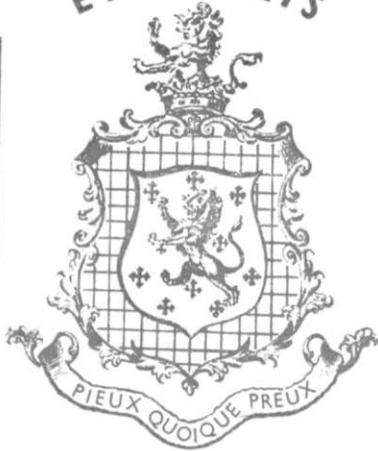


PROFESSIONAL PSYCHIC
AND
CRYSTAL READING

W. G. MAGNUSON - 1926

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PROFESSIONAL PSYCHIC AND CRYSTAL READING.

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LESSON NO. 1

MEDIUMISTIC CERTIFICATES.

Since we have placed this course on the market, we are going to explain this interesting subject to the student - a subject so little known and understood to the average psychic worker and occultist - we would not expect any student to take advantage of this expose in Mediumistic and Spiritualistic work, but explain this secret, only so that the reader may be able to satisfy his own curiosity. This first lesson will be made clear with the use of a series of questions and their answers.

The following questions and answers pertain to Spiritual work:-

1. What is Spiritualism?

Spiritualism is classed as a religion. It is their belief that the spirits of those who have left this sphere - continue to live in another world, the world of spirits, and the spirits of the so called dead can, thru a medium, come back to this earth and communicate with their beloved ones.

2. What is a Medium?

A medium is one who acts as a go-between those in spirit and those on this earth plane. He or she has developed mentally, and is enabled thereby to produce the phenomena, and is constantly in touch with the spirit world.

3. How are mediums developed?

Medoums are developed thru attending "Developing Circles" held for the special purpose of developing mediums. "Development" may be recognized by the would be medium from the fact that during these circles which are held in a dark seance room, the sitter sees lights, pictures, hears voices calling out names of those present, and in many cases a "control" which is a spirit who is interested in the "development" of that particular sitter, will take control of him and cause him to act the part of the spirit while this spirit was on this earth plane. Often an Indian Spirit Guide will enter the sitter's body causing the sitter to leave his chair, and in the dark room dance the war dance, and issue cries and whoops. When this happens the sitter is said to be developing very rapidly.

4. How can one join a "Developing Circle?"

Attend the regular Sunday services of any Spiritualist Church. Mediums will gladly volunteer information on circles to "seekers of the truth."

5. After one has developed as a medium - then what?

The local medium of the Church will ask you if you would like to become one of their certified co-workers. In other words you are invited to join them.

6. Is there an examination to pass?

Yes, but it is not a difficult one. Every Church has a Board. You must appear before this "board" of say six members, and convince them that you are a real or genuine message bearer by giving them messages. This is the only examination, and when passed you are given an application blank to fill in same, after which the Church officials send to headquarters and get your certificate as an Associate Minister.

7. What does an Associate Minister do?

An Associate Minister with a Church must give messages every Sunday at the regular church service. No pay is connected with this. The message giving is for the purpose of advertising one's private readings for which one may receive pay.

8. Do mediums trust each other and talk common sense?

No, mediums do not take each other in confidence. They each know that the messages and work they do is fake, and they do know that that of the rest of the mediums is also fake. They talk to each other like a mind reader would talk to a sucker.

9. Do all mediums act as above?

Yes, all but those who do trumpet and materialization seance work, and they generally have one or two trusted confederates who do the "dirty work."

10. Is there no other way of becoming a medium?

All Spiritualists Associations take in Individual Members, and Individual Members may otherwise than above obtain their certificates.

11. How are these certificates obtained?

A psychic may write to a spiritualist society and explain that he is interested in becoming an individual member of the society. That he has been a medium for a number of years, but only in a private way and that now the forces tell him that he should put his power to some good use. He asks for copies of By-Laws and Regulations to be sent, also for a copy of each of the following Mediums and Psychis's applications, Church Charter, and affidavits to go with same.

12. What is the next procedure?

On receiving these applications, he fills in the application blank for medium's certificates, and taking two friends who have known him for over a year he goes to the office of any Public Notary. He gets the stamp of the Public Notary on the affidavit and sends same, with membership fee, to the headquarters. He also must sign his name to the Creed of the Society he joins.

13. What is the address of a good association with a low membership fee?

The National Spiritual Alliance, of Lake Pleasant, Mass. Mail addressed to Shirley Whicher, Secretary.

14. What is the membership fee for joining this Alliance?

The fee for Individual Membership is \$1.00 per year. Fee for Medium's or Healer's Certificate is \$2.00 per year. Church Charter is granted for \$5.00, but it takes 10 spiritualists to start a church.

15. What good does a Medium's Certificate do?

A certificate for Medium entitles the holder to give spirit communication in both public and private. The Alliance above mentioned has a defense fund

and if a medium is arrested the Alliance fights the case by supplying their lawyers etc.

16. Will it take long before one gets a certificate?

No, the average length of time is about 10 days. A committee at headquarters pass on your application, after which the certificate is sent you by mail.

17. How about a Minister's Certificate?

This entitles you to perform the marriage ceremony, officiate at funerals etc., but it has more red tape to it, as after the application blank goes to the national headquarters, a duly certified Reverend already in the Alliance and in a large city near your place of residence, must come to your city and go thru the ceremonies at a public presentation, thus swearing you in as a Reverend.

18. What kind of questions must one answer to get the Medium's Papers or Psychic's Certificates?

Just fill in application blank that headquarters mails you. Questions are along following lines more or less:- Name, age, nationality, sex, how long a Spiritualist, how long a medium, have you studied laws of spiritual membership, what books have you studied regarding spiritualism, is it your life desire to devote your life to the cause of spiritualism, will you at all times conduct yourself above reproach if granted certificates, will you always denounce anything that may be practiced as Spiritualism but which is really fraud, etc., etc.

