



PRACTICING MENTAL INFLUENCE

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Begin by having the person stand before you. Then make sweeping passes in front of the person from head to foot. Then make a few passes in front of the face of the subject, then along his arms. Then take hold of his hands and hold them a little while, looking him straight in the eyes. Make all passes downward. Avoid levity or laughter and maintain a serious, earnest expression and frame of mind.

Then standing in front of the subject tell him to take his will off of his legs and stand perfectly passive and relaxed. Then looking him straight in the eyes, say to him: "Now, I am going to draw you forward toward me by my mental power - you will feel yourself falling forward toward me - don't resist but let yourself come toward me - I will catch you, don't be afraid - now come - come - come - now you're coming, that's right," etc. You will find that he will begin to sway toward you and in a moment or two will fall forward in your arms. It is unnecessary to say that you should concentrate your mind steadily upon the idea of his falling forward, using your will firmly to that effect. It will help matters if you hold your hands on each side of his head, but just in front of him, not touching him, however, and then draw away your hands, toward yourself, saying at the same time: "Come now come - you're coming," etc. Standing behind the subject and drawing him backward may reverse this experiment. Be sure and catch him in your arms when he fails to protect him from a fall to the floor.

In the same manner you may fasten his hands together, telling him that he cannot draw them apart. Or you may start him revolving his hands, and then giving him orders that he cannot stop them. Or you may draw him all around the room after you, following your finger that you have pointed at his nose. Or you may make him experience a feeling of heat and pain by touching your finger to his hand and telling him that it is hot. All of the familiar simple experiments may be performed successfully upon a large percentage of persons, in this way, by following the above general directions. We shall not go into detail of the higher experiments of Hypnotism, as that forms a special subject by itself. We give the above experiments merely for the purpose of showing you that the phenomena of Hypnotic Influence does not require any "magnetic fluid" theory, and is all explainable upon the hypothesis of Mental Influence by means of Thought- Waves and Mental Induction.

In the above experiments, be sure you "take off" the influence afterward, by making upward passes, and willing that the influence pass off. Do not neglect this.

In your experiments, if you care to undertake them, you will soon discover the power of your eye upon the other persons. You will be able to almost feel the force passing from your gaze to theirs. And this is true in the case of the passes and stroking of the hands. You will feel the vibratory waves flowing from your hands into their nervous system. It is wonderful what power is aroused in a person after conducting a few experiments along these lines. Those who care to follow the subject further are referred to a forthcoming book of this series, to be issued shortly, and which will be called "The New Hypnotism," in which full instructions will be given in the higher phenomena, in complete detail.

And now a word of warning - Beware of people who are always putting their hands on you, or patting or stroking you, or wishing to hold your hands a long time. Many persons do this from force of habit, and innocently, but others do so with the intention of producing a mild form of hypnotic influence upon you. If you meet such persons, and find them attempting anything of this sort, you can counteract their influence by sending them a strong thought current (as stated in our last chapter), sending them the thought: "You can't affect me - I am too strong for you - you can't play your tricks on me." It is a good plan to practice this counteracting force when you are shaking hands with a "magnetic" person who seems to affect people. You will soon be able to distinguish these people by a certain force about them and a peculiar expression in their eyes, at the same time using your protective will upon them.

Caution young girls against allowing young men to be too free in using their hands in caressing them, and a word of advice to young men in your family would not be out of place in this respect. There are many cases of sex-attraction, leading to very deplorable results, arising from a conscious or unconscious use of this simple form of Hypnotic Influence. The danger lies in the fact that it renders one passive to other influences, and more readily led into temptation and to yield to the desires or will of the other person. A word to the wise should be sufficient. The use of this power for immoral purposes is a terrible crime and brings down upon the user deplorable results, which all occultists know and teach.

Everyone should learn to resist such influences when exerted upon them.
Forewarned is Forearmed.

