconscious mind, but never to reason yourself out of any suggestion which you know is intended for your general welfare.

HOW THE SUBCONSCIOUS MIND WORKS

32. "That which shows God within me fortifies me," said America's philosopher, Emerson. It was the renowned Goethe, poet and philosopher, who saw the hand of God everywhere—throughout the world, as well as in man. "A supreme power and wisdom governs the universe," continues Prentice Mulford, the writer. "The supreme mind is measureless and pervades endless space. The supreme wisdom, power, and intelligence are in everything that exists, from the atom to the planet. As we grow more to recognize the sublime and exhaustless wisdom, we shall learn more and more to demand of wisdom, draw it to ourselves, make it a part of ourselves, and thereby be ever making ourselves newer and newer. This brings ever-perfecting help, greater and greater power to enjoy all that exists, gradual transition into a higher estate of being, and the development of powers which we do not now realize belong to us. We are the limited yet ever-growing parts and expression of the supreme, never-ending Whole."

As the great Emerson again observes: "We lie in the lap of universal intelligence, which makes us organs of its activity and receivers of its truth. Who can set the bounds to the possibilities of man? Once man inhales the upper air, being admitted to behold the absolute nature of justice and truth, he has access to the limitless mind of the Creator, is himself the creator in the finite. The Universal Mind is common to all men. Every man is an inlet to this reservoir of power. He who hath access to it is a party to all that is or can be done; for the Universal Mind is the sovereign agent."

What the Foremost Leader of British Thought in the 19th Century, Carlyle, Thinks of Your Hidden Possibilities

"There is but one temple in the universe, and that is the body of man. Nothing is holier than that high form. We are the miracle of miracles, the great indescribable mystery of God."

33. This miracle is wrapped up in the mystery of life, of which the conscious and subconscious workings of the mind are two of its most marvelous expressions. It is through the subconscious that "we put ourselves in communion with the Universal Mind," says Elmer Gates, the psychologist. "Subconsciousness is the great ocean of mental life; consciousness merely the ripples that wash against the shore." The fact that the subconscious mind is in more mystical communion with the great Universal Mind fills us with a feeling of confidence, power, and unlimited possibilities. It identifies us with the World Force that accomplishes everything, that is everything, the all-enfolding nature that makes up the universe.

34. Let us now consider how we may realize on this unlimited World Force through the subconscious mind. As we have already seen, the subconscious mind is open to suggestions made by the conscious mind. Being immeasurably sensitive to impressions from without, the subconscious is incessantly receptive and subject to the influence of the conscious mind, when the latter is awake. In a figurative sense, the subconscious mind is the moving picture film or daily journal of the mind. It knows things,

but it does not know how it knows them. It is the believing and faith mind, for it believes without requiring evidence. Being the embodiment of truth, it neither doubts nor asks questions, but takes for granted everything stated. It is the truthful, hopeful, trusting mind—the mind that predominates in the simple life of the child, for instance.

ENTER INTUITION—EXIT SENSES

35. The more inactive the faculties and organs of *consciousness*, the keener and more alert becomes *intuition*—that “sensing” of facts in arriving at a conclusion without the use of reason. From their study of the mind, psychologists have observed that certain people deprived of the use of one or more of their senses usually develop their other powers of perception far keener than people in possession of all their senses. For instance, the high development of the sense of touch by blind people. In fact, the intuition possessed by many blind, or deaf and dumb, is simply phenomenal.

Through the keen perception of the intuitive function of the subconscious faculties, some of us are able at times to “sense” the secret intentions of others; or to be aware of some one’s presence in an adjoining room; or to think of a friend immediately before that person appears on the scene, although we have not thought of seeing him, perhaps for months or even years.

36. Many observations and experiments of eminent psychologists might be cited to prove the existence of a subconscious mental organization wherein is stored a vast amount of knowledge and where is located the power to change our conscious life for better or worse. Read the following opinion of a British scientist, Professor Michael Maher, D.Lit., M. A. Lond., of the Royal University of Ireland:

The Power of the Subconscious, as Observed by Professor Maher of the Royal University of Ireland

37. “Besides the mental operations which reveal themselves in consciousness, there is much evidence to establish the existence of vital activities of which we are not at the time

aware. Not only are there normally unconscious functions of the body, such as digestion, respiration, and circulation, but the sensitive faculties of the mind, even in a natural healthy state, seem at times to undergo modification without our apprehending these latter." . . .

