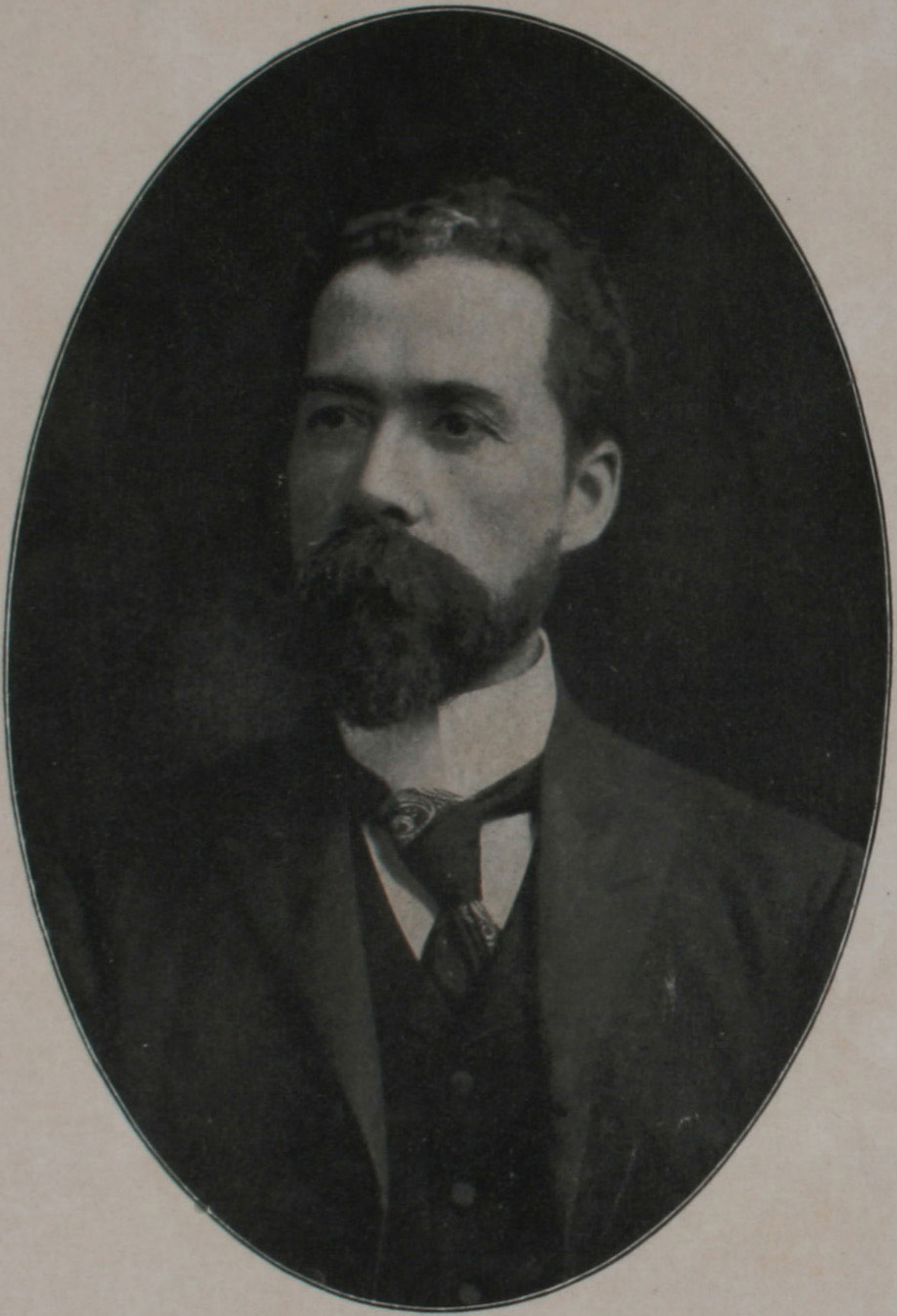


VAUGHT'S PRACTICAL CHARACTER READER





L. C. Vandyke

Vaught's Practical Character Reader

BY

L. A. VAUGHT

EDITOR OF HUMAN FACULTY



"This was the noblest Roman of them all:
His life was gentle, and the ELEMENTS
SO MIXED in him, that Nature might stand up
And say to all the world: 'This was a man!'"
—SHAKESPEARE.

6

CHICAGO

L. A.

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L. A. VAUGHT

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P R E F A C E.

The purpose of this book is to acquaint all with the **elements** of human nature and enable them to read these elements in all men, women and children in all countries.

At least fifty thousand careful examinations have been made to prove the truthfulness of the nature and location of these elements.

More than a million observations have been made to confirm the examinations.

Therefore, it is given the world to be depended upon.
Taken in its entirety it is absolutely reliable.

Its facts can be completely demonstrated by all who will take the unprejudiced pains to do so.

It is ready for use.

It is practical.

Use it.

L. A. VAUGHT.

INTRODUCTION.

Human character is the same as human nature in its last analysis. Human nature is composed of elements that are unchangeable in their nature and the same the world over. At least forty-two of these elements are now known. Individual character is a particular combination of these elements in which some lead or predominate.

To read character, then, is to understand these elements and determine their individual and relative strength in men, women and children. This can be done. Heads, faces and bodies tell the story.

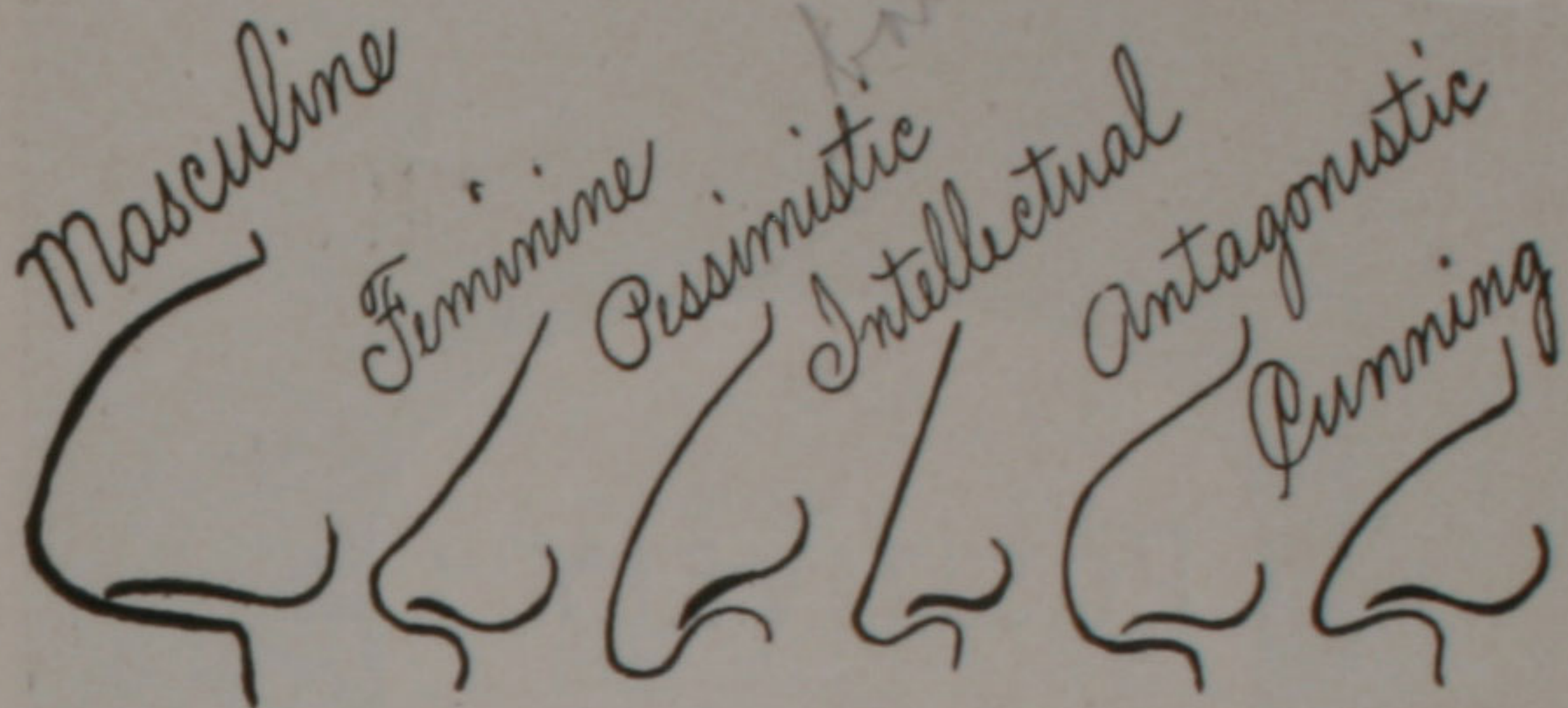
To Handle Human Nature
To Educate Human Nature
To Train Human Nature
To Govern Human Nature
To Perfect Human Nature

DEFINITELY
SAFELY AND
SUCCESSFULLY

Is to clearly understand the

ELEMENTS
OF
HUMAN NATURE

	Language.
	Number.
	Order.
	Color.
	Weight.
	Size.
	Form.
	Individuality.
	Eventuality.
THE	Locality.
	Time.
	Tune.
	Alimentiveness.
	Acquisitiveness.
	Constructiveness.
ELEMENTS	Mirthfulness.
	Causality.
	Comparison.
	Human Nature.
of	Suavity.
	Imitation.
	Ideality.
	Sublimity.
	Spirituality.
HUMAN	Benevolence.
	Hope.
	Veneration.
	Firmness.
	Conscientiousness.
	Cautiousness.
NATURE	Secretiveness.
	Destructiveness.
	Combativeness.
	Vitativeness.
	Amativeness.
	Parental Love.
	Conjugality.
	Inhabitiveness.
	Friendship.
	Continuity.
	Approbativeness.
	Self-esteem.



Observe for yourself.

THE HEART OF CHARACTER.

The very heart of human character is the faculty of Conscientiousness. It is the **core**. No character is **sound** that is not strong here. An apple is not sound that is **rotten** at the **core**. A human body is not strong with a **weak backbone**.

Neither is a soul **morally** strong with a weak faculty of Conscientiousness.

It is the **nucleolus** of **substantial** character. The heart of anything is the most important part about it. To improve human character **specifically** is to develop this faculty. All other methods are **necessarily empirical, general and indefinite**.

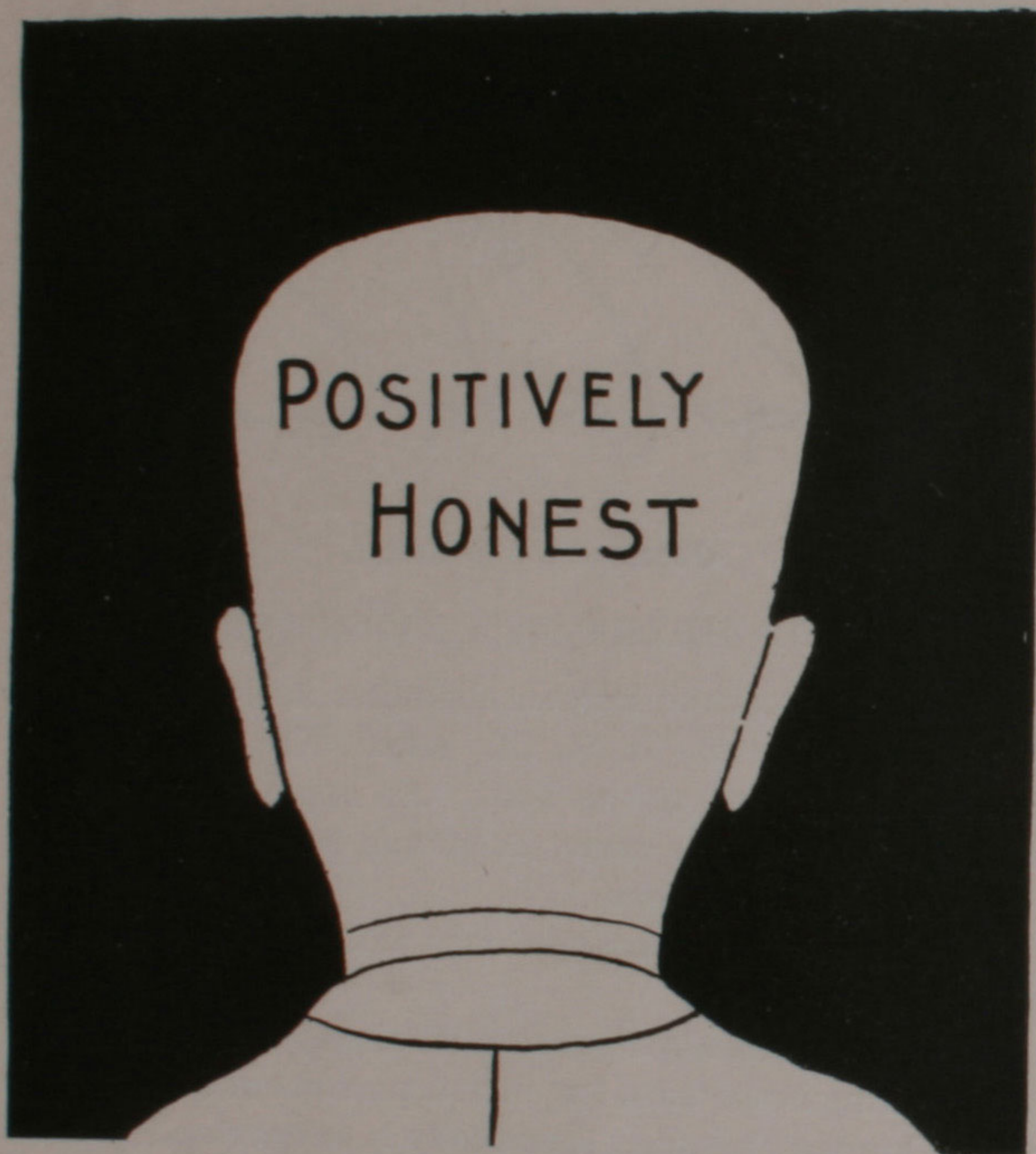
HIGH TIME TO BE DEFINITE.

It is time to be definite in education.

It is time to be definite in the study of man.

It is time to be definite in talking, writing or preaching about human questions—HIGH TIME.

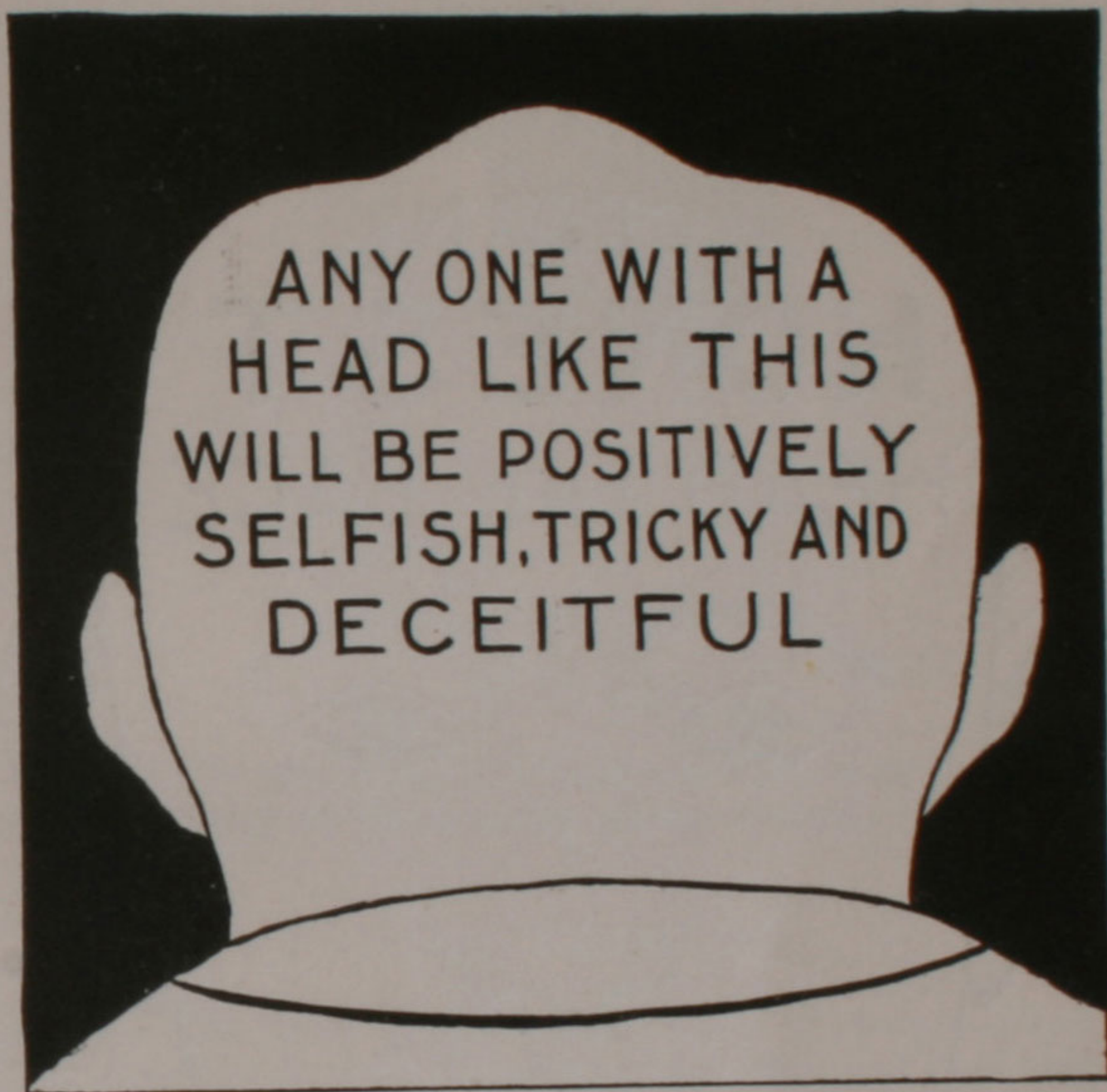
To be definite is to understand the **elements** of human nature.