19. Can one get a certificate if known to be a fraud?

No. All applicants must be GENUINE MEDIUMS and fakes are not allowed.

20. Does age make any difference?

No, age makes no difference at all. Many certified psychics are under age, others are as old as 87 when they get their papers. Age does not count.

21. Can you tell me anything that mediums make use of when applying for a certificate?

You should have no difficulty in getting a certificate. Yet many mediums, when applying, may use the following information to good effect:- The National Spiritual Alliance is "at outs" with the National Spiritualists Association of Washington, D.C., and when applying to former association they write that at first they planned to join the National Spiritualists Association, but their friends and acquaintances in spiritualistic work told them about their (The National Spiritual Alliance) and how it was rapidly growing, and that in a few years would no doubt have the National Spiritualists Association off the map, etc., This makes it appear that one is a good booster, and that is what the Alliance wants. Also they state that at present they do not wish to affiliate themselves with a local church, but that as an individual member they could do more for Spiritualism under the present conditions. They then hand them a line about travelling a great deal and that they could bring the Truth of Spiritualism to many hundreds etc.

Now this is the first lesson in this course, and as stated before we do not expect the student to take advantage of the information that is obtained herein except for amusement purposes.

This lesson in this interesting field gets us down to the very foundation of Psychic and Occult work - that of Advertising and Getting the Business. This is a very important lesson and without this it would be practically impossible to obtain a Success in this work.

Tried and proven advertisements are given. How psychics "beat" the police officials and newspapers when working a town, etc., is fully explained. Facts that have taken years of study and experience to understand. Facts that have hitherto been carefully guarded are outlined...

LESSON No. 2

ADVERTISING THE PSYCHIC BUSINESS.

In the first lesson of this course, we explained some of the facts pertaining to Spiritualistic work, in such a manner that the student could, if he desired, obtain without any difficulty, a Spiritual Medium's Certificate. Now we pass into a more important field of instruction, that of getting the business in private reading or consultations.

Every kind of business depends upon advertising. Without any advertising success cannot be expected. Likewise in this psychic work. Advertising one's services correctly is important.

However, although most cities and towns are "open" to psychic and crystal readers, in many places there are police regulations or city ordinances in regard to "fortune telling", and needless to say the police authorities call anything in the psychic line by that subject. To the mystic located in such a city this subject is of great importance.

Character Reading and Phrenology are classed as "sciences" and are protected as such. This is how most workers go around the city laws. Again the subject of Psychology has proven the most important in aiding the mystic. Psychology is taught in all large schools, and public lectures are held in practically every city at some time or other on this subject. Business men have in the last five years organized in their cities, clubs for the study of Psychology. So you see that while Character Reading and Phrenology are allowed the best field in "closed" cities is Psychology.

The crystal seer simply changes his advertising to include Psychology, and calls himself a "Psychologist" instead of a "Crystal Reader". Of course a few grains of knowledge on psychology will come in handy in case some sifter turns out to be interested in the subject, but such knowledge is obtainable in all public libraries, and we will not stop to lecture about it here.

Here is an advertisement used by a well known crystal reader, trance medium, and Psychologist. Note that he says nothing about being classed as a fortune-teller, but uses the word Psychologist and Scientific Life Reader. This ad makes about one and a half inch display and is generally placed in the Society page for results.

PERSONAL

TRY THE WONDERFUL POWER! Consult the Scientific Life Reader today. "Arise! Exchange darkness for light; sorrows for joy." The well known Psychologist not only tells you of your troubles, but positively assists you in realization of your desires.

Ad - continued.

N.B. The more sincere your object, the better service rendered.
Low Fee for consultations. Office Hours: Week days 11a.m. to 5p.m.
Evenings, Mon., Wed., Fri., 6p.m. to 9pm - Office over The Bridgeport
Dollar Saving Bank, 321 Pike Street.

The following is used by the writer of this course, for ordinary
classified advertising page of a closed town:-

Spiritual and Psychological Readings. If worried or in suspense, consult
this remarkable man today. Hours, ----- etc.

Classified advertising is very good, as the rate is low and for that
reason the readers taken care of each day bring in almost all "clear" profit.
The "Personal" classification is the proper one for the ads on readings.

In an "open town" the writer uses the following small classified ad with
extraordinary results:-

Psychic and Crystal Readings by appointment only. Forest 2755. 1665 Charles
Street. "Ask Magnuson - he will help you!"

Another fine advertising medium for the psychic reading business is the
Theatre Programme as used by large theatres. Once each week, most large
theatres publish a leaflet announcing their coming attractions, and sell
advertising space to merchants. Rates adapted in most of these bulletins
run from \$1.00 to \$3.00 per inch. Many hundred of persons read the ads, and
if a small coupon is listed in the mystic's ad, which if presented at a
reading, allows a discount of say 50¢ on the reading, the answers are more
numerable. A lady palmist and trance medium using local Palace Theatre
advertising as per the plan above, averaged \$30.00 each day for the week.
She then left for the next town, only to work the same advertising scheme etc.

Some city newspapers refuse to run psychic's ads. Many of these papers
are Catholics, and others are members of press clubs that have rules against
such advertising. In such cases the above plan is often used. Another
advertising scheme in these cases is the hand out, or post card system as it
is known in the profession.

The reader has printed several thousand cards on his business, about the
size of a post card. The seer has a cut or two, perhaps a photo of himself
or an Oriental figure so as to make it attractive. These cards are then
distributed thoroughly thruout the city. Often the mystic secures a number
of boys, pays them a dollar or so for passing the cards out, and makes more
money out of the deal than he would have if he had used newspaper advertising.

Warning! Explain to peddlers that under no circumstances must they put
cards in mail boxes, as such is against the postal rules, and is likely to
cause trouble. If possible place cards in halls or between screen doors if
in summer time. Never allow cards to be tossed away on the street as such
cheapens the work of the reader.