"The noise in the playground outside my window, the sound of the flames rising from the grate, the resistance of the table on which I have been leaning, and of the pen which I have been holding between my fingers, were completely unobserved until now I deliberately turn my attention to them. . . . Memories, habits, acquired tendencies, constantly affect the character of our conscious life, whilst not themselves present to consciousness. The sleeper and the man in deep reverie respond to sensory stimuli by appropriate movement without having any knowledge of either the exciting cause or the resulting movement. Cheerfulness and sadness, love, hate, and fear are often the outcome of feelings which elude our best efforts to discover them. Such undercurrents, lying as it were, below the surface of mental life, have been called by recent psychologists subconscious states."

38. A great deal of that which we express is neither acquired through education nor experience and cannot be accounted for in any other way than to attribute it to the intelligence conveyed through some of the subconscious faculties.

The subconscious mind influences the conscious mind only when the latter is *dormant* and *passive*. The act of fasting—the exercise of which is recommended by many modern religions—was practiced by the ancients for this purpose. They fasted to reduce or weaken the power of the senses and thus restrain the dominating influence of the conscious mind to the point where it would become submissive to the supremacy of the subconscious mind and its impulses.

Whatever may be the impulse conveyed to you either by persons or through your surroundings, you should accept it without reserve, if it seeks to uplift your mind, improve your health, build your character, develop your talents, or arouse ambition.

You should educate yourself to submit to the suggestion, permitting the subconscious mind, by your attitude

of belief, to receive it. For once accepted, the subconscious has the power, by its reflex or "return" action, to invest your conscious mind with hopefulness and expectancy. Thus does it promote ambition and sensible optimism.

HOW TO EMPLOY INTUITION

39. The subconscious mind acts through its *intuitive* or "sensing" faculty, as a sublime teacher that can be of the greatest assistance to you if you will but listen to its faithful instructions. In the daytime and night, in waking and sleeping, when alone or with others, while on duty or seeking pleasure, intuition always has correct advice to give. But its counsels and warnings, accurate and unprejudiced, can never be perceived if you are hurried and anxious to arrive at your conclusions only by the reasoning method of the conscious mind. To the contrary, intuitive impression comes in the form of a conviction—and only when the reasoning faculties are *not* employed. Intuition arrives at its conclusions by a subconscious process of considering everything together and no one thing apart from the remainder.

Furthermore, its impressions are not always in accordance with the external desires. For instance, you may wish very much to proceed in a certain venture, but at the same time possess an inner feeling that its outcome will not be successful. Or, again, you may be very much attracted towards a certain person, judging from his appearance or apparent sincerity, but at the same time you are inwardly warned against trusting him by the secret voice of the subconscious faculty of intuition.

When you desire to find your way out of a difficulty, when you try to solve difficult problems, or when you seek to provide means for success, your intuitive faculty will be of great assistance to you, if you will but encourage its development.

40. Every one has intuition, but *its activity and prominence are in exact proportion to the passivity of the*

reasoning faculties, when one tries to obtain knowledge concerning a subject. The cultivation of intuition depends upon its use and the amount of faith one possesses in the information it silently gives.

RELAX YOURSELF

To receive a correct impression concerning any problem you may have under consideration—one which you cannot solve through reason—*relax the attitude of your reasoning mind* and stop trying in vain to arrive at a conclusion by thought processes. The morning hour is most preferable, but any time of the day when you feel the need of this wise counselor, will do. Retire to a secluded spot where you can be free from interruption and away from other currents of thought. Go over the whole subject in your mind without considering its logical pros and cons. That is, don't reason it. Place yourself in an attitude of meditation for at least ten minutes, by completely *relaxing your muscles and thinking but vaguely*, thus maintaining a receptive mental state.

Should you find by that time that you have not received any impression or conviction, resume your usual activities, setting aside for the moment the subject of your desire. Do not despair, for you will, at an unexpected moment when your conscious mind is offguard, receive a conviction concerning the subject of your meditation. *By constant reference to this subconscious faculty* in the way described, *you can develop a keen sense of intuition* which will in time become a ready means of valuable service to you in your daily life.

PUT YOUR SUBCONSCIOUS MIND TO WORK

41. Set it tasks. Your subconscious mind will do great things for you, if you will but let it. Trust the inspiration it gives you. It will provide the right help at the right time, forwarning you of coming dangers and showing you a way of escape from failures and the mischievous schemes of persons whose plans are injurious to

your interests. The only thing required of you is to be sufficiently receptive to perceive the warning signal it displays in the inner chamber of intuition.