CHAPTER 8 - INFLUENCING AT A DISTANCE

In the two preceding chapters we invited your consideration of the manifestation of Mental Influence when the user or projector of the force was in actual contact with, or in presence of, the person or persons he was aiming to influence. In this chapter, and the one immediately following it, we shall pass on to a consideration of the manifestation of the influence when the persons affected are removed in space from the person using the influence.

The general public is familiar in a general way with the phenomena of hypnotism. and to a lesser degree with the phenomena of Fascination in its more common forms of personal Magnetism, etc. But as regards the use of the influence at a distance people are more or less skeptical owing to a lack of knowledge of the subject. And still every day is bringing to the mind of the public new facts and instances of such an influence. and the teaching of various cults along these lines is now awakening a new interest in the subject, and a desire to learn something regarding the laws and principles underlying the same.

As strange as it may appear at first glance, the principles underlying Mental Influence at a distance are precisely the same as those underlying the use of influence when the persons are in the presence of each other. A little thought must show the truth of this. In the case of present influence the mental-currents flow across an intervening space between the two minds - there is a space outside of the two minds to be traversed by the currents. And a moment's thought will show you that the difference between present influence and distant influence is merely a matter of degree - a question of a little more or less space to be traversed by the currents. Do you see this plainly?

Well, then, this being so, it follows that the methods used must be identical. Of course, in the case of personal influence the added effect of the voice, manner, suggestive methods, the eye, etc., are present, which render the result more easily obtained, and causes the "rapport" condition to be more easily established. But with this exception the methods are identical, and even the advantages accruing from the

exception mentioned may be duplicated by practice and development in the case of distant influence.

There are a number of methods given by the authorities in this matter of distant influencing, but they are all based upon the same principles named in the previous chapters of this book, i.e. Vibrations, Thought-Waves, Mental Induction, Concentration and Mental Imaging - in these words you have the key to the subject - the rest is all a matter of practice and development, and variation.

One of the most elementary, and yet one of the most effective methods known to occultists is that of creating a Mental Image of the person "treated" (for that is the common term among modern writers on the subject) in the sense of imagining him to be seated in a chair in front of the person treating him at a distance. The treater proceeds to give both verbal commands, and at the same time directs Thought-Waves toward the imaginary person seated before him. This process establishes a psychic condition between the treater and the actual person, although the latter may be removed from the treater by many miles of space. This was the method of the ancient magicians and wonder-workers, and has always been a favorite among persons pursuing these experiments, of desirous, of mentally influencing others at a distance.

A variation of the above, very common in former days, was to mold a clay or wax figure, calling it by the name of the person treated, and identifying it in the mind and imagination with the other person. A variation is also noticed in the cases where a photograph, lock of hair, article of clothing, etc., is used in this way as a psychic connecting link between the two persons. The practitioners of Black Magic, Witchcraft and of her nefarious perversions of Mental influence seemed to prefer these methods, although, on the contrary, they are used with the very best results today by many in giving beneficial treatments to absent patients, friends and others whose welfare is desired. The only effect the Mental Image of the person, or the picture, etc., has is the fact that by these means a psychic connection link is set up along which the Thought-Waves travel more readily.

In the above forms of treatment the treater treats the Mental Image, picture, etc., precisely as he would if the person were actually present. He forgets for the time being that the person may be hundreds of miles

away, and concentrates his influence on the image, or picture, etc., because the latter is really the starting point of the psychic chain, which leads direct to the person. The treator sends his Thought-Waves toward the object, and in some cases actually talks (mentally) to the person by means of the medium mentioned. He may give commands, arguments, remonstrance, persuasion, etc., just as if the person were actually present. In short, he acts as if the person were sitting before him, wide-awake, and receptive to his influence.

Another way, employed by some, is to begin darting Thought-Waves toward the other person, forming in the imagination a gradual lengthening "psychic-wire" composed of thought- vibrations. Those practicing this form state that when the psychic-wire is projected sufficiently far (and it travels with incredible speed) and comes in contact with the mind of the other person, the treator feels at once that contact has been established by a peculiar faint "shock" similar to that of a very mild galvanic current. Then the treator proceeds to send his thought-currents along the psychic-wire in the same manner as if the person were actually in his presence, as described under the head of "Fascination, in a preceding chapter. In fact, such treatments, and the others mentioned in this chapter, are really and practically "long distance Fascination."