The post card system is used in St. Louis where advertising in the daily
papers is "out". An insight into the money made by the St. Louis bunch
proves the effectiveness of this advertising system.

No matter if the city or town is "closed", a reader with a Medium's
Certificate can operate as such as explained whyfore in Lesson 1. So if

one doesn't work as a Psychologist one can work as a Spiritual Reader or Trance Medium at all times.

There are Spiritualists papers published in different parts of the country, and mediums can always advertise in them. These papers are sold at the Spiritual Churches throughout the country, so when a medium does advertise he usually offers readings by mail as his certificate in this case protects him from interference from Post Office authorities.

The biggest Spiritualistic Paper in this country is The Progressive Thinker, issued in Chicago, Illinois, by Mrs Cadwallader at 108 Loomis St. Advertising rates for mediums is 25¢ per line, and a 4 or 5 line ad is a good starter. This is a weekly publication. Subscription to this paper costs only \$2.00 per year by mail, and the new medium can, by looking thru the advertisements therein, get an idea as to how to advertise in this line of psychic field which has proven a "gold mine" to many prominent psychics.

A well known medium, who is a friend of mine, explained how he further protected himself in the following words:- "When I finish giving a sitter a reading, he generally asks me how much he owes me, to which I reply, 'For the reading you owe me nothing. For my time, however, which is valuable to me, I charge two dollars.' Now to anyone it might look as the same thing, but if I was ever asked to appear before a judge, I could ask the sitter what I charged him for the reading. He would have to admit that I charged for my time, not the things I told him. My time is my own and I have a perfect right to place a price on it, haven't I?"

Another little plan used by Spiritualists and Occulists is to have each sitter sign a "Question Coupon", before they start giving the reading. A coupon used by the writer for this protection is worded as follows:-

Date.....

I hereby make application with Prof. W.G. Magnuson for a Psychic Crystal Reading, with the understanding that he does not claim any suoernatural powers whatever. I do not expect to have my "fortune" cast, as Prof. Magnuson is not a fortune teller. I agree to accept my readings as Psychological Truth, and my payment of this consultation fee will constitute evidence as to its value to me.

Signed.....

That the above "Question Coupon" plan is a good thing may be easily proved by a survey of those engaged in private readings, for it will be remembered that the average of 90 out of every 100 mystics use it. In the case of an arrest, the mystic has at his disposal all of these names, and can look up the sitters with the intention of forming a defence.

"Come Back Cards" are used by all good or successful mediumistic workers. The psychic runs his advertisements in the papers only long enough to get established, which takes any where from two weeks to one month. After that business comes without advertising in the papers.

Each sitter, at the completion of his reading, is handed 4 or 5 of the "come back cards", and the psychic say, "Now if you have any friends or acquaintances who are in doubt or trouble, and who desire to be enlightened, I would appreciate having you pass the word to them". In this way every

sitter being given the cards passes them out, and the crystal seer very soon has hundreds of cards always in circulation, which keeps his business going up all the time.

Next lesson, Number 3, explains how to conduct your office, how to act, what to say, and all those things you have wondered about.

LESSON No. 2

MAKING PRIVATE READINGS PAY

In this lesson we will explain facts pertaining to the office and methods of handling the sitters as used by prominent crystal and psychic mediums of this country. In order that we may explain these things thoroughly, and yet waste no words or time, we make use of the "question and answer system" as we did in Lesson No. 1.

After studying this lesson, we will be glad to answer such questions in a personal letter, should there be anything that the student desires further advice on. However, we believe that the following questions and their answers will make the subject clear.

1. How do most professional clairvoyant workers work this game?

Most professional psychics travel from one city to another, as their field is then larger, and they can play the game so strong that they must keep on "the jump."

2. Is this true in regard to ALL psychics who travel from city to city?

No, not all psychics "work" the sitters for big stakes. The above pertains to only the second raters or "rats" in the profession, who are so dishonest that they can't trust themselves. There are a few "honest" workers, and they often go through the same towns year after year. They are the ones whose success is permanent.

3. What size places do these psychics stop in?

Most mystics will "play" cities of from 5,000 to 100,000 population. They figure that towns of less than 5,000 do not pay well enough, and those over the 100,000 mark take too long to become known in. Also in a large city there are more newspapers, and if they want to reach all with their message, the cost of running the ads will be too great.

4. How long a period do they work in a town?

This all depends on the size of the city. Usually they make their stops last from 2 days to 10 days or 2 weeks

5. What is the method of travel used?

An automobile is the most common means used. However, by train is the best, as well as more comfortable method if the "jumps" are far between.

6. What is the first "move" upon entering a new town?

The first thing done is to arrange to rent two furnished rooms close in. Near the business section is the best location, as this is usually in the heart of the city, thus the street address is known to all who might think of getting a reading.

7. What is the next move?

After renting the reading parlors, copies of the seer's ads are taken to the newspaper or newspapers (if more than one in town), and same are inserted for the period of the stay.

8. Do these travelling mediums use "come back cards"?

Yes they do. They use in fact two different styles. One is worked along psychological lines, and the other is made up along fortune-telling lines. In a "closed" town the psychology cards are given to sitters, and in a "open" town the stronger cards are used.

9. What office hours are more commonly used by this class of psychics?

Hours commonly used are from 10am to 8pm. in a good size town, and in smaller places, from 1pm to 8pm.

10. Do these mystics travel alone or have an assistant with them?

All crystal and psychic workers travel in pairs. Often it is the clairvoyant and his wife. A girl assistant is always used if the seer is a man, and if a woman the assistant is usually a gentleman

11. Why is it necessary to have an assistant at all?

This is necessary in cases where the mystic travels as in this case it does not pay to have a regular suite of offices, considering the short stay. While the seer is reading for a sitter, the assistant must answer the door, admit other sitters or callers to the waiting room and prepare them for their reading so no time will be lost.