Make a sharp contrast between this and the opposite. He that hath eyes to see, let him see. Here is a good head from a back view. What a wonderful difference between this and the other!

HONESTY.

Honesty is almost wholly made up of the element of Conscientiousness alone. To be positively honest is to have a strong degree of this faculty, Self-esteem and Firmness. These three faculties, when predominant in the mental constitution of anyone will make him wholly reliable.



Here is an outline of a head that we want all men, women and children to perfectly fix in their minds. Make use of every opportunity you have of looking at heads from a back view.

DECEITFULNESS.

The elements of human nature that make people deceitful are Approbateness, Amativeness, Secretiveness, Alimentiveness, Acquisitiveness and Vitativeness. When these are very strong and Conscientiousness, Friendship, Benevolence, Self-esteem and Veneration weak, one will take the cake for deceitfulness.

FRONT VIEW
OF AN
HONEST
HEAD AND FACE



It will pay all to remember the shape of this head and face.



Here is the exact location from a side view of the most reliable faculty of the human mind—Conscientiousness.

UNDERHANDEDNESS.

Those who take underhanded ways of doing selfish things may be known by having predominant elements of Secretiveness, Approbateness, Amativeness and Acquisitiveness.

With Conscientiousness, Self-esteem and Combateness weak they will take to underhanded ways very soon after birth.

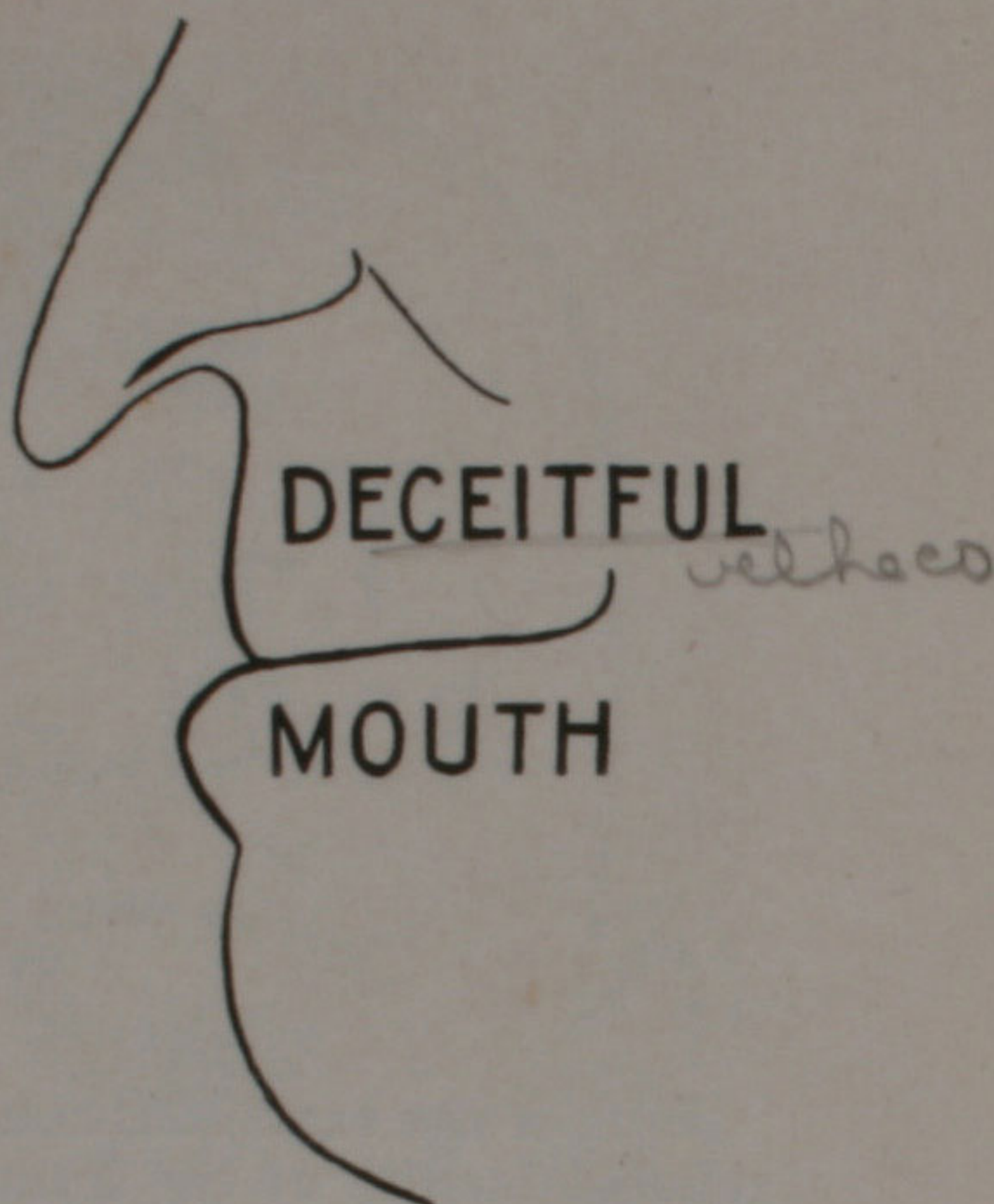
Just observe or examine closely enough to learn if the four first named faculties are in the lead and you may rest absolutely assured that the party is underhanded in his ways whatever he may claim to the contrary.

HOSPITALITY.

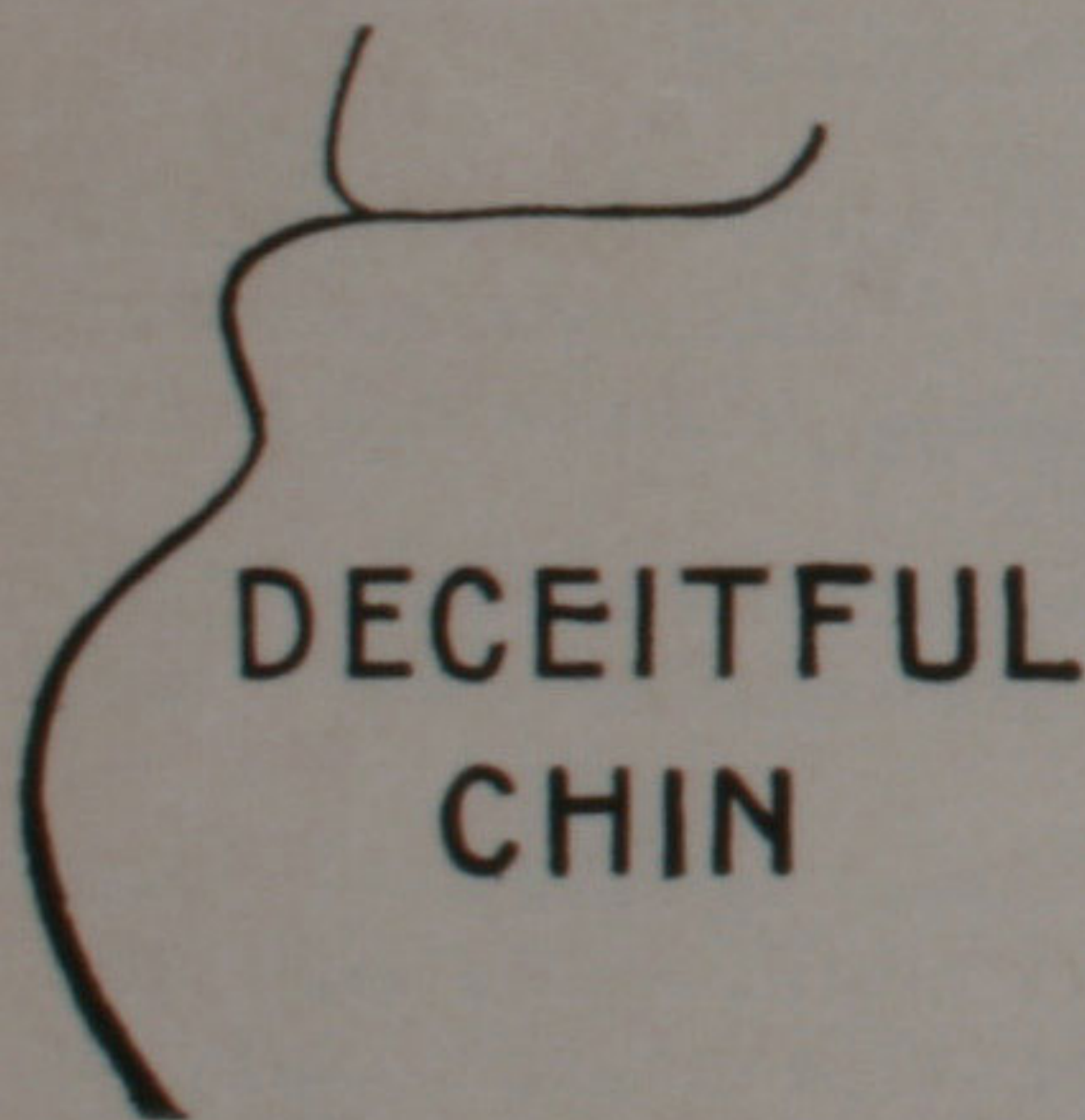
The elements of hospitality are Friendship, Benevolence and Approbateness.

**DECEITFUL EYE**

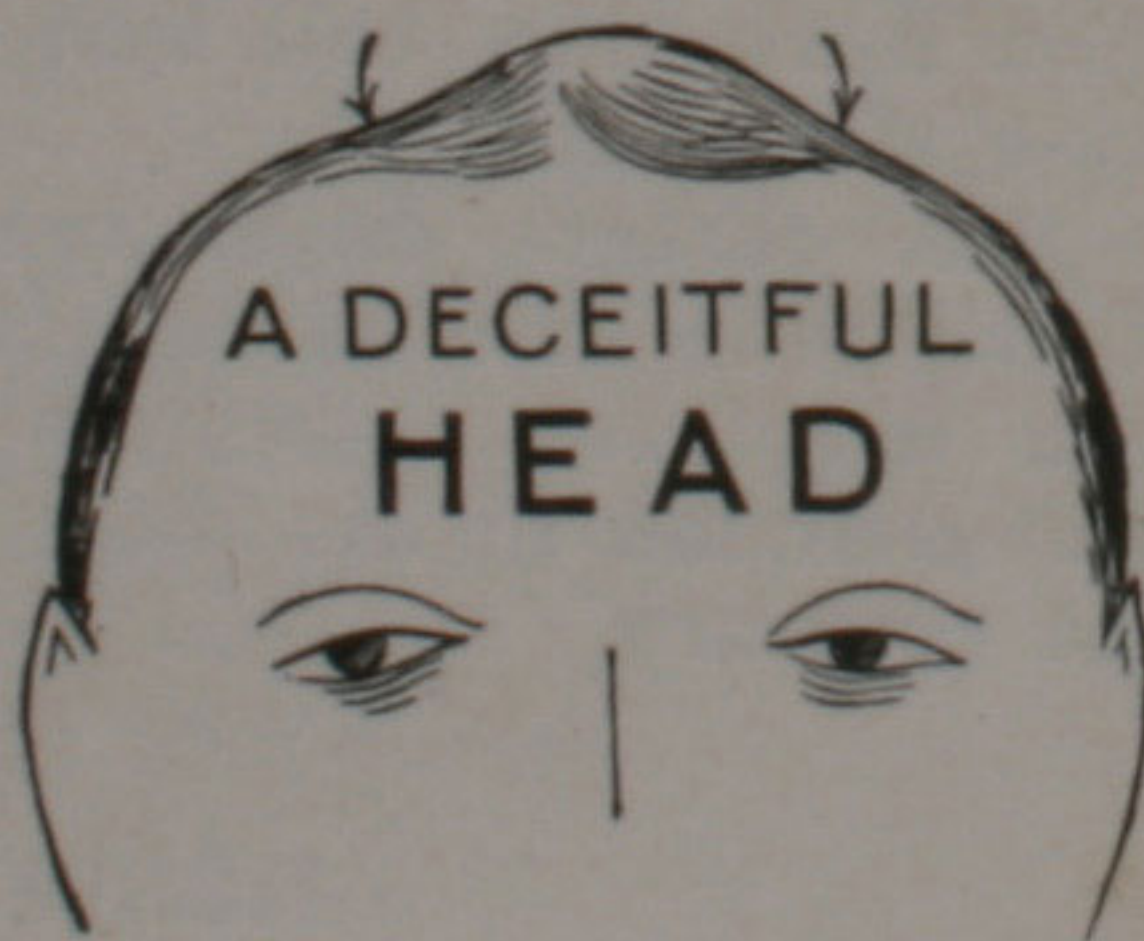
An eye like this will represent a character that is positively deceitful. Why not use your own eyes and not be deceived by such?

**DECEITFUL****MOUTH**

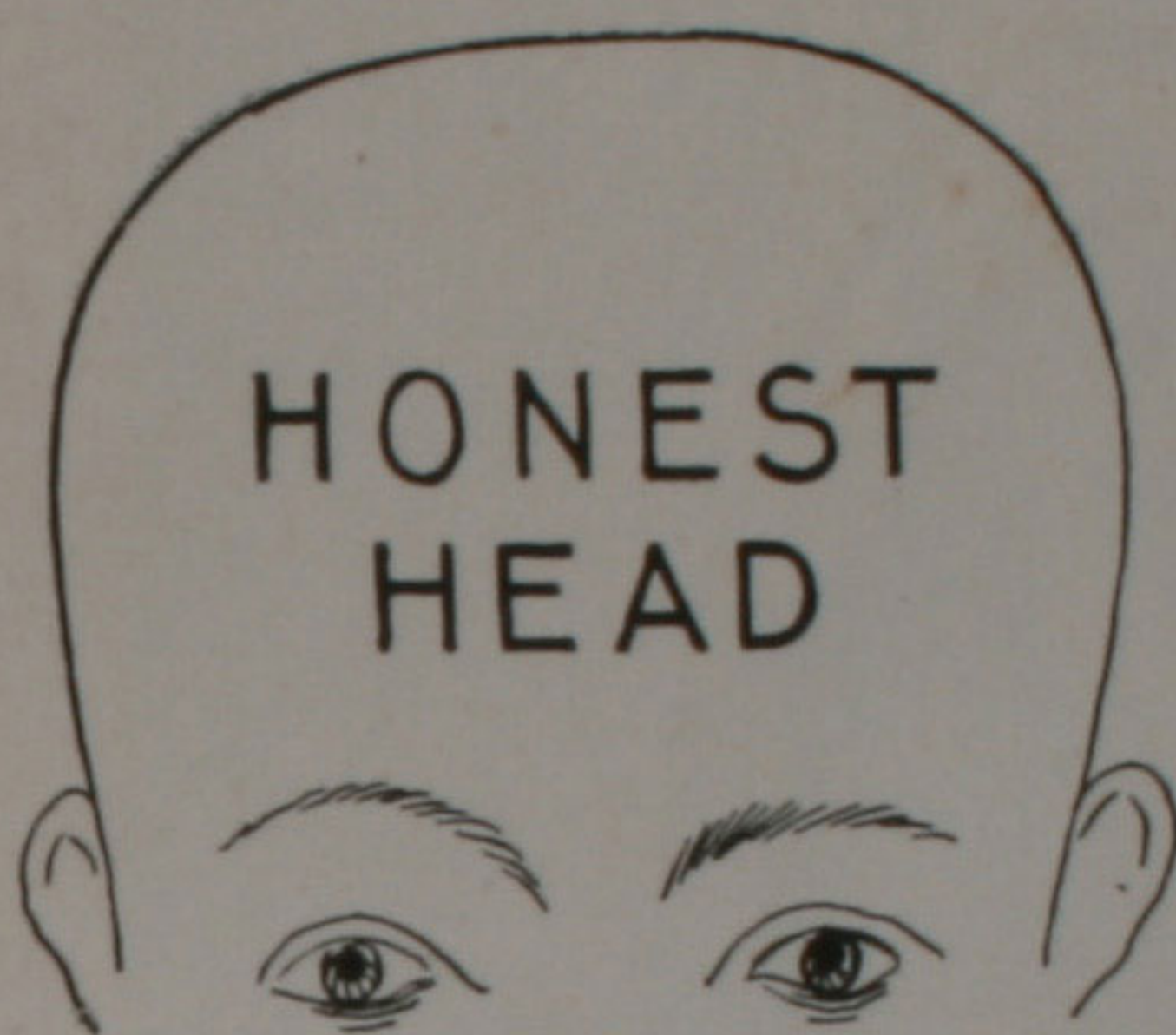
One with a mouth like this can be very agreeable and still have the most selfish ax to grind. (ethico)

**DECEITFUL
CHIN**

Study this chin young ladies and gentlemen and do not depend too much upon the constancy of anyone with a similar chin.