Another form of distant treatment consists in forming an "astral-tube," mentioned in other books in this series. The astral-tube is set up in a similar manner to the "psychic-wire," and projected toward the person desired to influence. It is formed in the imagination as a "vortex-ring," similar to the little ring of smoke puffed out by the cigar smoker, only larger - about six inches to one foot wide - or, better still, like the ring of smoke ejected from the stack of a locomotive sometimes when it is puffing rapidly. This vortex-ring is then seen, in the imagination, by the use of the will, to lengthen out in the shape of a tube which rapidly extends and travels toward the person treated, in a manner identical with that of the psychic-wire. This tube is known to occultists as the "astral-tube," and is employed in various forms of occult and psychic phenomena, such as clairvoyance and other forms of "Psychomancy," as described by us in our volume of this series, so entitled. Those following this method of distant influencing report that they recognize the completion of the tube by a sensation of stoppage and a feeling of

"rapport" having been established between themselves and the other person. In some cases they report that they are able to faintly "see" the figure of the other person in miniature at the other end of the tube, but this is undoubtedly due to the possession of "psycho-mantic" powers, suddenly awakened in to effect. The tube once established the treatment is proceeded with as if they were in the actual presence of the person treated. In many respects the "psychic-wire" and the "astral-tube" methods are similar, and a statement concerning one is generally true of the other.

There are two other methods frequently used in distant influencing which we shall now briefly describe.

The first of these two methods consists in sitting or standing in a quiet place, or rather in some place in which you can concentrate (the advanced occultist can find peace in the midst of the noise) and then directing your Thought-Waves toward the other person, forming in the imagination a mental picture of the force flying from you toward the other, like tiny sparks of electricity, or of a subtle fluid. This mental picture tends to give a concentrative force to the current, which renders them powerful, and sends them direct to the desired spot.

The second of these two methods is that used by the most advanced occultists who have advanced beyond the use of the methods described just now. These people simply stand or sit quietly and concentrate their minds until they attain the state of Mental Calm known to many as "the Silence." Then they create a strong mental picture of the person treated, surrounded by the conditions desired created, or doing the things desired to be done. This is one of the highest forms of Mental Influence and really approaches a higher phase of influence than that of the mental plane as generally known. A picture of a person held in the mind in this way - the person being seen in perfect, robust health, and happy and successful - tends to materialize the same conditions in the person in real life. This form of treatment, however, is possible only to those of great concentration, and who have mastered the act of Mental Imaging, and who also possess Creative Will-Power to a marked degree. Some degree of success in it, however, is open to nearly every student who practices along these lines.

Before practicing any of these experiments, read what we have said in the chapter on "Magic Black and White, and guard against employing the power for evil purposes, for the fate of the Black Magician is a sad one.

CHAPTER 9 - INFLUENCING "EN MASSE"

In our last chapter we considered the manifestation of Mental Influence at a distance in so far as was concerned the influencing of one or more persons by another. There is another phase of the subject that must not be overlooked, and that is the influencing of large numbers of people by some active, strong projector of Mental Influence. This form of the manifestation of the power is known as "Mental Influencing En Masse" - "En Masse, of course, means "in a body" - or "in a crowd," and Mental Influencing En Masse means the use of the influence in the phase of exerting a strong attracting or directing power to the mind of "the crowd," or rather, "the public, or a large number of people.

This form of the use of the power is that consciously or unconsciously exerted by the great leaders of men in the fields of statesmanship, politics, business, finance or military life. You will at once recall a number of the so called "great men" of history from ancient times down to our own times who seemed to exert a wonderfully, almost miraculous, effect upon the minds of the people, causing men to see things through the eyes of the strong man, and making of all instruments to carry out the ideals, will or desires of these great masters of Mental Influence. And on a smaller scale are the majority of the successful people who depend upon public support. In fact, this influence in some degree is used by nearly all who succeed in any form of business or profession, in which success calls for the attraction of other people toward the occupation of the person in question. This may seem like a strange thought to many, but occultists know it as the truth, notwithstanding.