42. *When you retire at night, take with you to bed the most cheerful thoughts and the brightest expectations. Give your subconscious mind a plan or idea that you wish worked out. Believe in its ability to solve the problem for you.* When you awake in the morning, do not immediately begin to plan with the reasoning mind, but wait, in an attitude of receptive meditation for the subconscious mind to unfold the problem it has worked out for you. It will give you its conclusions uninfluenced and uncolored by your own wishes and desires. Pursue this mental process in all your actions, and you will be able to save yourself many unnecessary troubles and mistakes.

YOUR DISINTERESTED GUIDE

43. The subconscious is the *constructive* part of the mind, and, unless intercepted by adverse suggestions from the conscious mind and from other outside sources, it always exercises a beneficial influence over your health and life in general. Possessing an unlimited degree of FAITH, the subconscious mind is a powerful factor in the building of character and the preserving of the physical forces. FAITH, that essential element which underlies all true success, is its chief characteristic, and because of this very trait, it can accomplish wonders for health and your mental and material success—if you will only permit it to exercise dominion over the constructive work in your life.

The so-called marvelous cures that are given as historical facts; the bathing in the waters of a certain pool; the pilgrimage to certain shrines, or the superstitious wearing of a charm—all these are products of that FAITH possessed by the subconscious mind. You can thus readily see how essential it is that *the conscious mind be trained to become a helpful instrument, through the suggestions it makes and the ideas it forms and presents to the subconscious mind*, instead of permitting the con-

scious to hinder the progress of the subconscious by a wrong method of reasoning and skepticism.

BELIEVE IN YOURSELF

44. People who constantly doubt themselves and their fellow-men miss the greatest pleasures and benefits of life.

Had Bonaparte doubted his ability, or lacked faith in the loyalty of his men, he could never have exercised the magical influence over them that he did. Had not Fulton, Franklin and Edison had faith in the possibility and ultimate development of their ideas—all of which were the product of their subconscious mind conveyed by inspiration—we might not today enjoy the results achieved by their genius.

45. So, develop faith in the inspirations of your subconscious mind, which is always in a creative mood. Train the conscious mind to give, but *be sure that the suggestions it gives are constructive in nature and in keeping with your ideals of health, happiness and success.* If they are not, repudiate them as unworthy and destructive. In other words, **LIVE CONSTANTLY IN YOUR HIGHER AND BETTER SELF** and do not limit your possibilities.

TURN AWAY FROM ADVERSE SUGGESTIONS

46. The subconscious is susceptible to the influence not only of the conscious mind but also to suggestions conveyed to it by others. Do not, therefore, expose yourself promiscuously to the influence of others. Instead, with the aid of your own conscious mind, *combat the adverse suggestions that are presented to you by associates or environment* and prevent them from reaching your subconscious mind. Your conscious mind, which stands on guard at the entrance to your subconscious self, should decide from among the suggestions presented which ones must, and which ones must not, enter your mind. *If the*

suggestions are constructive and helpful—no matter how improbable they may seem—they should be permitted to enter without analysis or question as to their reasonableness. If, on the contrary, they are destructive and injurious, they should be rejected, no matter how reasonable or plausible they may seem.

47. Your subconscious mind provides you with the light that can illuminate your whole life, if you will but let it. It makes your pathway clear and enables you to travel, with perfect security, the road that leads to the Golden City where Success reigns and Strength prevails. This is what you can attain, if you will permit the light within you to shine out. *Whatever may be your genius, believe that it is worth something.* No matter how great the obstacles seem, endeavor to set them aside and develop your gift. **HOLD EVER IN YOUR MIND THE POSITIVE ASSURANCE THAT YOU ARE DETERMINED AND CERTAIN TO ACCOMPLISH YOUR AIM.**

Don't reason yourself out of the things to which you are entitled mentally, physically and materially. "If," "Why" and "Can't" should be unknown words to you.

Affirm with all the positive force within you that you are bound and determined to attain success, since success in your birthright.

THE INSTINCTIVE MIND AND VITAL ENERGY

48. Contrary to popular impression, the instinctive mind is controlled by the conscious mind and subject to the influence of suggestion. The instinctive mind is an absolute necessity to us, and, when it functions properly, a wonder of usefulness, because it sustains the animal life in our bodies. It continually superintends the indispensable work of repair, restoration, circulation, tissue-building, respiration, nutrition, digestion, assimilation, elimination, etc., having the support of the vital energy for its chief aid in this work.