**A DECEITFUL
HEAD**

Clearly remember this shape and apply it.



HONEST
HEAD



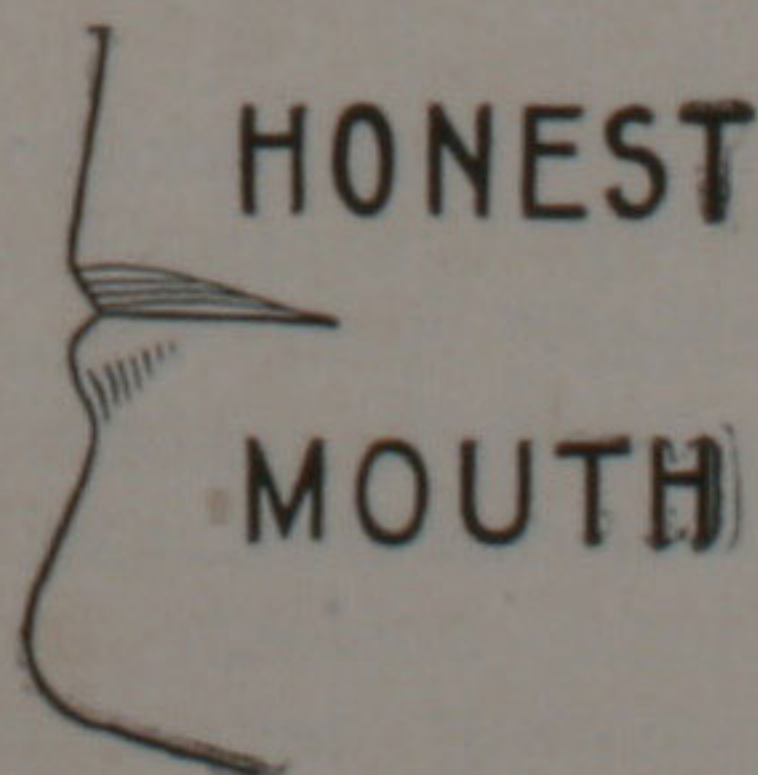
HONEST
NOSE

HONEST EAR



HONEST

EYE



HONEST

MOUTH



HONEST
CHIN

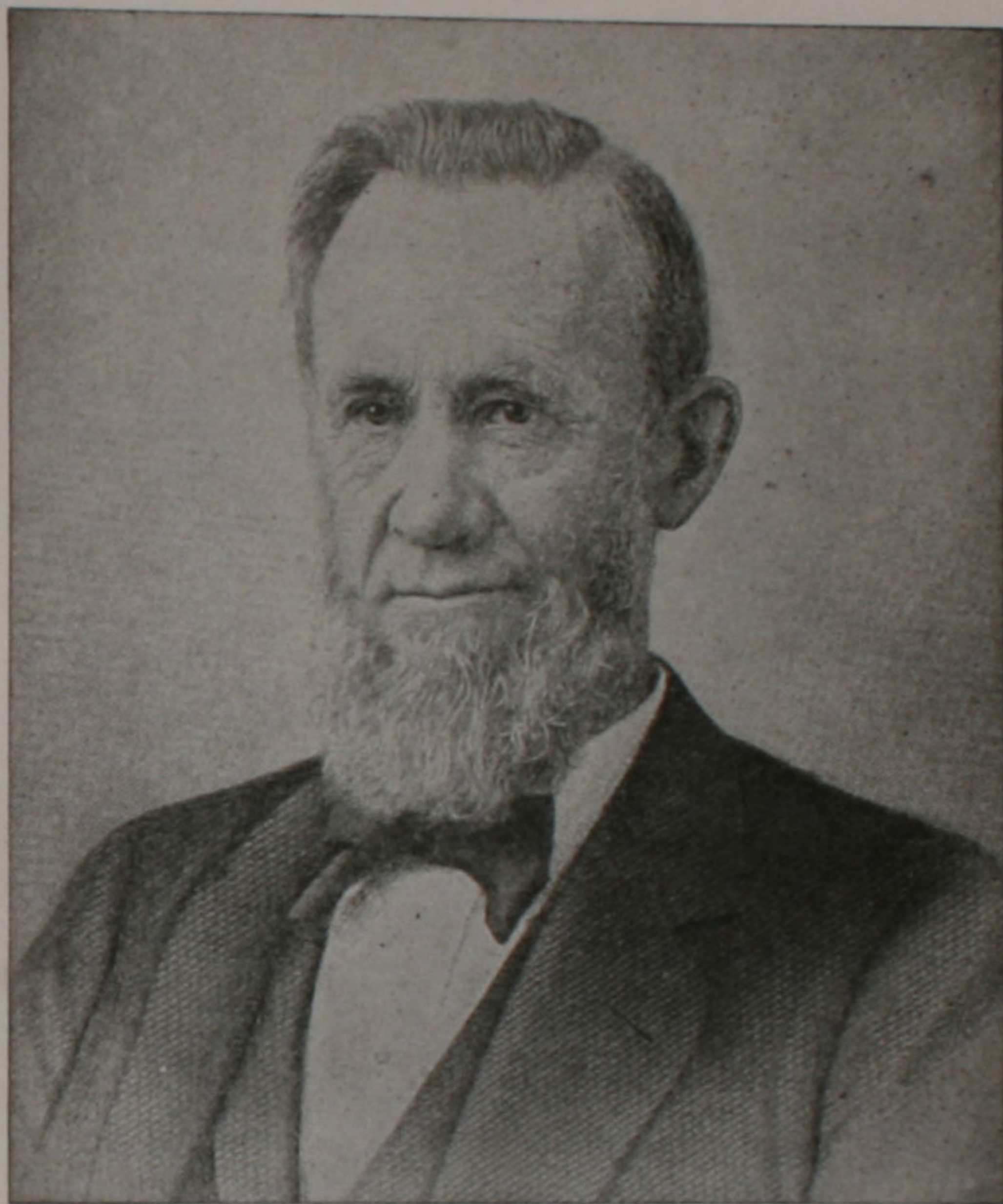
DECEITFUL EAR

velhoo

Keep your eyes open in dealing with people with ears like this.

INSINCERITY.

The insincere man or woman is without enough Conscientiousness Self-esteem, Friendship, Conjugality, Parental Love, Veneration, Benevolence and Combativeness to be courageous, self-respectful, honest and frank. Then some of his selfish faculties will resort to insincere words, protestations, actions and promises. Be sure that one has a strong degree of Conscientiousness, Self-esteem, Friendship and Benevolence, before you depend upon his promises.



JUDGE THOMAS McINTYRE COOLEY.

A Standard of honesty.

Here is a head and face that truly represent natural, inherent honesty. Specially study his face, and particularly his eyes.



Gustave Kindt.

Alias French Gus, Burglar and Tool-maker.

ALL THE SIGNS OF HONESTY.

An open eye.

An eye that is steady.

An eye that can look **you** in the eye without an effort.

An eye that does not look furtively nor out of the corners at you.

An eye that is not restless.

Upper eyelids that are inclined to form angles.

Perpendicular wrinkles between the brows above the base of the nose.

A strong, straight-lined, clear-cut nose.

A firm, steady mouth.

A square chin.

A well-formed ear that is somewhat square at the top and bottom.

Straight lines anywhere in the face.

Open hands.

Square finger tips.

A walk in which the heel strikes the floor first.

A tendency to throw the toes outward instead of inward in walking.

Lack of pretension.

A disposition to **consider** any question.

Frankness of manner.

Disposition to **trust others**.

Lack of suspicion.

A candid, straightforward manner of statement.

A voice that is clear, natural and direct in its tone.

More important than all else: a well-developed **upper** backhead and particularly a high rather square and convex back tophead.

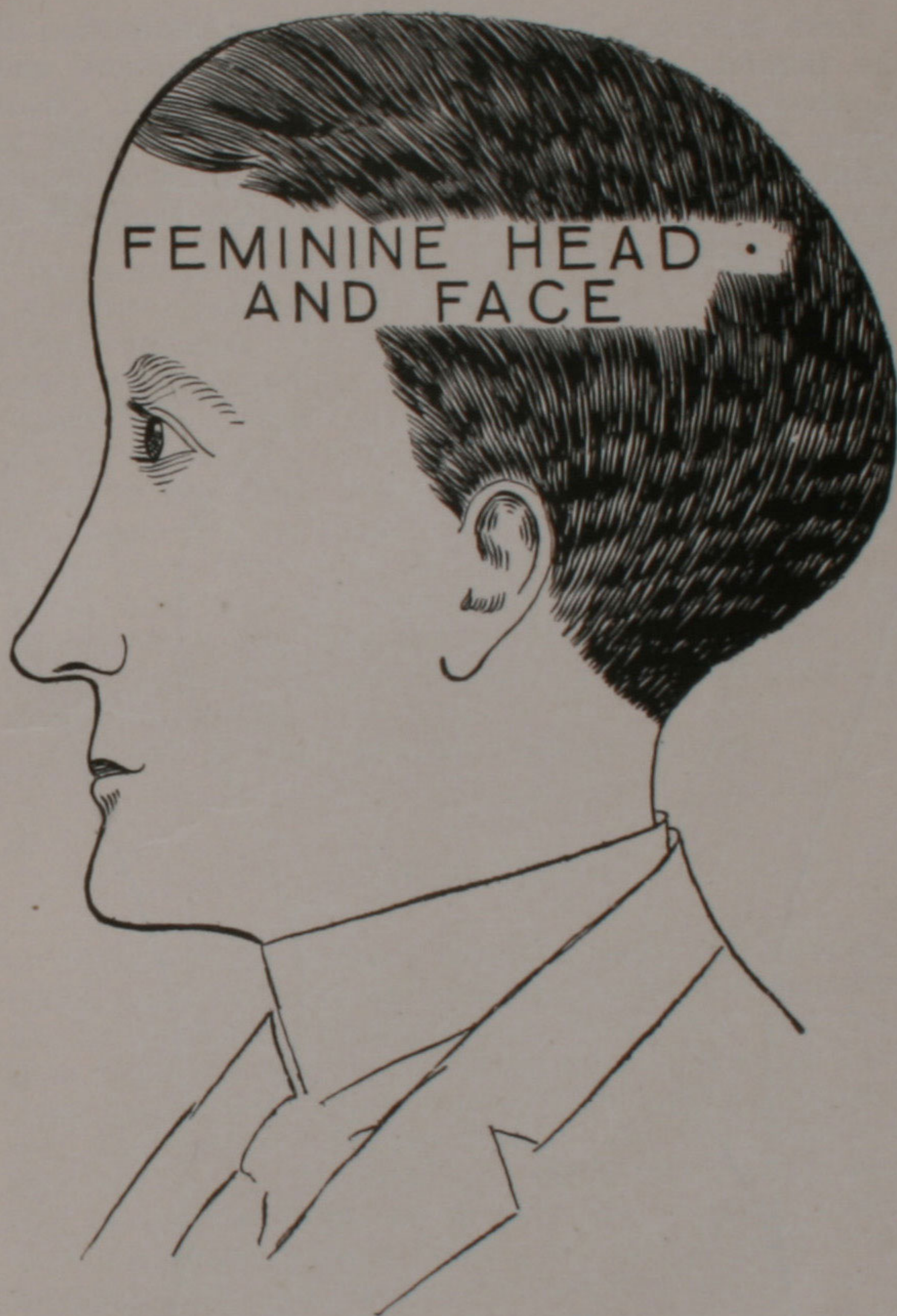
CONCENTRATION.

The **power** of **voluntary** concentration is to be found in the elements of Firmness, Self-esteem, Continuity and Combateness. With these four elements and Individuality one can concentrate his intellectual faculties on any subject he chooses and as long as he desires.

Very simple when one understands it.

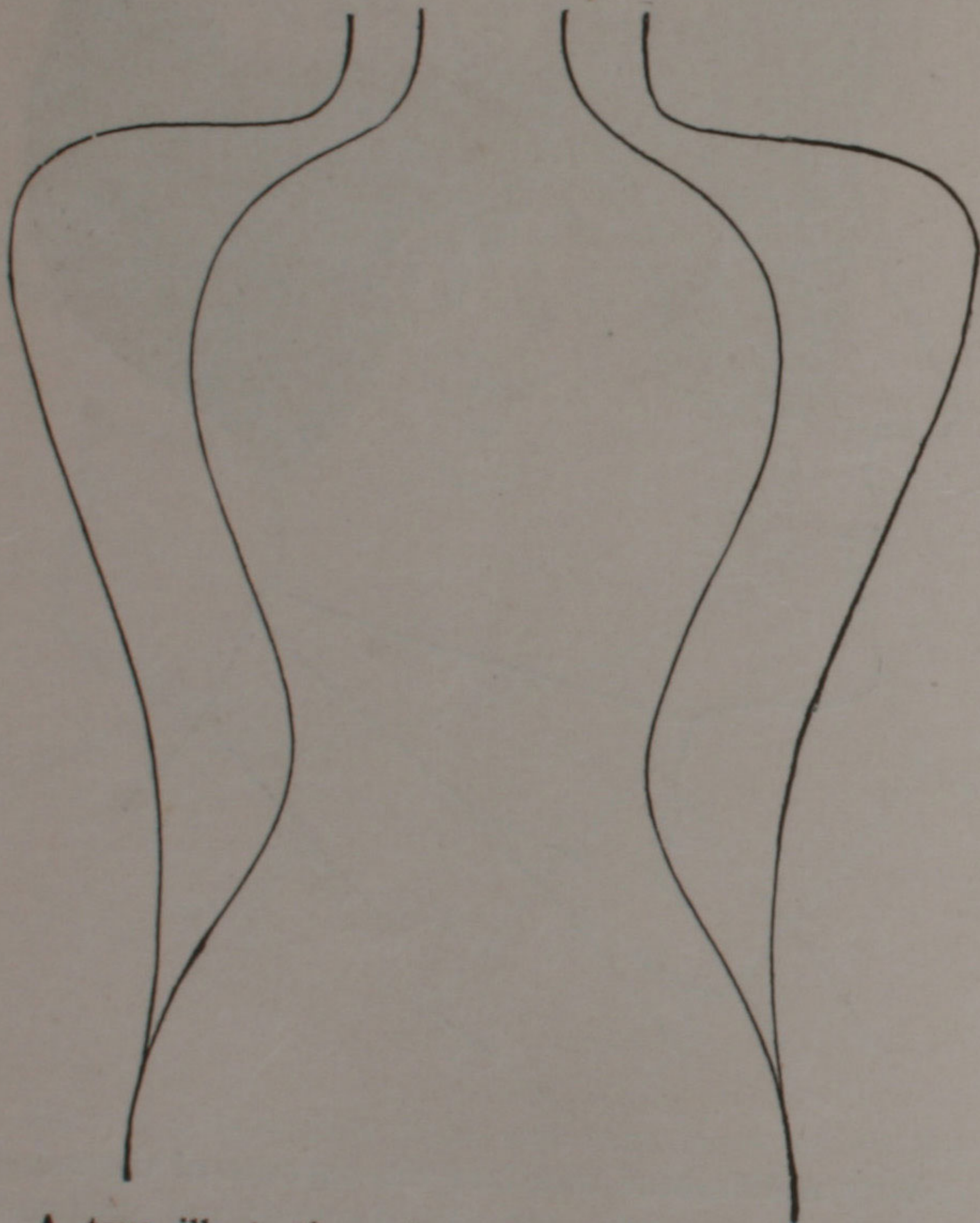


Here is a masculine head and face, made so by the masculine faculties of the mind. Masculinity is inherent in certain faculties. When these are in the lead they not only give a masculine nature but form the masculine head, face and body.



Why is this head and face the opposite of the masculine? Because the feminine faculties are predominant. There is a great vital truth right here.

First ascertain by observation and examination if the feminine faculties named are predominant and the rest can be taken absolutely for granted. It is better to understand and begin with **causes** than to simply notice effects. The causes of all kinds of heads, faces and bodies that are **natural** are the **elements** of human nature.



A true illustration of positive masculine and feminine forms.

MASCULINITY.