12. What do you mean by "prepare them for their reading"?

We will discuss this in Lesson No. 4, in which we explain the methods used by well known office mediums.

13. Is it true that mediums "work" in Southern states during winter months, and get rich quick from just one seasons work.

Yes, and no. The South offers a wonderful opportunity to the psychic reader in the winter, as so many people flock there. That is very true. Yet, in many of these southern places the city "fathers" have ordinances, and the ones who give readings must purchase a license to work there. Therefore those in these cities do not make short stays, but usually locate in a good town for the entire winter.

14. All these questions and answers given above pertain to the travelling medium, do they not? Is this the only side of the game that there is money in?

Yes, the information given is re this one class of professional worker, however, there are two other classes of psychic readers.

15. What are these two other classes?

First in order, is the professional who locates permanently in a city, either renting and opening an office, or staying at some private home and opening up there. Then there is the semi-professional, who gives readings in spare time.

16. Give some information on this "other class of professional"?

Yes, we will look into this other class at once. The following information will make this, the regular psychic field, clear, we are sure.

THE REGULAR PSYCHIC FIELD - Terse Facts.

This class of reader settles in a city with the intention of trying to "build" a permanent business.

An office above some store on a business street is rented, and for this the expense in a fair size town is anywhere from \$20 to \$40 per month in rent. Two rooms make an office. One is a smaller room in which the readings are given, the other outer room being the reception or waiting room.

The waiting room is fixed up with a table in the center of same. On this is placed a few of the later sellers in books and copies of magazines so those waiting may "entertain" themselves. Also a few of the psychic's cards are stacked in a pile so anyone may help himself. Six or eight ordinary chairs are placed along the wall.

The reading room is arranged more flash. As used by the writer it contains: In the center of the floor a round top wicker table. On one side of the table is placed a rocking chair to match, and a straight back wicker chair on other side of table. Along one wall of the room is a wicker couch. All this furniture is decorated in Oriental figured cloth, chair bottoms etc. A small wicker lamp to match. In corner stands pedestal cigarette tray. The Crystal on its stand in center of table. Grass carpet on floor. Five piece wicker suite, as used by the writer, can be purchased anywhere from \$65 to \$125. Over windows are arranged black drapes on rods permitting sliding so as to exclude light.

These crystal seers and psychic readers give two kinds of readings. Usually an ordinary reading, and a Life Reading. Ordinary reading takes up answers to three important questions and one wish. Life Reading is complete. From the cradle to the grave, taking on vibrations pertaining to the immediate and distant future, present conditions, and the past life of the sitter.

Prices most readers charge are:- Life Reading, \$2.00. Ordinary Reading or a Trance Reading, only \$1.00. Some people want to have a crystal reading so they will willingly pay \$2.00 for a Life Reading as this is with the Crystal. The Ordinary Reading is a Trance Reading without the crystal, and such class reading is common, yet, for the few who never had a reading, the trance method is good. They often promise to come back for a Crystal Reading in the future. A Complete Life Reading lasts about 20 minutes. Trance average 7 to 10 minutes. These mystics often sell crystals and teach others how to "read" in the crystal. They make up courses in mimeograph form and sell one lesson a week, sitter to come back next week and get next lesson, and he then asks sitter to answer certain questions to see what he has learned etc. Many "big" ones use this and make enough to pay office rent each month by selling lessons, anyway.

Sitters being ready for reading come into reading parlor when asked "Who's next". Psychic may then use following "lecture" on them, as used by writer:-

"Be seated in that chair over there. Now you want a reading, do you? I give two different kinds of readings. One is a Trance Reading. The other is a complete Life reading with a Crystal. Trance Reading I can recommend you if you have only several important questions you desire enlightening on. The Spiritual donation I ask for this is \$1.00. If you want to know the complete story of your life, taking in practically everything of importance, you desire a Crystal Reading. Price? \$2.00."

HELP THEM IF POSSIBLE in realizing their desires. Now, mystic writes figures on paper, and after apparently "thinking", says that for \$14.50 he will take her case. He will put forward his powers working for her welfare. He then has sitter sign statement (see Lesson No. 4) and arranges easy payments. This is used also to help women get divorce, love affairs, etc.,

Now, suppose the sitter wants a Crystal Reading. "I do not see these things in the crystal. I use that only for concentration. What I do, anyone can do, with the proper training and study." Reader then proceeds with the reading (see Lessons 4 and 5).

If the psychic is a Spiritual Reader as well as a Crystal Seer, he has his certificates hanging in a conspicuous place in his office. Also he has a Declaration of Principles of the National Spiritualist Association, framed and hanging on the wall. This is a large, heavy glazed cardboard, and very noticeable. Obtainable from The Progressive Thinker, 108 Loomis Street, Chicago, Ill., for 50¢ a copy post paid, or 2 copies for 80¢.

Lesson Number Four is next. Readings exposed in full, Part One.

LESSON No. 4

READINGS AND HOW TO GIVE THEM - Part One.

In the first three lessons we have carefully explained the business end of the Psychic Field, touching such subjects as advertising, conducting an office, Spiritual Medium Papers, etc. Now we will give our attention to the subject of giving the readings themselves.

This lesson in itself is complete, yet we term it "Part One", and the next and last lesson in this course will constitute "Part Two" of this important and little known study.

First we will explain several methods used by mediums and crystal gazers who, at the present time, are located in a suburb of St. Louis, the city of St. Louis being itself "closed" to all fakers with the exception of Spiritual Medium who, as explained in Lesson No. 1, cannot be touched by police officials.

THE TURN OVER BILLET SWITCH

The psychic who makes use of this clever test has his office arranged with a small round table in the center of the room. A chair is on either side of the table, one being used by the seer himself, and the other the sitter.

A sitter, upon entering the office and being given a preliminary lecture as outlined in Lesson No. 3, is given a piece of soft pencil tablet paper, of about the size of three by four inches. A soft lead pencil is also given to him:-

"Write first the name of the Spirit, one preferably very near to you. Either man or woman who is in the Great Beyond. Then write three important questions you desire enlightenment on, and sign your correct name in full. Then fold the paper like this, three times this way, and four times this."