The vital energy, which animates the entire system of life on the planet, is obtained through a subconscious process—from the air we breathe, the food we eat, and the water we drink. Its natural duty is to supply the constructive elements by which life is sustained. Its work is never-ending, unless hindered by obstructions resulting from one's disobeying some established natural law, through either a wrong way of thinking or a wrong way of living.

49. Every atom in the human organism is sustained by independent life cells, supplied with life substance by the vital energy. Each cell has an instinctive intelligence of its own. All these "little intelligences" function either separately, in groups, or collectively. They are subject to the influence and the direct control of the subconscious mind.

MIND INFLUENCES MATTER

The nerves, the means of communication, serve as *message-carriers* from the *brain* to the different *cell-intelligences* in all parts of the body—in like manner from *cell-intelligences* back to the *brain*. Whatever affects the mind also affects (consciously or unconsciously) these little cell-intelligences that control all the atoms of the body and are influenced by whatever the mind believes. Therefore, to keep well *physically*, you must first keep well *mentally*. **YOU CANNOT MAINTAIN A STRONG PHYSICAL BODY, OR ATTAIN ANY DEGREE OF HAPPINESS AND SUCCESS IF, THROUGH THE REASONING OF THE CONSCIOUS MIND, YOU ARE CONSTANTLY EXPECTING OR MENTALLY CREATING PICTURES OF ILL HEALTH, FAILURE AND CALAMITY.**

Continuous practice of wrong reasoning will eventually impress its influence upon your subconscious mind and practically compel it to adopt the same attitude. By such wrong mental action, your supply of vital energy

will be obstructed; if the wrong thinking be continued it may bring about unhappiness, affliction, disease and final decay.

50. Of course, we do not mean to deny the ultimate victory of death over the physical body, but we do desire to emphasize the fact that so long as your MIND is *positive* and supported by strong will-power—promoting constructive, up-building and optimistic thought and conduct—you are helping the body keep well and hold out until the limit of its natural strength is reached.

MAKE YOUR MIND MASTER

51. The little cell intelligences which pervade the entire physical body contain also repositories wherein are stored all the acquired habits and the inherited propensities. Unless overruled by the proper training of both the conscious and subconscious minds, these habits and propensities are apt to be taken up and used by the instinctive mind, whose influence would then become destructive to both health and character. The *acquired* injurious habits are the incorrect ways of living and thinking, and they are of many different sorts and varieties. The inherited habits are the inborn tendencies of fear, worry, temper, hate, selfishness, envy, jealousy, and the lower passions.

However highly one may be developed, these lower instincts, hidden in the deep recesses of our nature—unless checked by the effective and positive operation of the WILL working through the conscious mind on the subconscious mind by suggestion—are liable to erupt at a time when we least expect their unwelcome appearance. Don't make the customary mistake of feeling that you have altogether outgrown them; don't imagine yourself in perfect security from their harmful influence. For, unless your will is constantly determined to suppress them, it will be but a question of time, place, circumstance and opportunity until they crop out and exhibit

you at a great disadvantage. (In succeeding lessons, *The Key to Success in Life* is going to explain methods to you for living down these evil tendencies.)

THINK "POWER" THOUGHTS

52. On the other hand, it is your duty to entertain thoughts of strength, cheer, hopefulness, health and success, in all things. *Inasmuch as you must live in the house you build with your thoughts, build up in your mind a HEALTH-AND-POWER structure. Let the building material be composed of wholesome suggestions, bright hopes and right habits. Above all, make every thought a power and constructive thought.*

Your conscious mind can be taught to use the Universal Force on your subconscious mind, in effecting this transformation. However, right methods should be used in influencing your subconscious mind, inasmuch as it in turn is going to exert great influence on your life, personality and character. (In succeeding lessons, *The Key to Success in Life* will place in your hands the methods for effecting this seemingly magic transformation, and we predict that the lessons which follow will prove as interesting, as they will be helpful.)

(In them, *The Key to Success in Life* will be a strong staff on which you may lean while you climb to the hill-tops of ambition and, as you gaze down from the heights, you can say with Henry Victor Morgan:

Today on the heights I stand
Where God's winds sing a lullaby,
No more do I reach for the gleam
Of the baubles for which men die—
For I reach to the heart of God
—A master of Fate am I.

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