One is masculine by virtue of certain faculties. Masculinity is made up of certain faculties or mind elements just as certainly as the United States is made up of states and territories. These are: Destructiveness, Combateness, Firmness, Self-esteem, Amativeness, Causality, Number and Constructiveness. When these eight elements of human nature predominate in one's mental composition he will have a masculine mind, voice, head, face and body. Human Nature builds the body. Certain elements of human nature when in the lead, build a body on masculine lines. The head will be square in front, high in the crown, nearly perpendicular in the back and the face will be broad nose large and broad, the upper lip straight, the mouth large, stiff and cut in straight lines, the chin large, thick and square, the jaw square, neck large and shoulders square.

This will be true, whether man or woman.

FEMININITY.

While certain primary faculties make one masculine other faculties just as certainly make one feminine. To be feminine in disposition, head, face and body is to have the faculties of Benevolence, Parental Love, Approbativeness, Cautiousness, Conjugality, Comparison, Spirituality, Human Nature and Eventuality in the lead in the formation of one's mind. The head will be narrow from ear to ear, the backhead round with the upper portion fullest, the frontal part of the tophead high and broad, the forehead nicely curved and fullest in the center beginning at the base of the nose. The nose will be small and curved, the eyes round, the mouth small and beautifully curved and the chin and neck small. The shoulders will be curved, the hips broad and the body as a whole more round or curved than square.



A GENUINE MOTHER.

We affirm in the most absolute manner that words can be used that mother love is located exactly where this backhead projects most. To be a true, natural mother is to have this faculty highly developed. Young men, fix this picture in your minds.

MOTHER LOVE.

Mother love is nothing more nor less than the faculty of Parental Love. It all comes from this one faculty.



This is a striking illustration. It will pay all to remember this head formation and especially all men who would select wives who will make good mothers.

SLOVENLINESS.

? Why is one slovenly? Because his faculties of Ideality, Order, Self-esteem and Approbativeness are weak. Positively nothing more true.

ANOTHER KIND OF CRYING.

There are **selfish** children who **seem** to cry but do not. They use the cry as a means to an end. This should not be termed crying, but calling, bawling, howling, screeching.



The above illustration represents a very important fact. To be a genuine father is to have a strong faculty of Parental Love and there is only one faculty of this kind and one place to look for it. No man with a deficient, perpendicular back head is a natural father.

A GENUINE FATHER.

A genuine father has strong faculties of Parental Love, Conjugality, Conscientiousness, Friendship, Approbation and Self-esteem. The chief of these is Parental Love. This social element gives an instinctive love of children and therefore a fatherly nature. Be sure that this faculty is large with large Conscientiousness and such a man will not go back on his children.



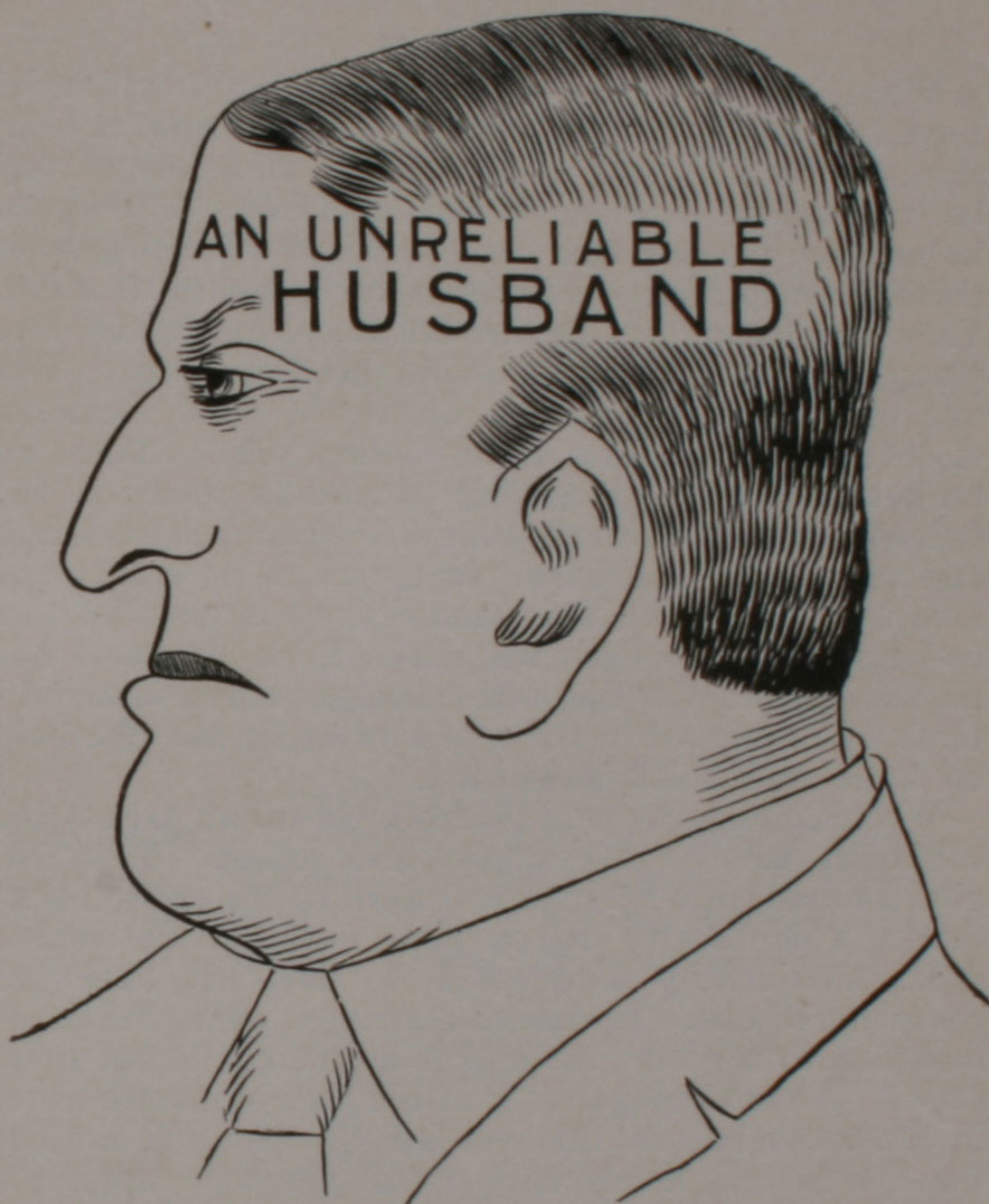
We emphatically advise women to distinctly bear in mind that all men with heads shaped like this are unreliable as fathers.



Young ladies, indelibly fix this shape of head in your memories. Any man who will make a natural, kind and true husband will have a head in outline from a side view like this.

PREJUDICE.

Prejudice is composed of Friendship, Parental Love, Conjugality, Inhabitiveness, Approbativeness, Veneration and Destructiveness. These elements when in the lead will give one a strong feeling **for** something or somebody and **against** the opposite.



The reason this man is an unreliable husband is because he is very weak in Conjugal Love and Parental Love and exceedingly strong in Amativeness. Young ladies, beware of such men as husbands.

BIGAMY.

Bigamy comes directly from Amativeness. Conscientiousness is weak and Secretiveness large.

POLYGAMY.

Polygamy is an amalgamation of Amativeness, Spirituality and Veneration. Strange, but perfectly true.

LOVE.

What is love? How may it surely be determined? Love is made up of three individual sentiments: Friendship, Conjugality and Amativeness. Therefore it may be understood, measured and analyzed. There can be no love between the sexes without some degree of these three primary sentiments or elements of mind. They are located in the backhead. This is the first place to look for love. Go to **head** quarters. But one may have much more of one of these elements of love than another. Here is the "rub." This can be determined by proceeding to read character in the following way: When the base of the backhead is larger and fuller than the upper part, passion or amatory love is in the lead. This kind of love is physical and not lasting. The eyes will have thick lids and not be very open; the lips will be large, coarse and particularly developed in the center of each; the chin will be large and thick **downward**.

When Conjugality is in the lead, the upper part of the backhead will be the largest and fullest. This will give a round, full, symmetrical form to the entire backhead. This faculty never flirts, while Amativeness does. Conjugality is devoted to **one**. It likes the company of **one**. It desires marriage, while Amativeness desires a good time and is indifferent about marriage. When Conjugality is in the lead of Amativeness in one's love nature, the eyes will be open and candid, the lips refined, nicely curved and not very thick nor full in the center; the chin will be comparatively thin and the neck not large.

When Friendship is in the lead of the other two love sentiments, the upper part of the backhead will be decidedly the fullest, especially in width. The lips will be refined and with small lines running across them. Out from the corners of the lips there will probably be two or three curved lines which indicate active, hospitable friendship.

When the three elements of love are all strong the backhead will be very round and full.

ALL THE SIGNS OF LOVE.

Rather large, rainbow, rosy lips.

A well-developed chin.

A tender, open and sparkling eye.

A pleasant, warm, affectionate tone of voice.

A warm grasp of the hand.

A disposition to cling.

More important than all else, a **full round backhead**.

HOW TO PICK OUT A GOOD CHILD.

To pick out a good child be sure that the **upper** backhead is very strongly developed and also the **whole** tophead. When these two sections of the head are very highly developed there are **innate** in the child those elements that will love home, parents, friends, morals and religion. If these two regions of the head are poorly developed the reverse will be true. Then if the head is not very broad from ear to ear the child will have no positive tendencies toward vice, crime and meanness.

IMPRESSIBILITY.

The elements of impressibility are Approbativeness, Spirituality, Cautiousness, Benevolence, Veneration, Ideality, Sublimity, Hope, Conscientiousness, Amativeness, Conjugality, Friendship, Parental Love and Inhabitiveness.

Approbativeness is impressible to praise,

Spirituality to mysticism,

Cautiousness to fear,

Benevolence to suffering,

Veneration to fear of God,

Ideality to beauty,

Sublimity to grandeur,

Hope to prospect,

Conscientiousness to duty,

Amativeness to sex,

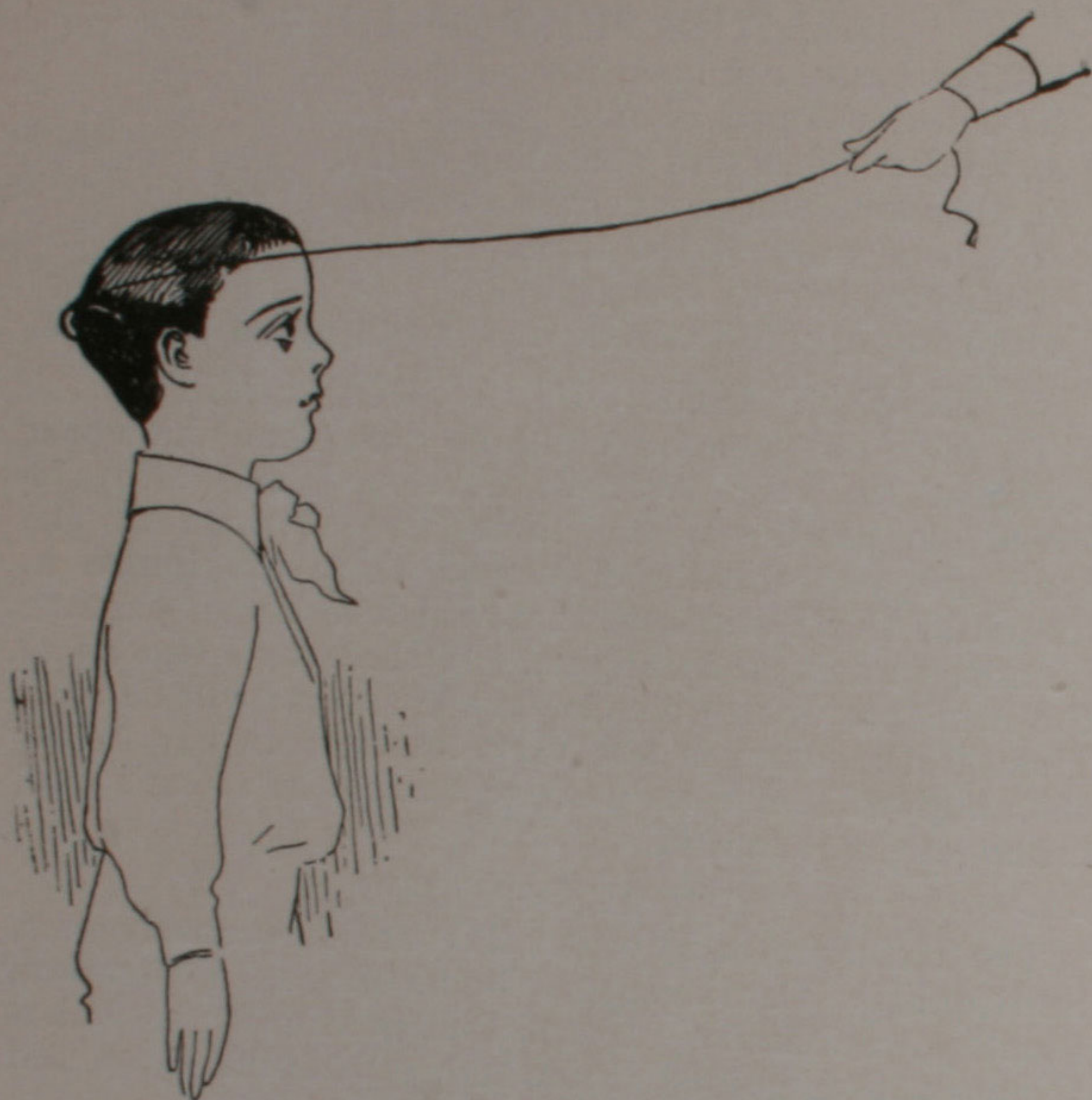
Conjugality to marriage,

Parental Love to children,

Friendship to friendliness,

Inhabitiveness to patriotism.

If all of these faculties were predominant in man or woman, either would be acutely impressible.



A pointed illustration of how to lead children who have strong affections represented by a full backhead.

AFFECTION.

There are only five elements of affection in the whole human soul. These are: Friendship, Conjugality, Parental Love, Amativeness and Inhabitiveness. They are all located in the backhead and fill it out when large.

EASILY INFLUENCED.

Any man, woman or child is easily influenced who has Approbativeness, Benevolence, Friendship and Amativeness in a strong degree and Self-esteem, Firmness, Conscientiousness and Combaticiveness weak. A volume could not make this more plain.

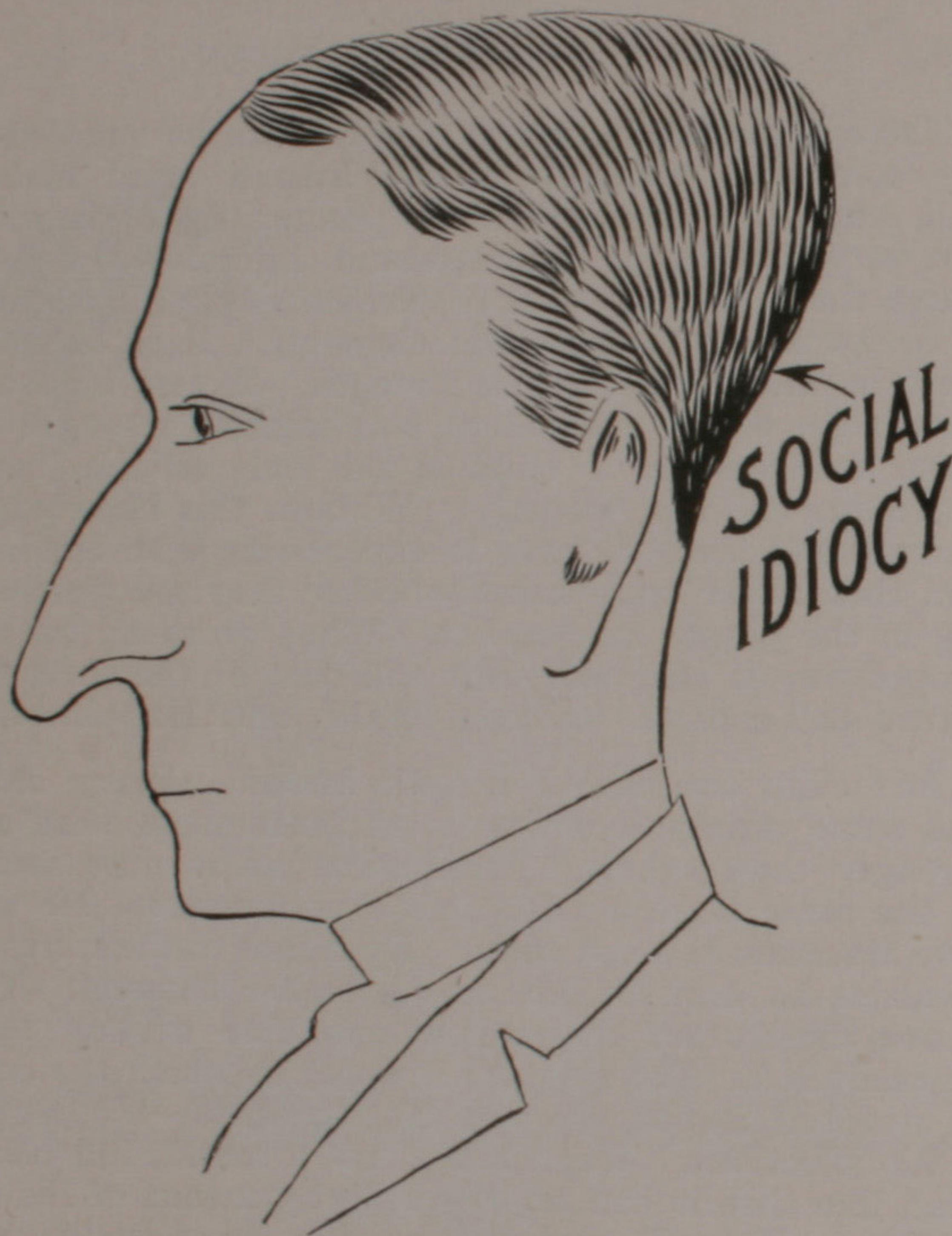
HOW TO LEAD CHILDREN.