The most common form of Influencing En Masse is the lesser degree manifestation, along unconscious lines, manifested by a majority of people by reason of their desire for the success of certain things. By desire we do not mean the mere "wanting" or "wishing" state of mind, but rather that eager longing, craving, demanding mental state that evinces a hungry reaching out for the desired thing. You will notice that the men and women who "get things" are generally those who are possessed of a strong, burning desire for the things in question, which prompts them to be more or less aggressive in the search for satisfaction

of the desire possessing them. These people are constantly sending out strong waves of thought-vibrations, which has a drawing, attracting influence upon all with whom they come in contact, and tending to draw such persons toward the center of attraction, which is, of course, the mind of the person sending out such thoughts. And in the same way a person possessed of a strong Fear of a thing will send out similar attracting waves, which have a tendency to attract or draw to him the people calculated to bring about the materialization of the thing feared. This may sound paradoxical, but the secret lies in the fact that in both the case of Desire and Fear the mind forms the Mental Image, which tends to become materialized. Fear, after all, is a form of "expectation," which, alas, too, often tends to materialize it." The thing that I have feared, hath come upon me," says Job, and in that saying he has stated the experience of the race. The way to fight things you may fear is to create a burning desire for the opposite thing.

Other persons who have either studied the principles of Mental Influence, or else have stumbled upon certain facts concerning the same, improve upon this elementary form of Influencing En Masse just mentioned. They send out the Thought-Waves consciously and deliberately, erecting the mental image, and holding strongly to it, so that in time their sweeps of mental currents reach further and further away and bring a greater number of people under the influence and into the field of attraction. They "treat" the public "en masse" by holding the strong mental picture of that which they desire, and then sending out strong thought-currents of desire in all directions, willing that those coming within their radius shall be attracted toward the ideas expressed in the Mental image projected in all directions.

The constant dwelling upon some special object or subject, by men who have developed concentration, strong wills and fixity of purpose, has the effect of sending out from the mind of that person great circles, constantly widening, of Thought-Waves, which sweep ever outward like waves in a pond caused by dropping in a stone. These waves reach and affect a great number of people, and will render them at least "interested" in the object or subject thought of, and the indifference has been overcome. Other appeals to the minds of these people will be far more likely to reach them than otherwise, for "interest" is the first step toward attention, and attention is another step toward action.

Of course, there are very many people sending out circles of Thought-Waves, and these currents come in contact with each other and tend to neutralize each. But now and then a particularly strong man will send out waves that will persist even after meeting other currents, and will reach the minds of the public in spite of the opposition. These thought-currents have the personality of the sender, and reflect the character of his will, be it strong or weak. The Mental Influence sent out by a strong business man in a town will soon make itself felt in a subtle manner, and the store becomes a center of attractive influence, although the public does not understand just why. In the same way some lawyers spring into public favor, although not possessing greater ability than their legal brethren. And popular preachers make their influence felt in a community in similar ways, although often they are not conscious of just what force they are using, their only knowledge being that they have a feeling of inward strength and an attractive influence over people, and at the same time a burning ardent desire to draw people their way, and a strong will to back it up with. And these are just the mental qualities that create and manifest the strongest kind of Mental Influence. And besides, these people almost invariably "know just what they want" - there is no mere vague "wishing" about them - they make a clear mental picture of the things that they wish to bring about, and then they bend every effort toward materializing the picture. Everything they do towards accomplishing their ends gives an additional impetus to their constantly widening and constantly strengthening circle of power and influence.

Some masters of this art of influencing the public create a mental picture of themselves sending out great volumes of Thought-Waves for a time, and then afterward mentally imparting a rotary motion to the waves, until at last they form a mental whirlpool rushing round and round and always sucking in toward the center. An effort of this kind acts on the mental plane just as a physical whirlpool acts on the physical plane, that is it draws into its power all that comes in contact with its force. This is one of the most powerful forms of Influencing En Masse, and is used with great effect by many of the "strong men" of this age; who have acquainted themselves fully with the secrets of the ancient occultists. Ancient Occultism and Modern Finance seem far apart, but they are really working together to further the interests of some of these powerful minds of the day - and the public is paying the bill.