Psychis illustrates how paper is to be folded, thus making sure sitter will fold it as he wants it done. (Sitter will always fold in same creases.)

Now for the actual working:-

The psychic moves away from table as sitter writes, and secretly secures a duplicate billet, folded as per instructions given the sitter, and which looks exactly like the one sitter has. This he palms in the left hand, using regular full palm. Sitter has folded his paper. Psychic now returns to his seat, opposite the sitter. He casually places his left hand on table, back of hand and arm toward the sitter so palmed dummy billet cannot be seen.

The sitter having in the meantime, been told to toss his billet on table, the psychic picks it up with his right hand and demonstrates 'suing the action to the words', says "I wish you to hold your questions TIGHTLY in the palm of your left hand, VERY TIGHTLY." The psychic places the billet in the palm of his own left hand, directly on top of the dummy, and at the same time he inserts the right hand thumb under the dummy and turns the TWO billets over, (This "turnover" is executed while he speaks the words, "I wish you to hold, etc") so that the SITTER'S BILLET is now pressed tightly in the palm of the medium's left hand, and the fake billet or dummy is on top.

Next the psychic raises his right hand about 18 inches in the air, and with the dummy between his thumb and first finger, and here is where the psychological moment in the test is. As the seer raises the right hand with the dummy in full view, his eyes are on sitter's eyes or on the dummy, and AT THE SAME TIME, he slides the left hand toward the edge of table and drops the genuine billet into his lap. He then brings the dummy down again and he presses it TIGHTLY in the palm of his left hand, as if to show the sitter just how to do it. Here the sitter sees that the psychics hand is empty and all doubt dispelled if any suspicion existed.

Then he places the dummy billet into the sitters hand and says "HOLD your questions TIGHTLY, please", and as he hands it to the sitter he does so with his left hand, and again the sitter sees hand is positively empty.

While the sitter holds "his" billet, the mystic lets his chin rest on his right hand while his left hand drops below top of table and unfolds the genuine billet, after which he clamps the paper between lower edge of the table and his knee so it will not fall to the floor.

Seer, in his next move, picks up small writing pad and pencil, places pad near hos side of table and asks sitter for his birth date, and writes it down on pad; then he makes numerous calculations and inscribes many "hieroglyphics" while he reads and memorizes the name and the Spirit's name, and also his question.

Lastly he takes a match or candle, and burns the "sitters" billet (dummy) to ashes and then proceeds with the reading.

If the seer has a sitter whom he fears might open the billet while in his possession, he himself holds the dummy against the palm of the sitters hand, and placing the other hand to his forehead to "concentrate", really shielding his eyes while he reads the genuine billet by glancing downwards. His left eye slightly shows between the fingers of hand, and it is seen to be closed which it is, but the right eye which is hidden by the palm part of the hand is wide-awake, and it is this eye that does the reading.

During the reading the seer has ample opportunity to attach genuine billet to a small hook directly in front of him and under table top. This is hidden by table cloth and makes it easy to get rid of all billets taken that day.

The seer starts his reading as follows:-

"I see a dark shadow standing back of you. He seems to rest his right hand upon your shoulder and I see the name, John (or whatever name of spirit is written on billet) written over your head in words of fire. He says, 'Tell William (or sitters name) that I am with him today. Oh, I want to help him so much!! Mr Andrews (or sitters last name) John says he knows you. Do you remember his name? He says you shouldn't lose any sleep over that investment - Everything is going to come out all right so don't worry, etc., etc."

THE ENVELOPE METHOD.

Another St. Louis clairvoyant who is getting rich, uses the following method for getting the "suckers".

He asks the sitter to write first, his name in full, then his address and occupation, and lastly, three important questions and a "wish". Questions, etc., having been written on a slip of paper and folded as per instructions in the "Turn Over Test", the seer proceeds with the switch in the following manner, which is not new, but as he uses it, it fools them all.

Seer has a stack of envelopes and picks up the top one and holds it in his left hand palm, palm toward himself, and what is the front of the envelope is toward the sitter. The sitter is seated, and at this point of the test the seer is standing up directly facing the sitter.

Now inside this envelope, which is an ordinary and unprepared manila type coin envelope with a side flap (not the end opening type), is a dummy billet folded like that which the sitter holds. The seer states, "I will now place your question in this envelope and seal it". Saying this he takes the sitter's billet with his right hand thumb and forefinger, and apparently seals same in envelope. What really happens is this:-

The right hand carries the genuine billet up to the left hand which holds envelope, and the seer APPARENTLY places the billet into the envelope, but in fact what he does is to slip the 2nd finger of right hand into the envelope while the thumb and 1st finger, not into envelope, but in back of same. The effect is that the billet was placed inside envelope while now it is held against back of same with the left thumb pressing on back of envelope.

The left hand is raised up and the lips wet the flap and seer seals flap down tight. Taking envelope with the right hand he places it in front of the desk, and at the same moment the right hand takes envelope from the left, the left thumb pulls billet down into the left palm.

Medium now sits down at his desk, seemingly forgetting about the envelope, and gives a few verbal impressions (see Lesson No. 5). The desk used by this seer is the ordinary flap top type, and on same he has a number of books on the occult, a typewriter, and a crystal ball which he later uses in the reading. The desk is about 2 or 3 feet from the wall, so there is just enough room for the seer to sit behind same, his back being next to the wall. Sitter sits in chair in front of desk.

Next room to the "reading room" is a small room, the wall separating the two rooms. In this small room the seer's wife is located ready to "pull the trick". In the baseboard, immediately to the left of the medium's chair, and hidden by the desk from the sitter's view, is cut a trap door which can

be opened by assistant pressing on same. As the seer has finished sealing the "dummy" he tosses same on top of desk as he sits down. While he pauses a little to get the "right vibration", the assistant opens trap door and reaches out with a long paddle which will reach directly in line with seer's left hand, and only a few inches below same when he is seated. The seer drops sitter's billet on paddle and assistant promptly pulls it into her room.