There is no rule by which children can be handled—the composite make-up of the human mind makes null and void the universal practicality of a rule. The very best way is to understand children—to understand them part by part or elementally. Each child is composed of fundamental elements. Each inherits these in different degrees of strength. A very accurate knowledge of the individual and relative strength of these faculties in a child is the only reliable basis of leading children properly. Without this knowledge, parents and teachers have to experiment with children and then never truly know whether they are proceeding in the proper way or not. What we mean by the proper way is that way that will best fit the child for future Self-control, Success, Health and Happiness.

Any child can be led if fully known. Every child has some strong faculties or at least some that are stronger than others. Paradoxical as it may seem, in one sense these are the child's weaknesses. He will give attention through them. By means of these strong faculties he may be led into a higher channel. The above illustration shows how one kind of boy may be easily led. The ring (as it were) to which the cord is attached is put through his backhead—the region of his affections. When a boy has a round, full backhead like this he can be led easily by means of his affections. He will respond quickly to friendly approaches. He likes to be loved and petted. He will be interested, too, in pets of some kind—a dog, pony, parrot or pig.

By means of these he can be led into the study of natural history and science if properly handled.

Parents and teachers should know what heads mean. They should know the faculties that are located in the different parts of the head. Very much safer would be their guidance and successful their government of children.



One may be strong intellectually and socially idiotic, as distinctly represented by this head and face.

HYPNOTIC POWER.

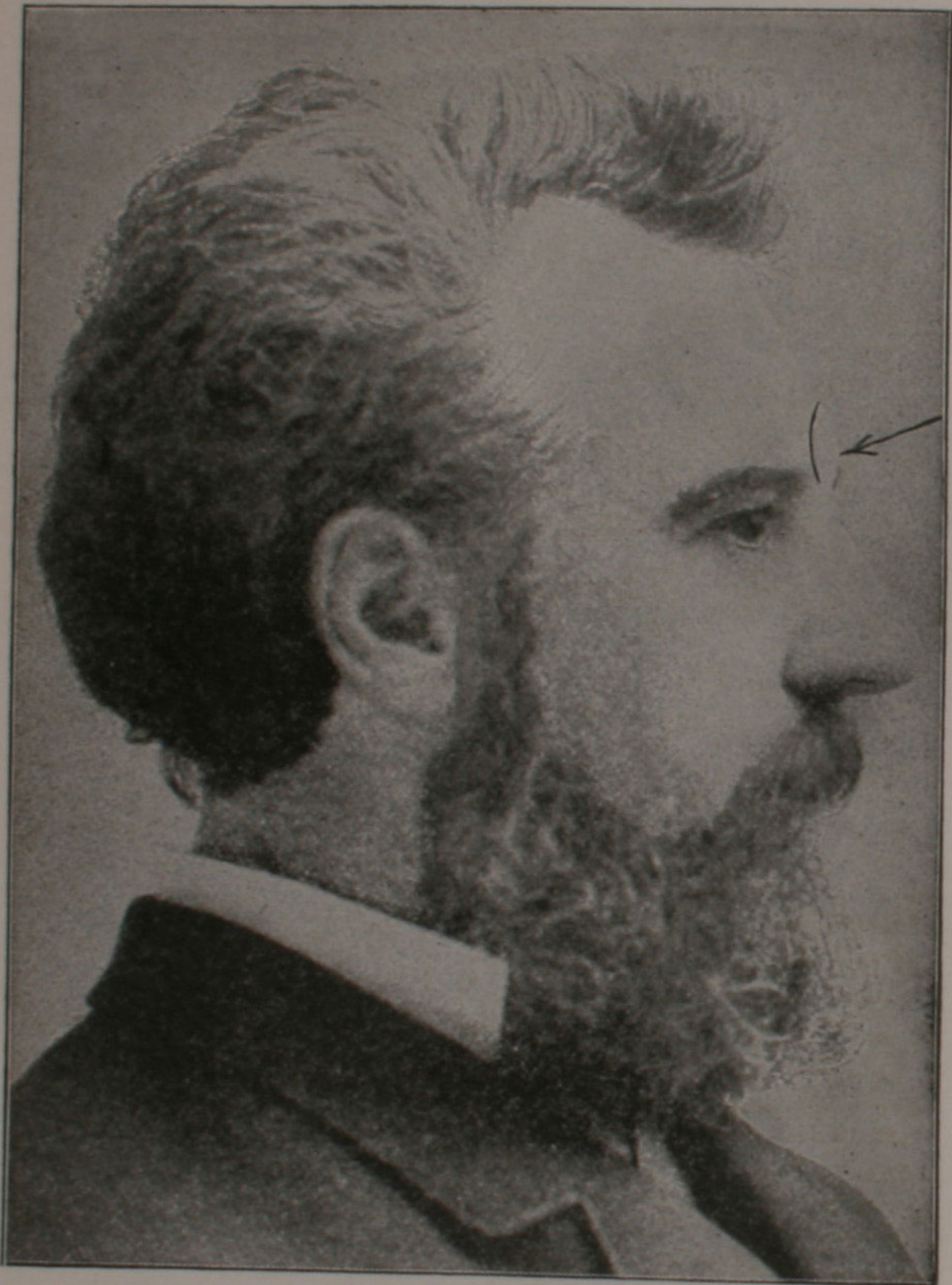
What constitutes hypnotic power? It is made up of Self-esteem, Firmness, Combateness, Secretiveness, Spirituality, Human Nature, Individuality, and Destructiveness. These give great self-confidence, will, force, positiveness, coolness, secrecy, tact, mysteriousness and concentration, which constitute hypnotic power, just as certainly as eight ones make eight.



JULIA WARD HOWE.

Author of the "Battle Hymn of the Republic," etc., etc.

A sincere face, of the thinking, listening type. The faculty of Individuality is negative.



PROF. A. GRAHAM BELL.

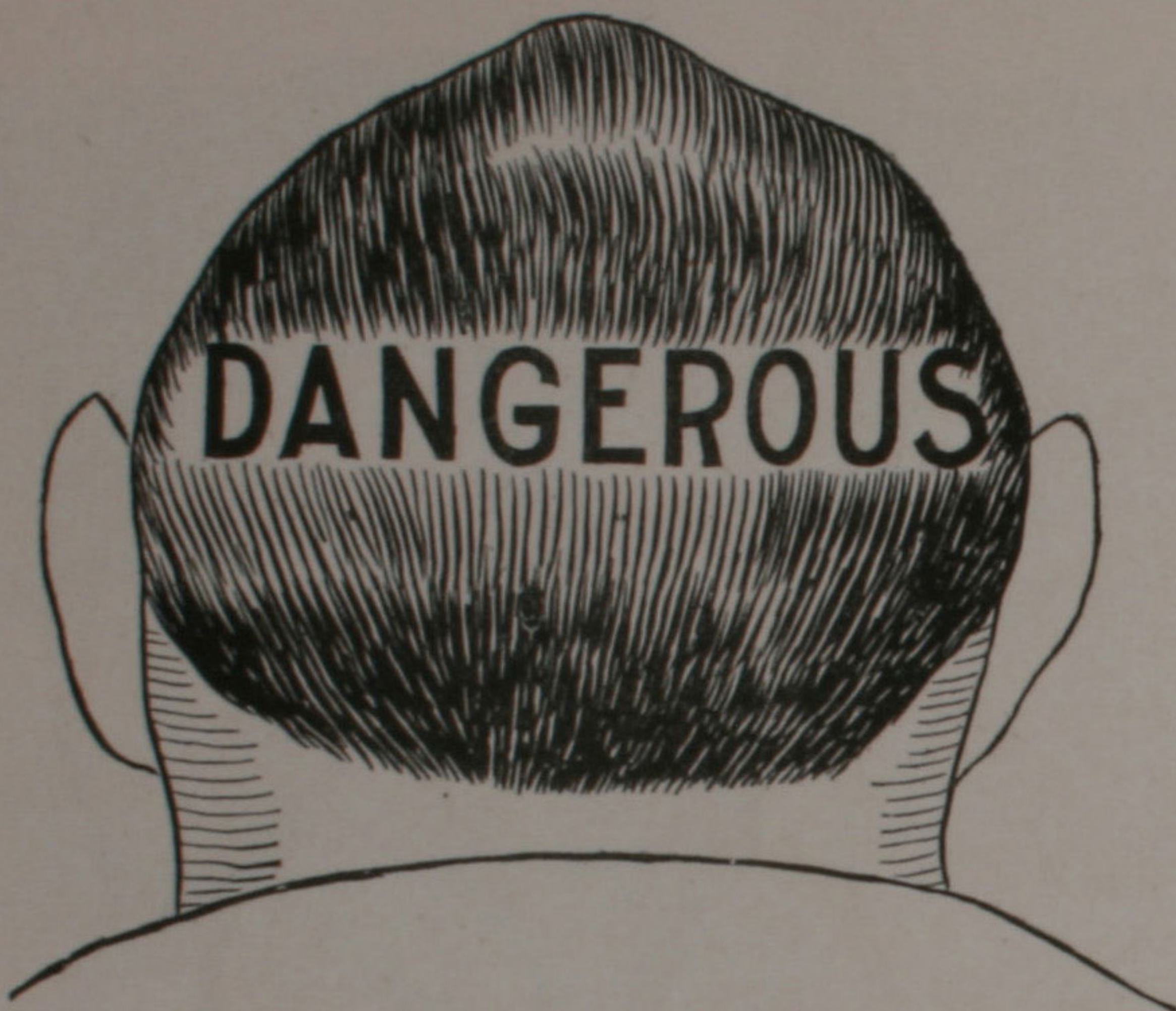
A remarkable degree of the faculty of Individuality,
the center of observation.



We wish to emphasize in the most absolute way the fact that so far as a human being is concerned all danger lies in these two faculties. They are easily located and should be understood by every man, woman and child. Be on guard against the danger in such men and women.

PUGNACITY.

Pugnacity comes directly from Combativeness. Then if Destructiveness, Approbateness and Amativeness are also very strong one will be positively pugnacious.

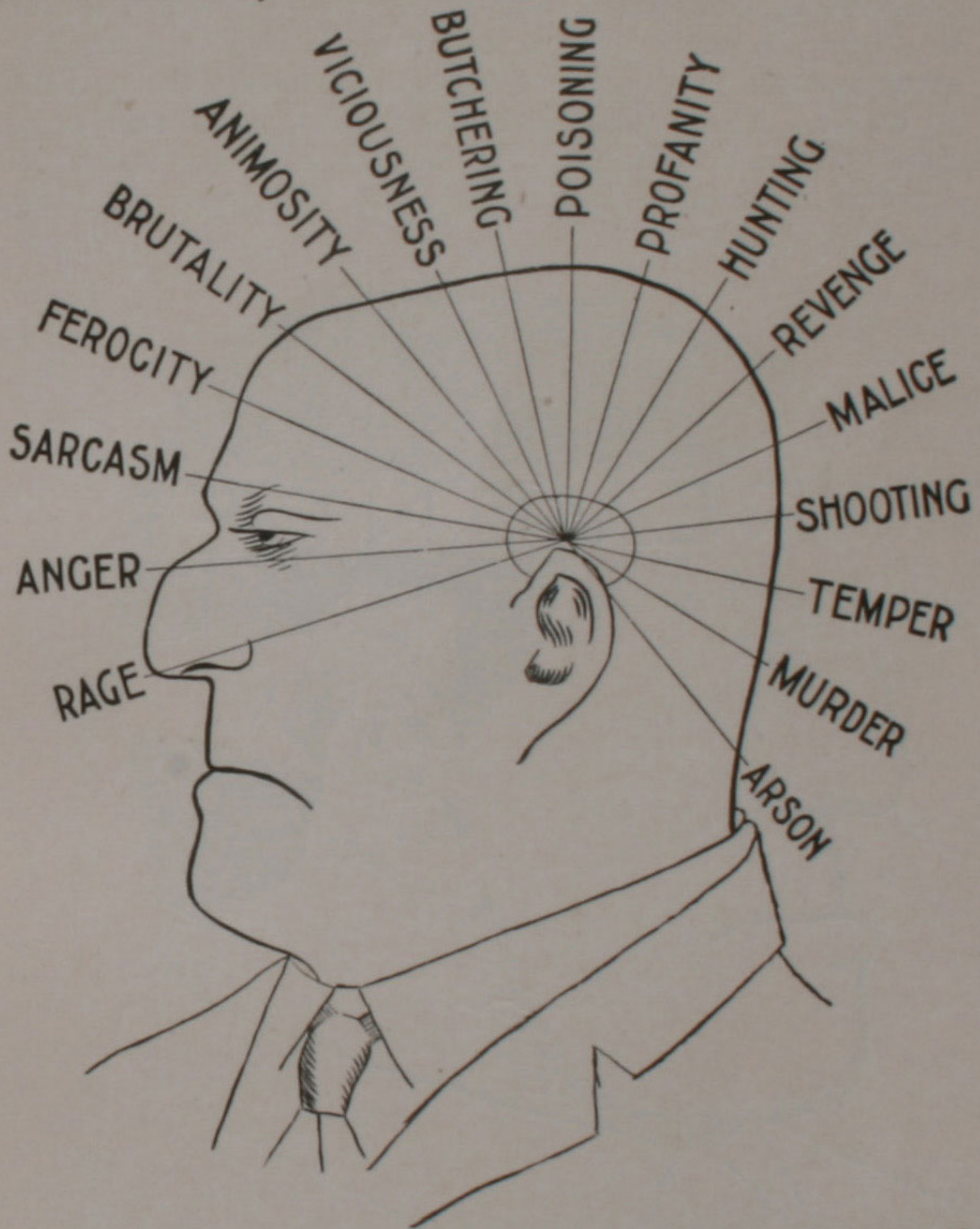


Anyone with a head like this is dangerous in a vicious sense because Destructiveness is very strong and Cautiousness and Conscientiousness weak.

THE TWO DANGEROUS ELEMENTS OF HUMAN NATURE.

There are only two **dangerous** elements in human nature. We mean just what we say—there are only two dangerous elements in human nature. Then when you wish to determine whether there is anything dangerous in a man, woman or child, examine his or her head and ascertain if Destructiveness or Amativeness is strong. No one of the other elements can hurt you or anyone else. Without these two there could be no seduction, enticing into vice or leading astray on one hand, nor any anger, hatred, revenge, rage, violence, vindictiveness, poisoning or murdering on the other. Fix this truth in your intellect and then look for the development of these two faculties. If they are strong there will be possible danger always, and

when Conscientiousness, Benevolence and Friendship are weak, positive danger. Nothing known by man is more absolutely true than this.