You will readily see from what has been said that an individual who has cultivated the faculty of concentration and has acquired the art of creating sharp, clear, strong mental images, and who when engaged in an undertaking will so charge his mind with the idea of success, will be bound to become an attracting center. And if such an individual will keep his mental picture ever in his mind, even though it may be in the background of his mind, when he is attending to the details and planning of his affairs - if he will give his mental picture a prominent place in his mental gallery, taking a frequent glance at it, and using his will upon it to create new scenes of actual success, he will create for himself a center of radiating thought that will surely be felt by those coming within its field of influence.

Such a man frequently "sees" people coming to him and his enterprises and falling in line with his plans. He mentally "sees" money flowing in to him, and all of his plans working out right. In short, he mentally imagines each step of his plans a little ahead of the time for their execution and he concentrates forcibly and earnestly upon them. It is astonishing to witness how events, people, circumstances and things seem to move in place in actual life as if urged by some mighty power to serve to materialize the conditions so imaged in the mind of the man. But, understood, there has got to be active mental effort behind the imaging. Daydreamers do not materialize thought - they merely dissipate energy. The man who converts thought in activity and material being, throws energy into the task and puts forth his willpower through the picture on the slide. Without the rays of the will there will be no picture projected, no matter how beautifully the imagination has pictured it. Thoughts pictured in mental images and then vitalized by the force of the desire and will tend to objectify themselves into material beings, That is the whole thing in a nutshell.

CHAPTER 10 - THE NEED OF KNOWLEDGE

Although the true scientific principles underlying the subject of Mental Influence have been but recently recognized and taught to the general public, still the knowledge is far from being new. The occultists of the old civilizations undoubtedly understood the underlying principles and used them in practice, thus gaining an ascendancy over the masses. And more than this, the masses themselves had a more or less comprehensive knowledge of the working principles of the subject, for we find among all peoples, in all times, records of the use of this power. Under one name or another - under one form or another - Mental Influence has been operated and used from the earliest times. And today, even in the most remote portions of the globe, and among the most savage and barbarous races we find instances of the employment of this force.

The forms of the manifestation of Mental Influence are many and varied. In some cases it manifests under the form of a fascinating, attracting power exerted by some people, which causes such persons to draw or attract other persons to them. Persons are allured or "charmed" by others possessing this power, and their affections are taken captive by this mysterious force. Some persons are spoken of as "fascinating," "possessing powers of charming," having "winning ways," having "great personal magnetism," etc. Others exert another form of the power in the driving of and compelling others to do their bidding, and people speak of them as having "a compelling will," being able "to work their will" on those around them, possessing "dominating powers," etc. We are also brought face to face with the wonderful effects of "Mental Science" under one form or another, under this name or that term, with the many forms of "treatments" followed by the different schools and cults. Then we read in the pages of history about the mysterious powers recorded under the name of Witchcraft, Hexes, Voodoo's, and Black Magic, including the Hawaiian "Kahuna" work. And turning back the pages of history to Ancient time, Greece, Persia and Egypt, not to speak of India, ancient and modern, we find innumerable instances of the employment of, and knowledge of, Mental influence in some of its forms.