Reader now starts verbal reading to kill time while the assistant looks up in the city directory the sitter's name, thus finding where he works, name of wife, if married etc. This information with the sitter's questions she writes down on a piece of paper in large hand writing, and places same on the end of paddle she reaches out to seer.

The seer, having "killed" the time with a few verbal impressions, now places his left hand down and transfers the information to his lap, after which he destroys the sitter's billet (dummy) by burning same. In burning the dummy in the envelope, he holds the flame in back of envelope and thus the dummy throws a shadow thru envelope and sitter sees this shadow and "knows" his questions are still in there.

The seer then asks the sitter to concentrate HARD on his questions, and using the same dodge explained in the former billet test, he gets knowledge of sitter's affairs, after which he gives his reading by looking in crystal.

The seer has a large collection of city directories from all large cities, and often persons from other towns have dropped in for a reading, only to be surprised to be told the name of wife, or husband, place of occupation etc. This seer has baffled many out of town magicians who have called, by using city directories.

The writer will now explain a method that he himself has used for some time with considerable success. This method has the advantage over those previously described, in that practice is unnecessary, except as to its presentation. This test we will call:

A MODERN CRYSTAL READING

The success of this Crystal Reading Test depends upon a piece of apparatus commonly known as an impression board. Such a board is now listed by the Thayer Mfg. Co. of Los Angeles, California, a firm well known to most magical workers. This is the Mento-Detector, and the list price is \$7.50 to those who desire to purchase this apparatus.

This is an ordinary appearing clip board made of cardboard, and with a nickled paper clip on top of same for holding the sheet of paper on which the sitter is to write his questions. Inside of the board, due to the fact that it contains a sheet of sensitive carbon paper, is registered on another sheet of paper the things the sitter writes. By pressing on the clip it can be removed and the carbon copy withdrawn. As worked by the writer it will baffle anyone.

Picking up a small sheet of paper of the size 3 inches by 5 inches, the writer steps up to the sitter and says, "Please write on this paper, first your name, and then write three important questions you wish answered." Sitter takes paper and seer hands him a HARD LEAD PENCIL. Suddenly writer notices that the chair is rather far away from table, and it would of course be hard to write on a single sheet of paper, so he walks over to the table

and picks up a copy of Occult Digest, and starts to walk over to the sitter, but then spys the clip board. This is lying on bottom shelf of smoking stand, directly opposite in corner of room from the sitter. This clip board he brings over and places paper on same, he asks sitter to continue writing as requested, when he is thru he should tear off paper and fold up small.

On other side of room, near smoke stand, is a reed sofa (see Lesson No. 3) and on top of smoke stand is an ordinary school slate, and a slate pencil. Writer picks these up and while sitter writes his questions the writer is "figuring" on the slate.

This stops when he sees that written questions are finished, and folded, when he REPLACES slate on smoke stand, and walks over to the sitter with a small coin envelope which he picks up when replacing slate. He asks sitter to seal his billet in this envelope.

Noticing the clip board, he picks it up and walks over to replace it on shelf of smoke stand, but, in the act of walking over to stand he removes the clip, immediately replacing it on OPPOSITE END OF BOARD, and just as he approaches the stand, he pulls the carbon copy from the board. Holding carbon copy close to body with left hand he stoops down and places board on shelf, and then with this same hand he again picks up the slate, and in doing so his left hand places the carbon copy on one side of the slate. All this takes less than half a minute, and the moves are so easy, and quickly done, that in a few trials it becomes "second nature" as it were.

The writer then takes his seat again on the couch, holding the slate on his crossed knee so that carbon copy faces him directly, though not in position to be seen by sitter. Now the writer asks sitter for his birthdate which he writes down on slate. Then under pretence of figuring he, at the same time, reads and memorizes the name of sitter and his questions. This done, he places slate FACE DOWN beside him, thus concealing paper beneath slate, after which he gives the reading.

This method is highly recommended, and once tried the ease of its operation will cause the reader to use it always.

As stated in Lesson No. 3, the usual length of time given a sitter is from 7 to 10 minutes on an ordinary reading, and up to 20 minutes if they desire a life reading. However, although no set time can be made, this is about the average. If the waiting room is full of people the seer, naturally has to "speed up", or some of them may get the idea in their head that they will come back some other time.

Prices generally charged are \$1.00 and \$2.00, yet some of the mystics in larger cities make a regular fee of \$3.00 per sitting. This price of course depends upon what the other psychics in the same locality are charging, however a price makes one think there is nothing "cheap" about the seer, so he must be good.

A money making gag that a number of well known seers and mediums use:-

Often a woman will, in the course of a reading, ask the seer to try and locate her husband, who, perhaps vanished leaving no trace whatever, as some husbands do when tired of being "nagged" to death, or if mixed up with some other woman. In such case the "big" ones in the psychic field will, after considerable "mental effort" get the vibrations of an address, at which the seer feels the missing husband is. He gives this address to the sitter, and

it is the address of some friend, who like himself, is in the crystal business.

The sitter, upon writing her husband care of that address, will shortly receive a reply to the effect that the writer is very sorry to advise her that the party she wrote to left for "parts unknown" the day or so before the letter was received. This makes the sitter think that the seer must be good to get that so exact. So she usually comes back at once for another reading and tells him the facts that her husband WAS there but is now gone and could the seer look again in the crystal, and try to see where he is now.