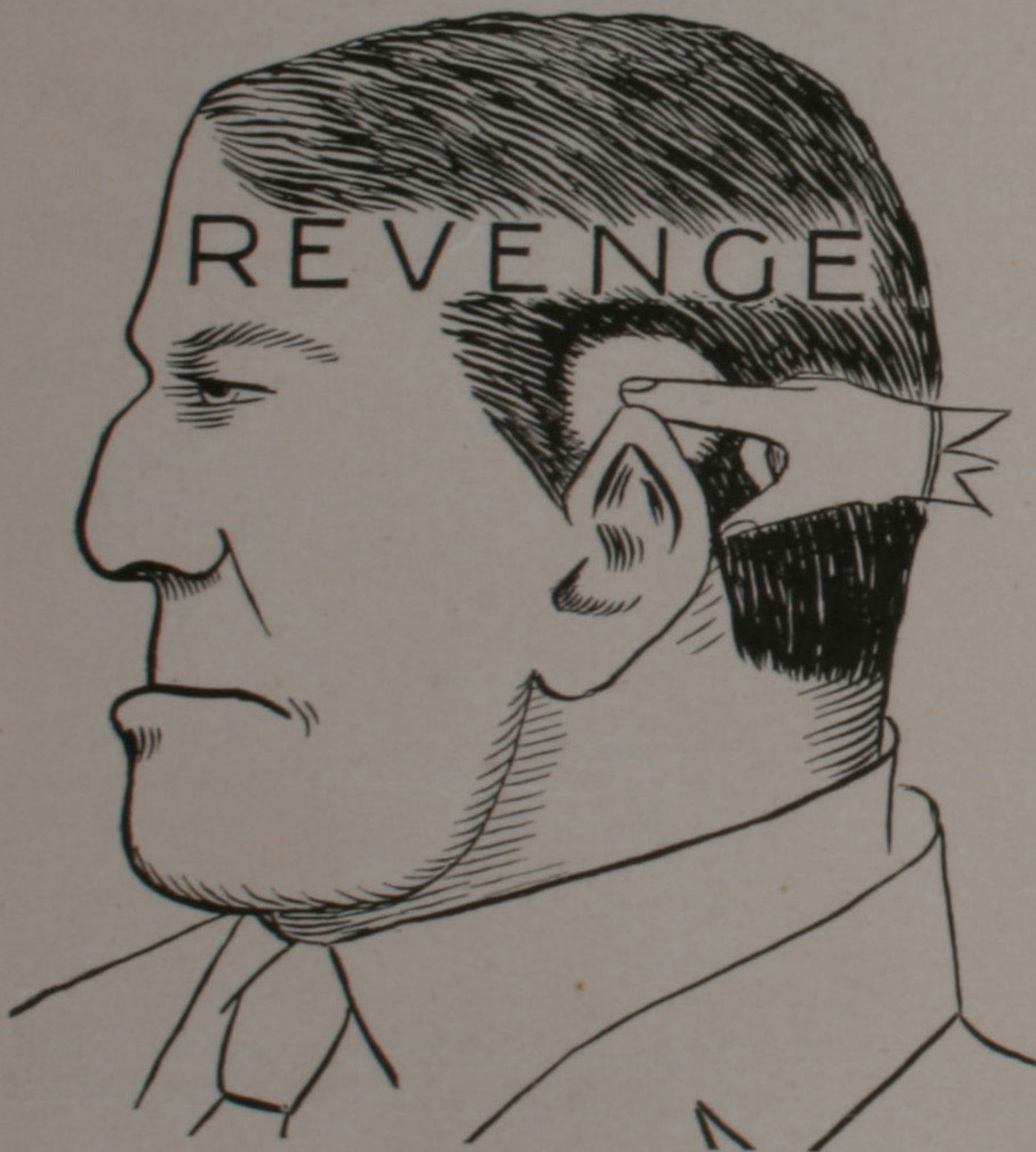


The above illustration speaks volumes for itself. Destructiveness is the center of all the characteristics named here.

PROFANITY.

There is only one faculty in the human mind that can give one any desire to really swear, and this is De-

structiveness. Children may be led into using profane words by the faculties of Imitation and Approbateness, but when one really d——s any one or anything he uses Destructiveness. Children with Destructiveness predominant take to swearing like a duck to water. Those who have this faculty weak and large Benevolence and Veneration are horrified by profanity. Anyone with large Destructiveness will have a strong tendency to swear.



Without any modification of words, we say that no one can feel any degree of revenge without the faculty of Destructiveness. Here is the very heart of it.

REVENGE.

There is only one element of human nature whereby any man, woman or child, of any tribe, nationality or race can feel revengeful. This is the element called Destructiveness. All of the other elements may be cheated, beaten or robbed and manifest no revenge. Why? Because they are not constituted that way. Look, then, for a positive faculty of Destructiveness if you wish to know whether there is that in one that will hold a grudge and resolve to get even. Ill-will, hatred, malice, revenge—all must come through the element of Destructiveness. How? By means of some other element being hurt or imposed upon. Cheat Acquisitiveness and it will try to get revenge through Destructiveness. Offend Approbativeness and it will do the same. Hurt Parental Love by hurting a child and it will fly to Destructiveness and the two will cry for revenge. All the other faculties have to go to Destructiveness if they mete out revenge for being unjustly dealt with.

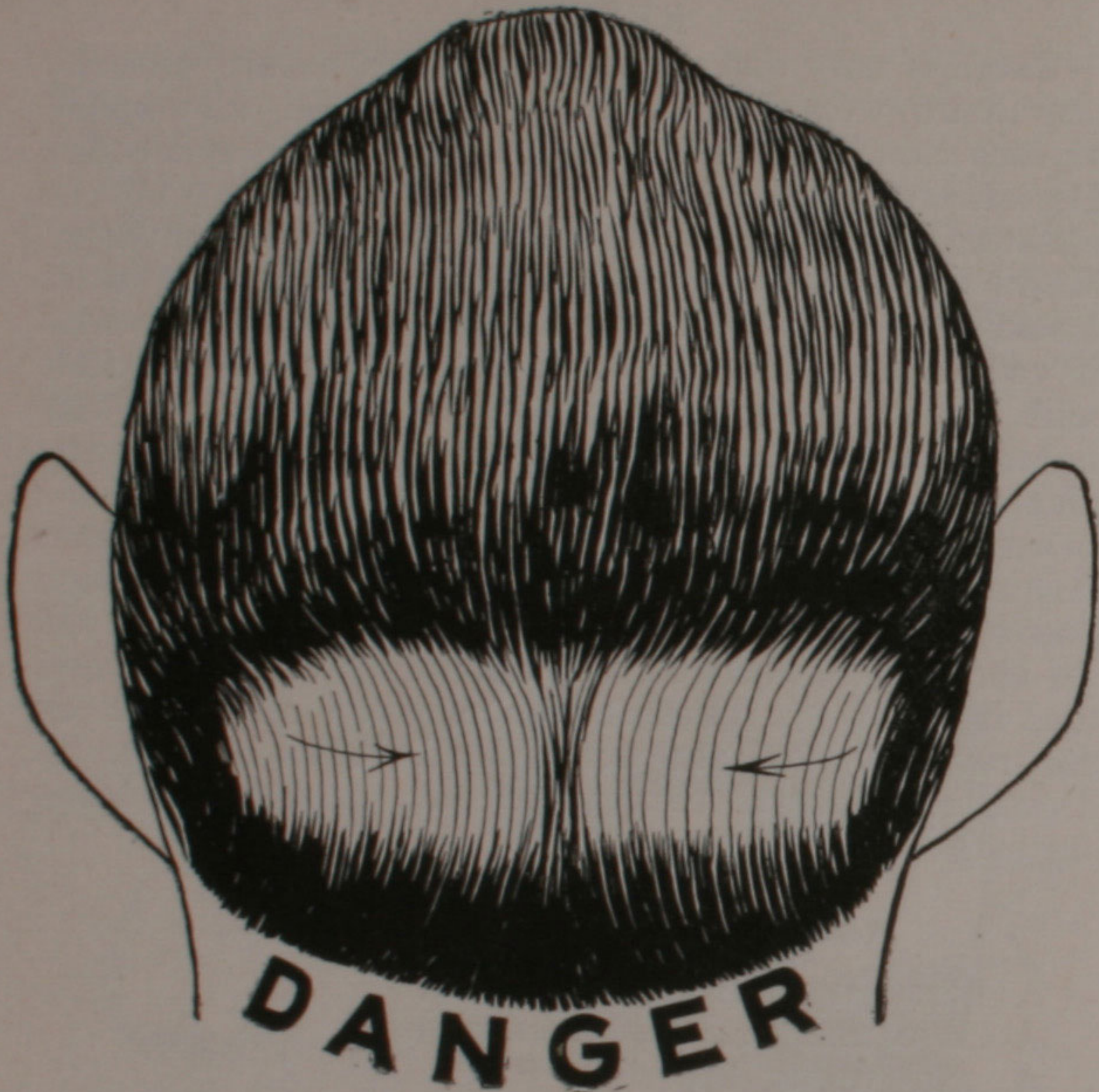
ALL THE SIGNS OF ENERGY.

A broad head from ear to ear.
 A large and broad Roman nose.
 A stiff upper lip.
 A high crown of the head.
 Dense, wiry hair.
 No surplus flesh.
 A bright, snappy eye.
 A large, square chin.
 A square jaw.
 Rather large bones.
 Square shoulders.
 Large cheeks.

More than all else, strong faculties of Destructiveness, Combativeness, Firmness, Approbatiyeness and Amativeness.

FRIVOLITY.

A frivolous disposition comes from a dominant degree of Amativeness, Approbatiyeness and Mirthfulness.



Anyone with a head like the above is dangerous because Conscientiousness is weak and Amativeness very strong. In an immoral sense this man is positively dangerous.

BRUTALITY.

How may one be brutal?

By means of large Destructiveness and some other selfish faculty like Alimentiveness, Acquisitiveness, Amativeness or Approbativeness.

Alimentiveness or Destructiveness will make one brutal when hungry or intoxicated.

Acquisitiveness and Destructiveness will make one brutal in the getting and holding of money or property.

Amativeness and Destructiveness will make one brutal in the gratification of lust.

Approbativeness and Destructiveness will make one brutal in rivalry and jealousy.

In all such case one must remember that Benevolence, Conscientiousness, Friendship, Conjugality and Parental Love are not strongly developed. Always look or examine to see how strong these faculties are.



Notice the straightness of the upper lids and how hard they press down upon the balls. This means possible cruelty.



This is a true picture of a gross, sensual chin.

WHAT IS SAVAGEISM?

Savageism is a predominating degree of Destructiveness with small Benevolence.

MILITARY NATURE.

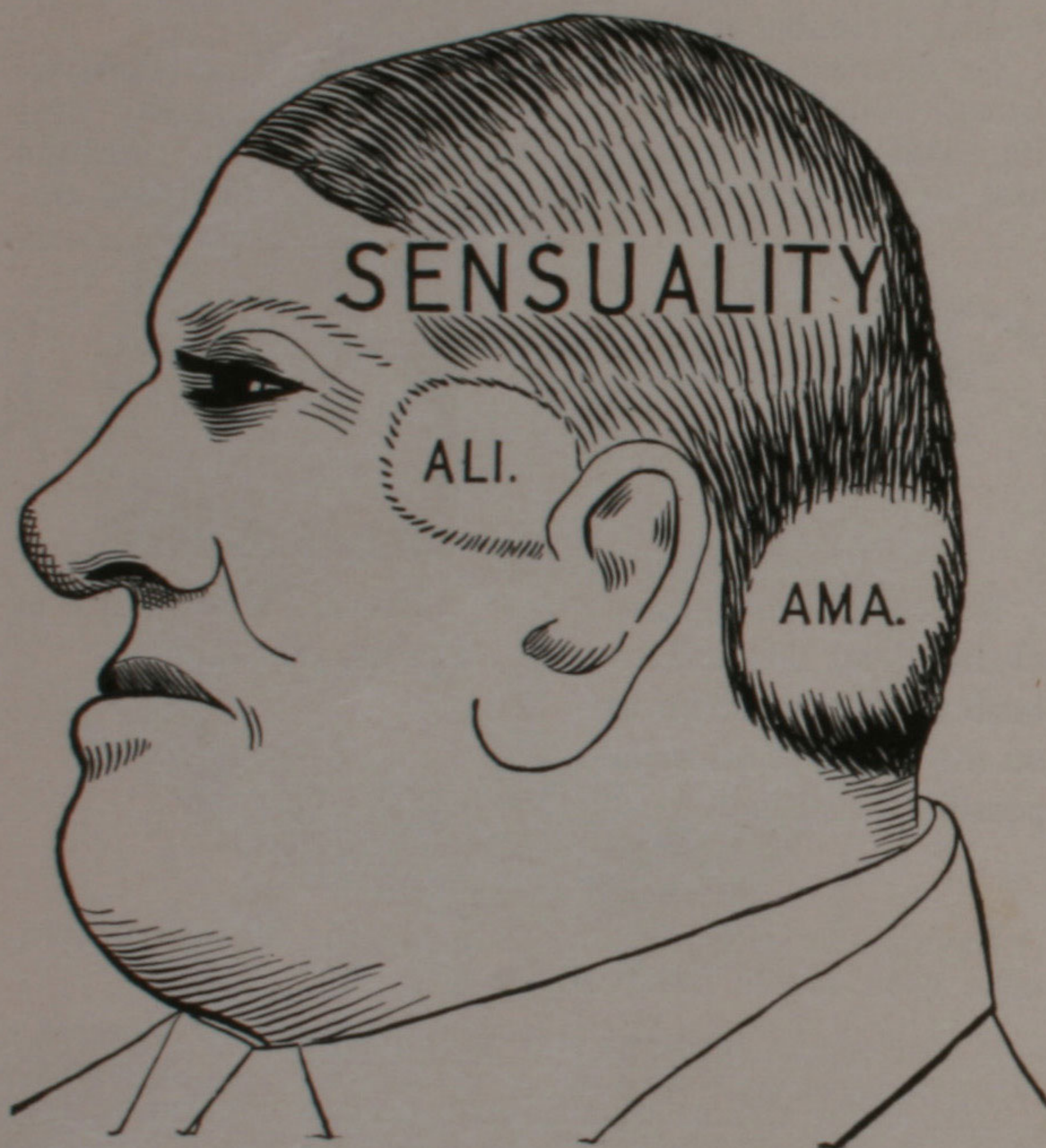
The composition of military nature is Combative-ness, Destructiveness and Approbativeness. The first to give a love of combat, the second of shooting and the third of fame and victory.

MOODS.

The human mind is so many sided that one can show a great variety of moods. A particular mood is a particular faculty in a high or predominating state of action.

A mirthful mood is the element of Mirthfulness leading all the others in action.

A surly mood is Destructiveness leading. A friendly mood is friendship in the lead of all others in action.



Sensuality is wholly made up of two elements—Alimentiveness and Amativeness. This illustration shows the location of these and when very strong in head and face. Remember the picture and apply it to others.

SENSUALITY.

Sensuality can be gotten right at. It can come from no other source than two fundamental elements of the mind, to wit: Alimentiveness and Amativeness. The first gives gustatory and the second amatory pleasure. To be an all round sensualist, then, is to simply live in or under these two faculties. They are as easily located as the ear and nose and almost as easily seen.



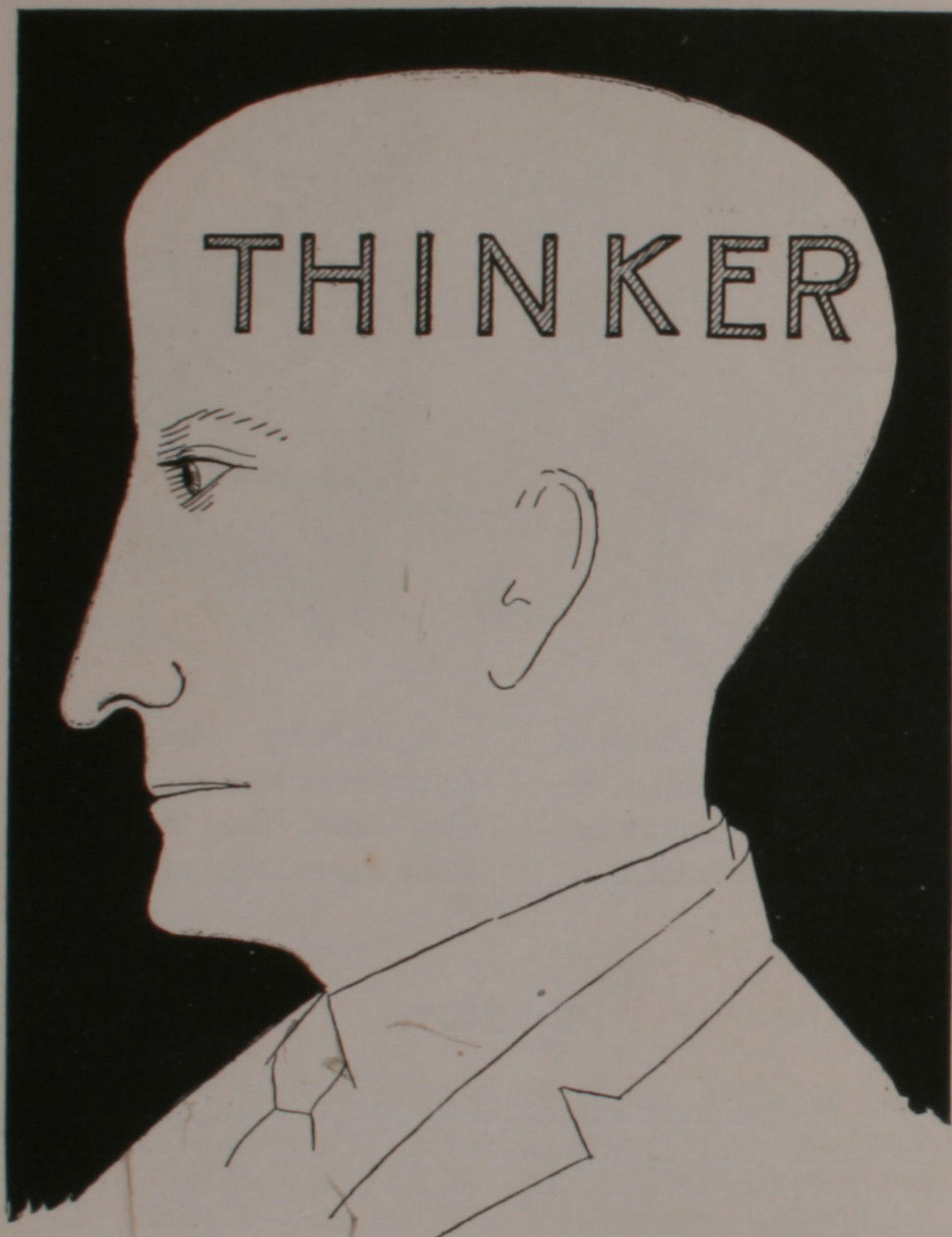
The different kinds of energy localized. Always look for energy exactly where it is located.