And although many will seek to deny the fact, scientific investigators and students realize that there is but one real underlying principle under and back of all of the various forms of manifestation. The good results, and the evil results, all arise from the employment of the same force, strange as it may appear at first thought. The secret lies in the fact that this Mental Influence is a great natural force, just as is electricity or any other natural forces, and it may be, and is, used for both good and evil purposes. The electricity which runs out machines, lights our houses and performs countless other beneficent tasks in the service of man is also used to electrocute criminals, and the unfortunate person who touches a "live wire" may be struck with instant death. The sun, which warms our earth and renders life possible, also kills countless persons exposed to its rays on the desert, or even in our large cities. Fire, that great friend of man, which has been one of the most potent factors in the evolution of the race from barbarism to civilization, is also a mighty enemy, destroying both property and lives. Water, that most necessary element, which renders life possible, and which is necessary to grow our grain and to perform countless other good services for us, also acts as an enemy at times, drowning people and sweeping away their homes. Gravitation, which holds all things in place, from suns and stars down to the tiniest atom of matter, also causes people to fall to their death from high places, or brings down on their heads objects from above them. In short, every natural force or power is capable of producing either beneficent or baleful effects to man, according to the circumstances of the case. We recognize these things, and accept them as a law of nature. And yet some would deny the identity of the power of Mental influence as manifested in its good and bad uses.

There will be people who ascribe to God all the good qualities of Mental Influence, and ascribe to the Devil all of its evil uses. These people have primitive minds. Their counterparts are seen in those who would credit God with the helpful rain or sun, and who ascribe to the Devil the same things when there occurs a flood or a drought. Such reasoning is worthy only of the savage mind. The forces are natural forces, and work according to their own laws, imminent in their constituent qualities and nature, and are in that sense "above good and evil." When they work for man's interest and comfort man calls them "good" - when they work harm and discomfort to him man call them "bad" - but the force remains

unchanged, being neither "good" nor "bad." And thus it is with the power of Mental Influence - it is above "good" and "bad" - it is a great natural force, capable of being used for either wear or woe to mankind. But, remember this, there is a difference. While the force in itself is neither good nor bad the individual who employs it may be, and it is, "good" or "bad," according to its use. Just as a man commits a good or bad act when he uses his gun to slay a wild beast attacking another man, or else turns it upon his brother or neighbor, as the case may be - so is a man good or bad according to his use of Mental Influence. The merit or demerit lies in the intention and purpose of the user, not in the force or power employed by him. Therein lies the difference.

On all sides of us we may see the manifestation of the possession of Mental Influence. We see men who are able to sway those around them in some mysterious and wonderful way, either by their powers of persuasion or by their dominant will power. Some spring into prominence and power suddenly, in a way unaccountable to those who are ignorant of the secret of Mental Influence. As we have said in a previous chapter, certain people seem to have "something about them" that makes them attractive or successful in their relations with other people. The "personal magnetism" of leaders manifests itself strongly, some having this power to such an extent that the masses follow them like a great flock of sheep after the "bell-whether" with the tinkling bell around his neck.

We have all come in contact with the "agent" or salesman who managed in some way to sell us things that we did not want and had no use for, and after he had gone we wondered and wondered how it all happened. If we had but understood the laws of Mental Influence this could not have happened. We have all felt ourselves, at some time or another in our lives, in the presence of individuals who almost compelled us to do what we knew in our hearts we should not do. Knowledge of the laws of Mental influence would have enabled us to overcome the temptation.

And not only in the case of personal interviews have we been affected. There is a far more subtle and dangerous use of the power, i.e., in the shape of "distant influence," or "absent treatment," as it had been called. And the increase in the interest and knowledge of Occult matters during the past twenty years has resulted in a widely diffused knowledge of this

great force, and its consequent employment, worthily and unworthily, by many people who are thereby enabled to gain an influence over their neighbors and fellow men, who are not familiar with the laws of the force. It would surprise many people if they knew that some of the multi-millionaires of the country, and some of its greatest politicians and leaders, were secret students of Occultism, and who were using their forces upon the masses of the people.

Not only this, but there are Schools of Occultism which teach their pupils the theory, practice and art of Mental Influence, under one name or another - under this guise or that - the result being that there are a greater number of people equipped for the use of this force and instructed in the practice of employing it turned out every year than is generally imagined. There are Schools for Salesmanship giving disguised instruction in the art of Mental Influence. Nearly every large concern employing selling agents has private instructors for their men, who teach them the principles of Mental Influence disguised under the name of "Psychology of Business," or some such name.