The seer will tell her, that now conditions have changed a great deal, and that her husband is on the "jump" - that is he is moving, moving, never stopping long at one place, and that it will take a great deal of his power to locate him again. However, she is asked to come back some other day of the week, say Friday at ten in the morning when he will make another attempt. The lady comes back on Friday and is told that he cannot give anything, but he feels sure on next Tuesday, but it will be a great strain on his system, so his fee will be of necessity \$10.00. This price will not "scare" sitter if she is really serious to locate her lost partner, as the seer has proved himself genuine or good in the first reading, so why would it not be worth the price of \$10.00 to get the address this time. So they figure always. Now when sitter comes back, the seer can again stall off, and each time he stalls off positive that some day he will succeed etc., and each time the fee can be raised as the interest is still greater.

Whenever he thinks that he has as much as the sitter will stand for, the seer locates the husband at so and so address, and this time he again gives the address of a friend in some other city, preferably far away. Sitter writes husband in care of the address and this time she receives no reply, as the seer's friend destroys the letter. The natural thing to look at, is the husband doesn't care to answer and he will no doubt leave this address too. In this way the sitter has no proof that the medium has failed, but, to the contrary he must have been correct for if the letter had not been delivered she would have received it back, so the sitter cannot make a "kick" and demand her money back.

That simple scheme has been used a number of times by well known seers and although so simple, it has never been known to fail in bring home the "real dough."

HOW PALMISTS WORK

A great many books have been published on Palmistry, and a great number of persons, including magicians, have tried to put all the information given, in their brain, or tried to memorixe it, only to find they tacked a very hard proposition.

Palmists who travel about the country, whether it be with fairs, carnivals or independently, do not go to all the trouble of memorizing a lot of this "bushwa". They give palm readings, as they call it, is the rankest of fakes by the use of a speil.

As soon as a sitter steps in, they size him up by his appearance whether he is married or single, his position in life, etc., and then they hand him a "line" as to the things thay think probable for him in his life.

A sample spiel for a young woman is given below. It can be added to or changed as desired. A good book on Astrological readings will be found useful, as these books contain so many sentences and things that will "hit" almost any person on the head, so to speak. The sample spiel given may be used for a man also, by making a few changes in the wording.

First let me state that these palmists usually charge 50¢ for a reading. So their advertisements state. When the sitter comes to get a reading, he usually finds that this price is for each palm, and if he wants to know the important things in life he should have his left "hand read" also. Palmist reads the right hand first.

Plainly speaking the rule of palm reading are to tell the past and present, say just the things that are most likely to happen to anyone. To tell the future just about anything is alright. A reading generally lasts for five minutes and if it is that long, that is generally something unusual as three minutes is the most likely time given a sitter.

SAMPLE READING

"You come from a good family, neither rich or poor. Your future looks bright and rosy. You will have lots of friends and not many enemies. Your past life has been fairly happy but there have been some disappointments, and there are a few more coming to you. After that everything looks clear. I see by the line here that some love affair has not gone just as you wished. I see a young man and he is in love with you. You are not certain as to his feelings towards you. Another lady is trying to win him, so encourage him stronger. There is another young man who is dark and he loves you, but has never told you. There is a broken engagement too, but it comes out for the best. I see some money coming too but it is not a large sum. You are going to have trouble with a relative who will interfere with your plans. There is some sickness but it is not important so don't worry over it. You will finally marry the man of your choice, and settle down. It is a happy marriage and there will be three children, two girls and one boy. You will live your entire life in the same sphere, and it will be a long life in store for you, but I see you die suddenly etc., etc. You will be down and out many times, but will always come up smiling because you were born under a lucky star, though at times you think different etc., etc.

In giving a palm reading it is best to FLATTER the sitter. Never send a sitter out unhappy, as in time it will "break" the reader.

Next we have the 5th lesson of a series of 5 lessons exposing the inside secrets of the Clairvoyant, and Crystal Reading profession. The last lesson given to the student exposed how a number of prominent psychics of St. Louis give their "private readings". All of these, practically require a little preparation, such as a "dummy" slip, apparatus etc.

Owing to the fact that a number of interested students have asked writer of this course, to explain, how other mystics work, who do not use a billet test, this lesson, No. 5, part 2 of lesson No. 4, is added to the course. This lesson explains how a great many professional Psychologists and Spiritual Readers give these kinds of sittings in which previous preparation is not necessary.

Continuing, the writer will now explain to the reader how one may give unexcelled type of reading without the use of any billet system, or any other fakery. For amusement purposes, or parties, or other indoor doings, it is unexcelled as one is always ready to give a reading. This system and method is known is the profession as:-

THE SKELETON SYSTEM

In regard to reading, I consider such as a "Psychological Illusion", and the method I use is what is known as a spiel reading, but, what we term the skeleton system, in as much as I have outline or framework fixed in my mind, and figuratively speaking, put the flesh on the bones as I proceed with my spiel.

First in my preliminary conversation with the sitter, I endeavor to study his characteristics, and to memorize the details of his appearance, this, not so I can tell him his character, but so as I can consider his environment to have made him what he is. In giving my readings I generally close my eyes and start receiving "impressions" as I find people more responsive when I appear not to notice them, and I generally always have some form of physical contact with his hands, and can usually feel when I am on the right track.

I try not to make mistakes, such as telling a fat, rotund person that he is predisposed to a stomach disorder, or dyspepsia, or that a short heavy set individual is going to be stricken with consumption.

I never repeat the spiel, for wording all the readings alike would make my client jump to the conclusion that I was entertaining them with dramatic recitation, but try to change the wording so as to exercise my own versatility. However, I have the same framework in my mind, and it is on this that I "build" the reading on.

FRAME WORK FOR BUILDING READINGS

I have all these following subjects fixed in my mind and in the order given. As I see it, I add the "flesh" to the bones and the spiel I give the reader depends on his age, social standing, occupation, sex, etc. which I try to deduct from seeing the sitter.

1. The present time.
2. Personal Magnetism, Charm, Control over others.
3. Age of life. Sickness to look out for. Accidents.
4. Investments. Partnership. Employment.
5. Best friends, obstacles in pathway.
6. Enemies that bear watching. Undecided state of mind.
7. Psychic Powers. Premonitions. Judgement of human nature.
8. Marriage. Money conditions.
9. Warnings.
10. A change in affairs. Trips
11. Surprises. Fortunate years. Months, dates, days.
12. The cause of all unfavorable affairs. Change and result.