A striking comparison. Some have less ability than they think they have and some a great deal more.

ENERGY.

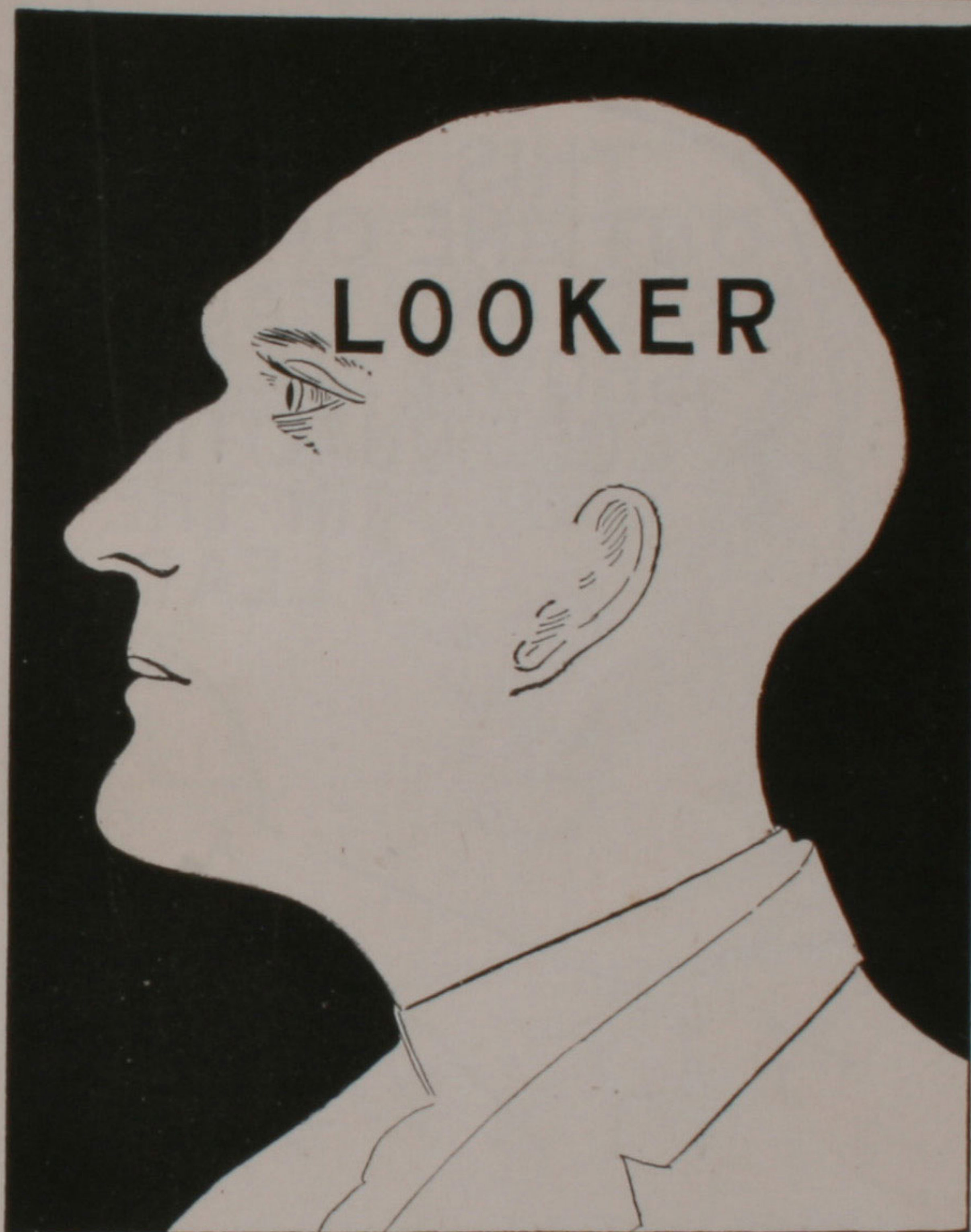
The two primary and exact sources of energy are Combativeness and Destructiveness. These two elements are inherently active. That is, they love action or effort without any attachments or other axes to grind. Destructiveness is the fundamental element of all energy that comes under the head of forceful. Combativeness covers all energy that contends. The two together, like everything of a forceful, struggling, wrestling, pushing, driving, destroying, overcoming kind, whether it be a desk that is hard to open, a game of football, a stump in the field or a mountain that has to be tunneled or removed. This is their pleasure.



Indelibly fix this in your memories.

THE THINKING STUDENT.

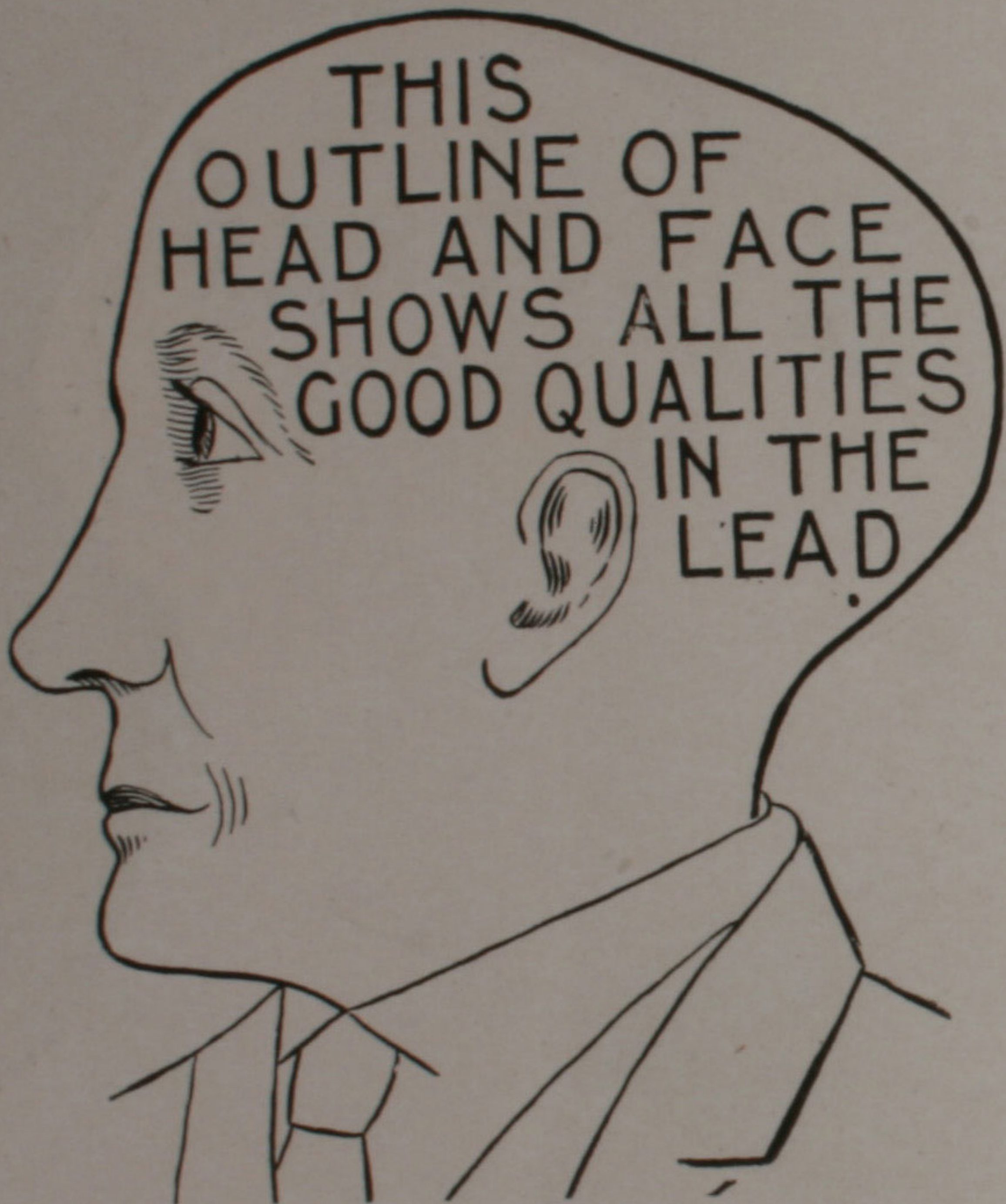
To think out and understand the principles, definitions, reasons, causes, laws and solutions of educational problems is to possess a strong degree of Causality and Comparison. These two elements, therefore, when dominant, make the thinking student.



All should fix this outline in their minds and compare it with the opposite.

THE VISUAL STUDENT.

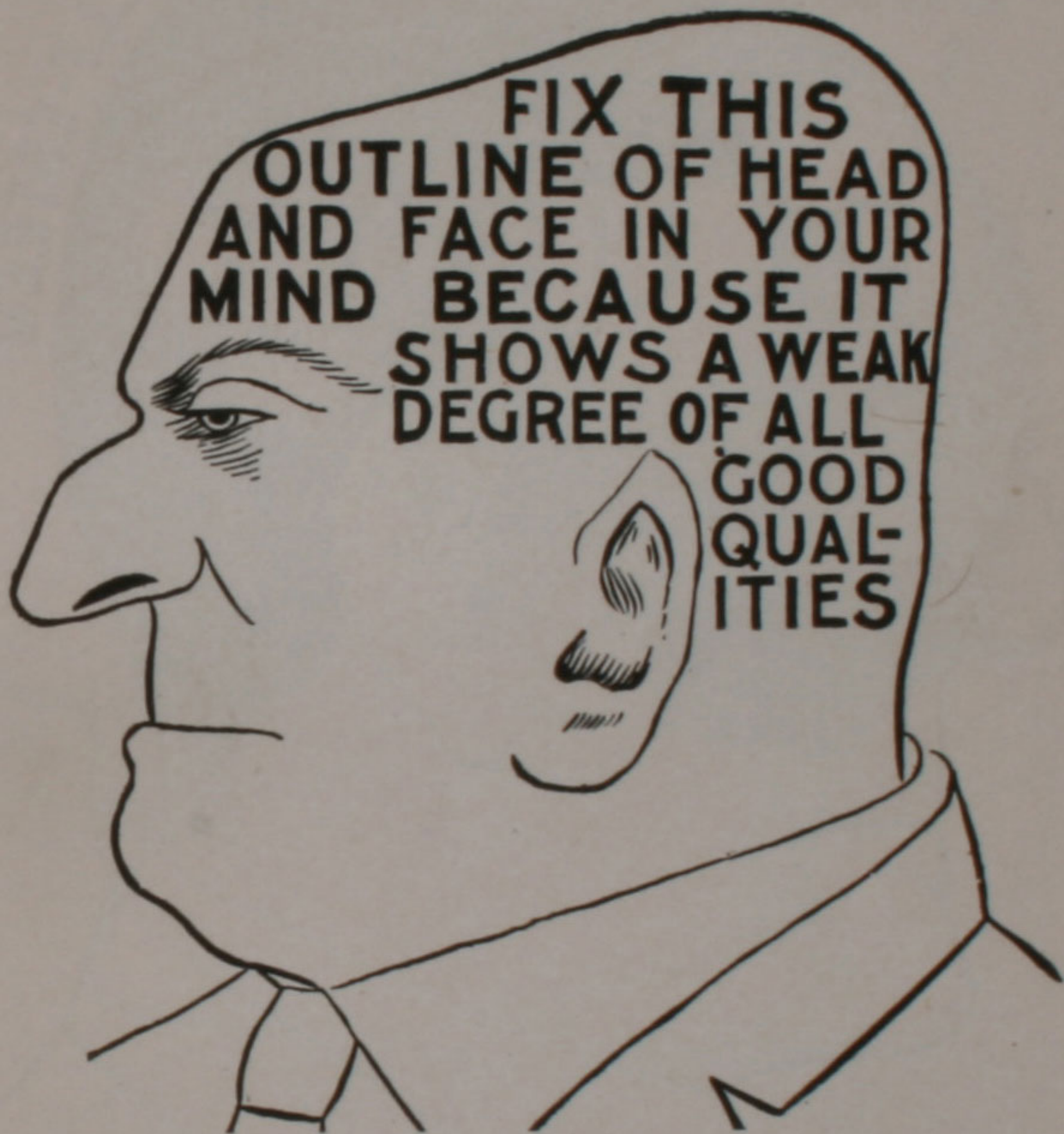
The student who is mentally organized to learn chiefly by vision has the mind elements of Individuality, Form, Size, Locality, Color and Order predominant. One may have perfect eyes and be weak in these faculties, and learn very poorly by vision. This is a great fact for educators.



This head speaks for itself. It is an emphatic fact.

AWKWARDNESS.

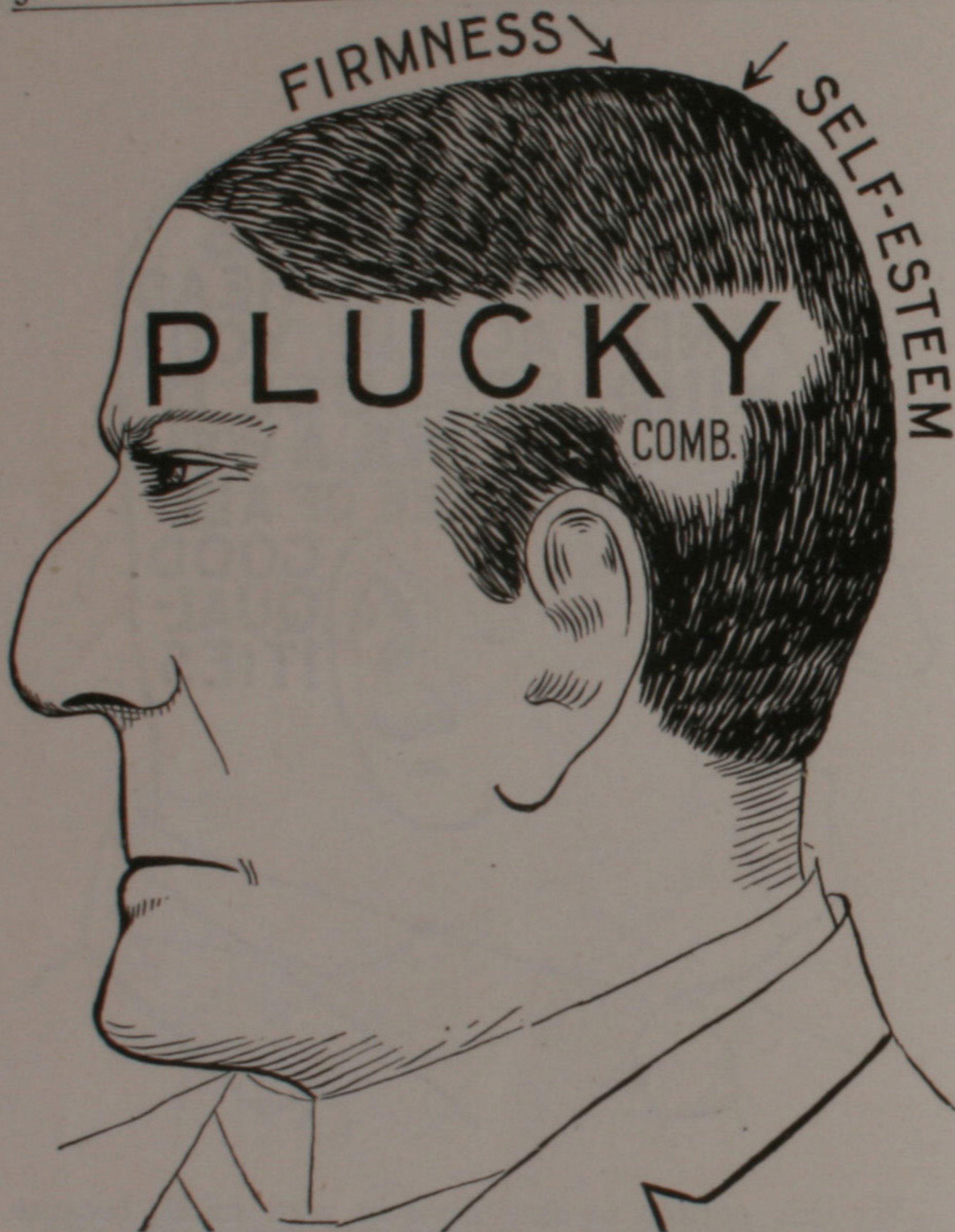
Why is one awkward? Because he has predominating faculties of Approbativeness, Destructiveness, Cautiousness and weak faculties of Human Nature, Individuality, Weight, Time, Amativeness, Combateness and Self-esteem.



Fix this outline to stay fixed in your mind, because it will pay you to do so.

GREED.