And besides these, there are a number of people who have studied at the feet of some of the great metaphysical, semi-religious cults of the day, who have received instruction in Mental influence disguised under the name of some creed or religious teachings, who have departed from the moral principles inculcated by their by their teachers, and who are using their knowledge in the shape of "treatments" of other persons for the purpose of influencing them to accede to their wishes or to act so as to bring financial gain to the person giving the treatment. The air is full of this Black Magic today, and it is surely time that the general masses were instructed on this subject. And this is the purpose of this little book, published and sold at a popular price in order to bring it within the reach of the purses of the "plain people," who have been exploited and influenced by those who have acquired a knowledge of the principles of Mental Influence, and who are using it unworthily upon their fellow men.

There is self protection possible to all, and this little book purposes to teach you how to use it.

CHAPTER 11 - MAGIC BLACK AND WHITE

The use of the word "Magic" in connection with Mental Influence is quite ancient. Occultists make a clear distinction between the use of Mental Influence in a manner conducive to the welfare of others, and its use in a selfish, base manner calculated to work harm on others. Both forms are common and are frequently mentioned in all occult writings.

White Magic has many forms, both in its ancient manifestations and in these latter days of revived occult knowledge. The use of Mental Influence in this way generally takes the form of kindly "treatments" of persons by others having their welfare at heart. In this particular class fall the various treatments of the several cults and schools of what is known as Mental Science, or similar names. These people make a practice of giving treatments, both "present" and "absent," for the purpose of healing physical ailments and bringing about a normal Physical condition of health and strength. Similar treatments are given by some to bring about a condition of Success to others, by imparting to the minds of such persons the vibrations of courage, confidence, energy, etc., which surely make for success along the lines of material occupation, etc.

in the same way one may "treat" adverse conditions surrounding others, bringing the force of the mind and will to bear on these conditions with the idea of changing the prevailing vibrations and bringing harmony from in-harmony, and success from failure.

The majority of persons, not informed along these lines, are surrounded by a mental atmosphere arising from the prevailing mental states, thoughts, feelings, etc., and also arising from the thought-currents which they have attracted to them by the Law of Mental Attraction. These Mental Atmospheres, when once firmly settled around a person, render it most difficult for him to "break away" from their vibrations. He struggles and fights, but the prevailing vibrations are beating down upon him all the time and must produce a strong effect upon even persons of strong will, unless indeed they have fully acquainted themselves with the laws of Mental influence and have acquired the power of Concentration.

be used either in the case of absent influence or personal influence. The rule is the same in all cases.

In repelling these absent influences you will at once experience a feeling of relief and strength and will be able to smile at the defeated efforts of the other person. If you feel sufficiently broad and full of love for mankind you may then "treat" the other person for his error, sending him thoughts of Love and Knowledge with the idea of dispelling his ignorance and selfishness, and bringing him to a realization of the higher truths of life.

You will doubtless have many interesting experiences arising from thus repelling these attacks. In some cases you will find that the next time you meet the person in question he will appear confused and puzzled and ill at ease. In other cases the person will begin to manifest a new respect and regard for you, and disposed to aid you instead of trying to influence you to his way and desire. In other cases the person will still have the desire, and will endeavor to "argue" you into doing that which he has tried to influence you into doing by Mental Influence, but his efforts will "fall flat," and without effect, particularly if you give him "another dose of the assertion of the Power of the Spirit within you.

In the same way you should call upon your Higher Self for aid and strength when you feel yourself being affected by any of the great Mental Waves of feeling or emotion sweeping over the public mind, and which have a tendency to "stampede" people into adopting certain ideas, or of following certain leaders. In such case the assertion of the "I" within you will dissipate the influence around you, and you will find yourself standing in a center of Peace surrounded on all sides by the ocean of mental tumult and agitation which is sweeping over or circling around the place. In the same way you will be able to neutralize the unpleasant mental atmospheres of places, localities, houses, etc., and render yourself positive to and immune from the same. In short, we have given you here a recipe that may be used in any and every instance of the employment of Mental Influence. It may sound simple to you, but a little use of it will make you deem it the most important bit of practical knowledge you may possess.