The above 12 departments cover about everything in the life of a sitter, and it is up to the psychic to fill in the things that he believes will

apply to that particular sitter.

An example of a reading that the writer of this course has often used, is given below. It is taken from the above 12 "branches", and will apply to practically all sitters. The reading or spiel should never be repeated word for word, but changes around a little, and new things added so that no one will suspect that they are all being told the same thing.

SAMPLE READING FROM THE SKELETON SYSTEM

Subject to variation according to age, sex, social standing and financial condition of the sitter.

Now I see at the present time that things domestically and financially are not progressing as well as you would desire. In a manner of speaking you go just so far and then you return directly from where you started from; you seem to get no further ahead. And in proportion to the amount of energy expended on the given undertaking you are inadequately renumerated. In accordance to the effort put forth you are not sufficiently rewarded. The trouble is that you are surrounded by evil influences. A disturbing element that occasions always, disappointments, losses, and uncertainties to arise along your pathway; and unless directed into their proper channels you will not meet with the success to which you are entitled.

Your personal magnetism is exceptionally strong, but at the present time, owing to the undecided state of your mind, and the conditions affecting you are not directly under the control of your will. You possess the power to sway, charm, fascinate and control those you come in contact with, in a manner that would be advantageous to yourself, but you are using only a small part of this power that you possess, in comparison to the amount it is possible for you to exercise.

New development in that direction would materially assist you in the realization of your desires. The vibration now changes, and I see what looks like a figure. Yes, it is a figure. You are destined to live quite a long life. You will attain the advanced age of 86 or 87 years, and up until the 71st year of your life, you should be remarkably free from personal injuries, bodily sickness, or accidents of any kind from now on, excepting a nervous condition, some stomach disorder, and a glandular disturbance later on. But these things will take care of themselves so do not worry about them for the outcome will be to the good.

Investments made later on along the lines of property or real estate should prove extraordinary successful for you, and in business dealings you should always go it alone, and not affiliate with another person in any way. You ought not to be in partnership with another, and neither should you do any work for another person, for you do not like others dictating to you. You are thoroughly competent to manage your own affairs, and you know it.

The opposite sex are better friends to you than your own sex, and I now get the influence of some person, whose mind has acted strongly on your mind, and it seems that at times your mind has acted strongly on this person's mind; but there seems to be some obstacle, something that prevents this person from being to you exactly how you would like him to be. It would seem that no matter what you would do to please this person, or how hard you may try to do so, you find him apparently indifferent, that is, he appears to lack appreciation of your efforts, but, in reality that is only in the apper-

-ance, for that person is really naturally adapted to you, and is a person who could make your life very happy and successful, but he is influenced at times by another person about him in a manner that is not exactly favorable to you.

And I get the influence of another person you come in contact with, a woman running toward the light, having blue eyes and light hair, and indications show that you are in danger of being deceived by such a person, so in all your dealings with them do not depend too much upon their word, but keep your eyes open, so to speak, in dealing with them, for this person is deceitful and will bear watching.

There is also another person, running between the dark and light, having brownish eyes, and brown hair, that is also untrustworthy. In fact there seems to be a number of persons you come in contact with who are jealous of you, or your success in a certain direction. That is, they do not like to see you succeed, however at the present time, while they are in no position to harm you or cause you serious trouble in any way, still you will have to watch them closely, and with these conditions about you as they are at the present time, it places you in a state of undecidedness. You are not sure exactly what course to pursue. Sometimes you think you will do one thing, and then again you change your mind and think you will do another. Now there are two things on your mind, two courses of procedure, and you do not know exactly which one to choose between the two. You don't know whether to allow these conditions to remain as they are for a little while longer and just see what the outcome will be, or whether to try to make every effort in your power to bring this change in your life to what you would desire, and it is my advice that later would be best for you.

You are a person who often receives impressions of just the way things are going to transpire previous to their occurrence. And your impressions or premonitions are almost invariably correct, but you do not usually follow them. You have made serious mistakes by disregarding them. You, on account of your possession of Psychic Power, should always heed these warnings that come inwardly to you, and you would be safe from money losses, accidents, and the like. It would also prevent you from being deceived by designing persons in any manner or way.

However you are not often deceived as you are a good judge of character and human nature, and you can tell when a person is lying to you, or trying in any way to deceive you, although you have been deceived by a person you have failed to heed the warning.

Two marriages show in your life. One a successful marriage and one but moderately successful. The first a moderately happy one, and the next all that could be desired in every way. And there is some money connected with you that will come later on thru another person in some way, but you will have difficulty in getting it. There will be some dispute about it, some delay or some trouble on getting it, but nevertheless you will receive it. I also see some papers of importance that you are going to be called upon to sign. But I see a green snake crawling across this paper, that is a sign there is some deceit, or some deception connected with it in some way. So be very careful in regard to it. And I see hovering back of you, a large black eye which indicates that there is somebody watching you at the present time, for some reason that is not clear, so be on your guard.

You are going to receive some news that will surprise you. Not bad news, neither is it good news, although it is not of the utmost importance to you. This news comes thru word of mouth. A party is going to come and impart the information that you will be glad to hear. This is in regard to some other person. Something that they will either say or do, or their plans and intentions in some manner.

You will also receive a letter shortly containing a surprise, possibly an invitation or an offer of some kind.

As I foresee it, a change in the tide of your affairs that will take place soon, during this present year of 1926, and that seems to be a complete change. There is a journey for you, a trip, and on this trip you will meet some persons, and have some dealings with them that will be to your advantage.

I do not think it wise for your future happiness to act hastily in any matter. I am sure you will be very sure that you know what you want first. If you sincerely believe it is what you want, then I feel you will find the way open for you.

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