The primary elements of greed are Alimentiveness and Acquisitiveness. Suppose these two elements are very strong and Benevolence, Conscientiousness and Friendship very weak. Then one will be an out and out pig.



Pluck is a fact. Here is an illustration that explains the fundamental elements of it.

PLUCK.

The elemental ingredients of pluck are Combative-ness, Firmness, Destructiveness, Self-esteem. The chief one is Combative-ness. If moral pluck, Conscien-tiousness is added. Add any other element to the four primary elements and you get a particular kind of pluck.

THE TWO PRIMARY CAUSES OF NERVOUSNESS



Here we hit the nail right on the head. All mental nervousness and nearly all physical nervousness springs directly from these two elements. This is a great fact for all who are thus afflicted and for all teachers, parents, physicians and psychologists.



The two elements of fear and nervousness from a back view.

BLUSHING.

To blush is to have enough of the element of Approbativeness to make one fear some kind of ridicule or criticism. Without this faculty no one can blush. If Self-esteem is weak and Conscientiousness, Cautiousness and Veneration strong one will be a great blusher.

CASTE.

Caste comes from only two elements of human nature; Approbativeness and Self-esteem, but chiefly from the former. It is a mixture of vanity and self-importance, and wholly without merit. There may be talent and character connected with it, but the feeling itself is wholly the product of two selfish elements.

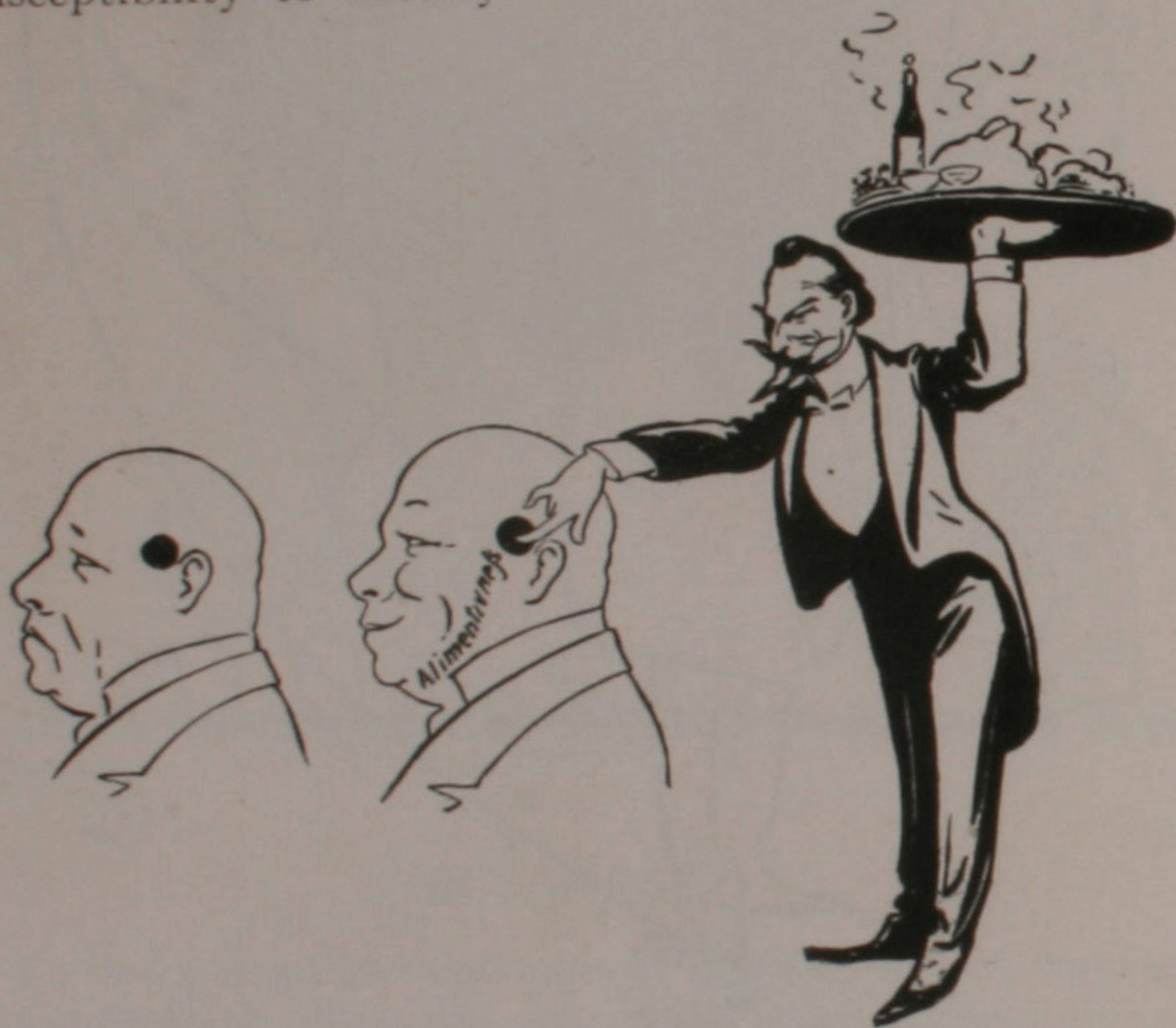


Here is a striking illustration of the wants, accumulations and expressions of a single faculty—Approbativeness.

VANITY.

The center of human vanity is the faculty or element called Approbativeness. To be vain is to be flattered through this faculty. When this faculty is very strong one is subject to some kind of flattery and can easily be made vain. No other element of human nature cares for praise. It is easy to locate this faculty in the head. It causes the head to be held to one side.

It makes the voice affected. It curls the mustache upward. It does the same with the corners of the lips. It shows the upper teeth when praised, and minces the walk. When the crown of the head is high and the center of it where Self-esteem is located is low, this faculty will be very active. Then if the faculty of human nature is weak there will be great susceptibility to flattery.



JUST PRESS THE RIGHT BUTTON.

Whenever you wish to get the attention

Of Jones or Smith, O'Connor or Dutton,

Don't whistle nor sing, nor profane things mention:

Just walk up to the head and press the right button.

HEAD WORK.

To do head work a good degree of two mind elements is absolutely necessary. These are Comparison and Causality. All should bear this in mind. Never select anyone to do head work unless he has a good degree of these two elements. To do constructive head work, add Constructiveness.



WHICH TOUCHES THE LINE?

The above illustration is a very instructive one. It will enable our readers to get at the predominant characteristics of anyone at a glance when they fully understand it, and when the individual to be read has one or more predominant faculties.

That part of the face or head that projects most forward (if normal) tells what part of the mind is predominant. Special development of parts of head or face means special strength of certain faculties.

When the upper forehead is the most pronounced in development the reasoning or thinking faculties

(Causality and Comparison) of the mind are predominant. Such a person will be an abstract, absent-minded thinker. Is very likely to be an ideal theorist. He may be a profound philosopher but not very practical.

When the nose gets to the line first there is a very different character because other faculties are predominant in the mental constitution. In such cases some of the courageous, selfish, forceful faculties predominate. In a word, energetic force is predominant in the individual. We do not say, however, that such a person will necessarily be a very strong character in every particular. He may have no very strong faculties, but when this part of the face does predominate the faculties that go with it do also.

Combativeness and Destructiveness are the two faculties that correspond with the convex anterior projection of the bridge of the nose, while if the nose is thick at the same time, Acquisitiveness and perhaps Secretiveness are also strong. Such people have some kind of active energy, and when the nose is broad, selfish energy.

There is a very different set of faculties predominant when the lips touch the perpendicular line first. Then the appetites and social sentiments predominate. Such are impulsive, sentimental, sensual and often voluptuous. They make emotional speakers and are almost wholly governed by impulse.

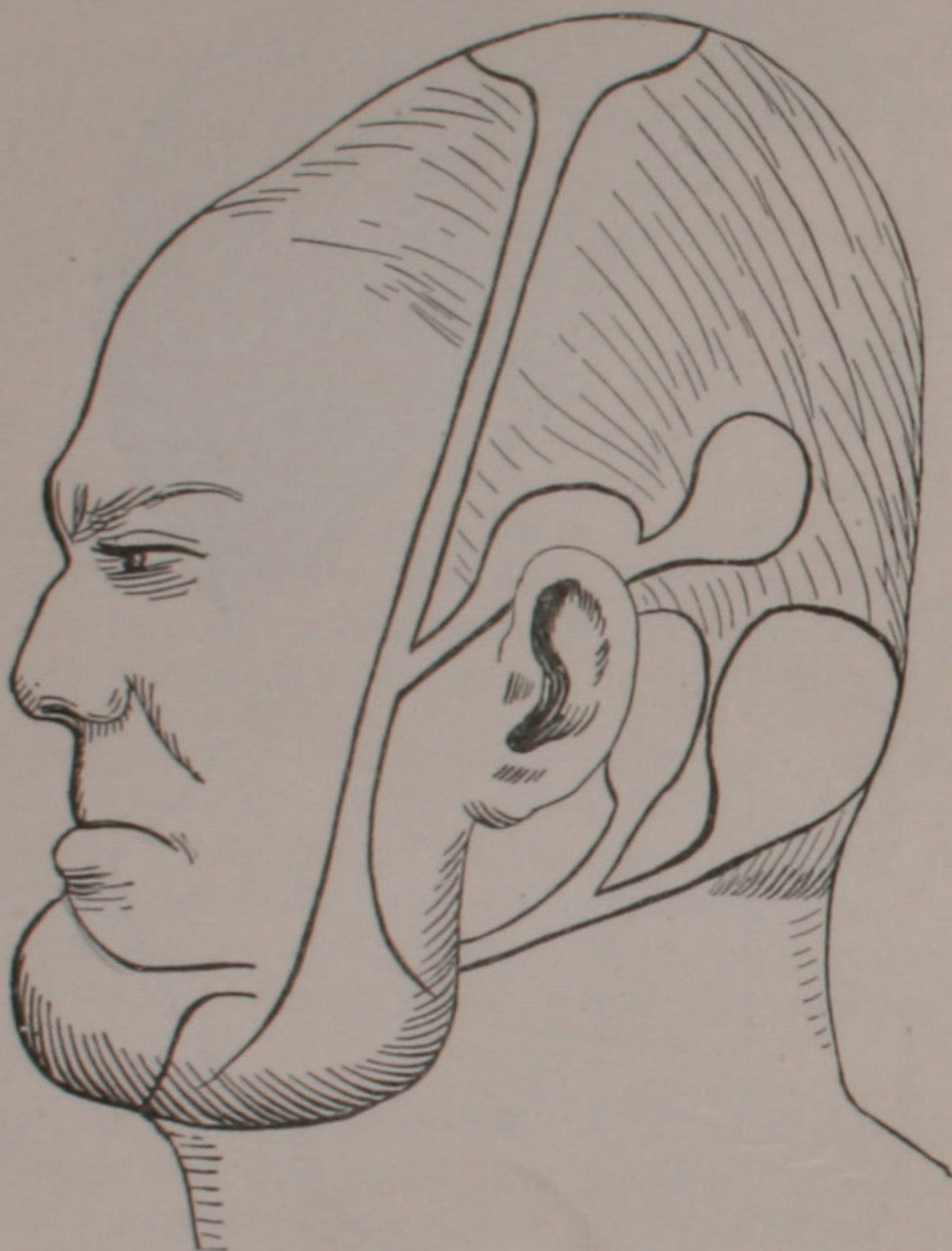
Where the chin is the most forward feature, tenacity of life is predominant, and if the chin is square and long, persistence is also very strong. Where the chin is not so square and long but thick in muscular covering and fleshy, sexual passion is stronger than persistence.

When these four divisions of the face are all strongly developed or when they show a positive convex form, there will be a strong character intellectually, executively, vitally and sentimentally.



Here we have a well balanced or level head.

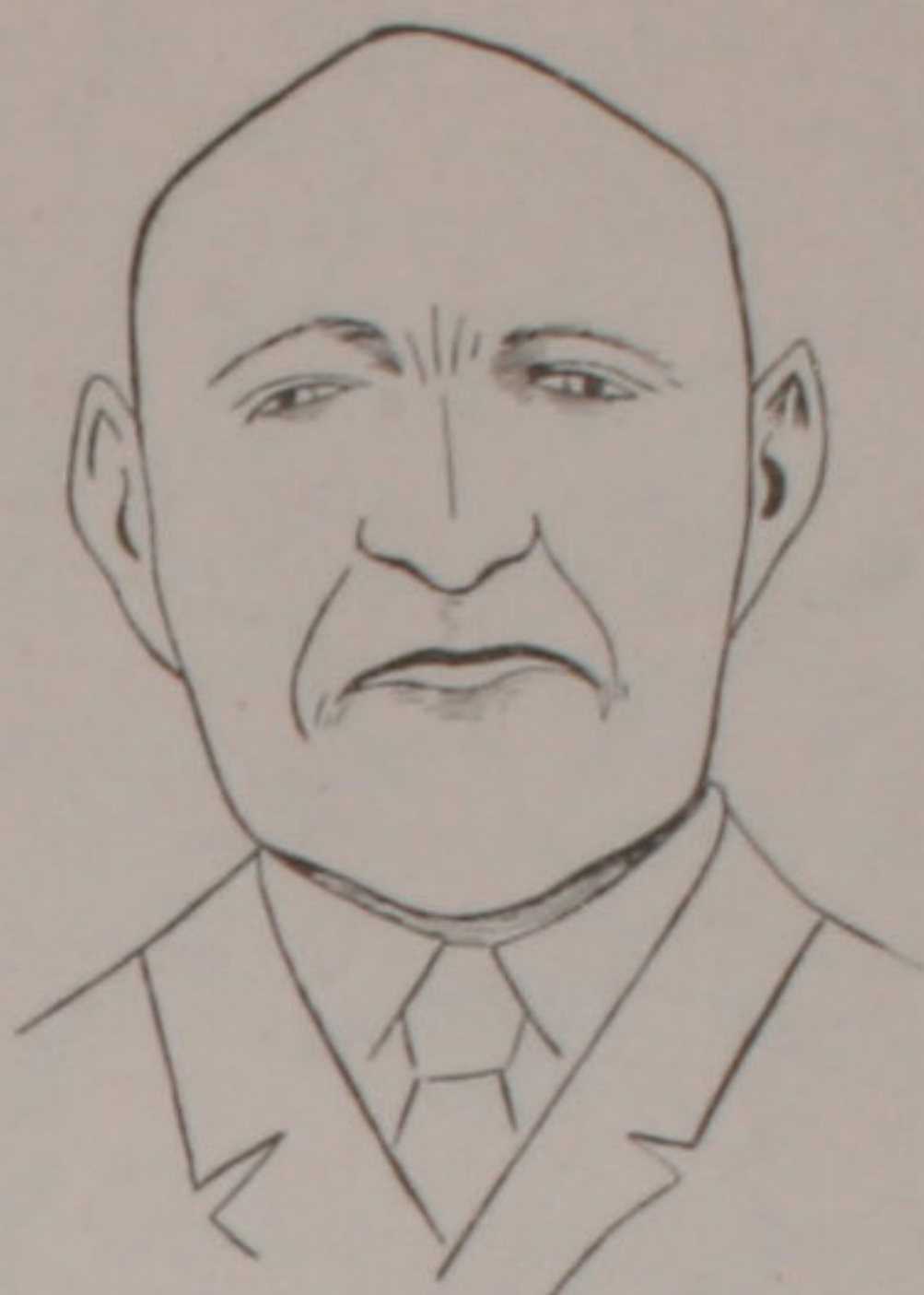
What is a level head? In common parlance it is the way of saying that one has a well-balanced **mind**. What a well-balanced mind is, is no easy thing to explain. An incomplete explanation would be this: One with Human Nature, Causality, Individuality, Number, Conscientiousness, Acquisitiveness, Firmness, Combativeness and Self-esteem, predominant.



Here can be seen the faculties of the mind that build the lower jaw—to wit: Amativeness, Combaticiveness, Destructiveness and Firmness.

PUGILISM.

The mind elements that give a love of pugilism are Combaticiveness, Destructiveness, Amativeness and Approbation. Just as certainly as these four faculties are **predominant** in **anyone** he will be fond of baseball, football, athletics and boxing.



The principal reason that one has a long face with all the features turning downward as indicated in this illustration, is because those faculties of the mind that ought to fill out his top head and make it round and full are deficient. A roof-shaped head is pessimistic.

DISAGREEABLENESS.

The make-up of Disagreeableness is Destructiveness, Firmness, Approbateness, Secretiveness and Alimentiveness. When these are strong and the five agreeable faculties are weak, one is very disagreeable generally. Such a person will tease, combat, boast, criticise and delight in worrying others.

A GREAT PROBLEM SOLVED.

THE REASON WHY OF HUMAN DIVERSITY.

The number of Human Beings that may exist without two being alike.

A MATHEMATICAL SOLUTION.

According to Permutation, the forty-two individual faculties of which the human mind is composed may combine in 2,810,012,235,505,759,797,086,285,212,489,023,129,540,768,000,000,000 different ways, which will account for all the diversity of the human family in the past, at present and for a few hundred million years in the future.



This picture shows how moral reformers shoot at random at vice. They do not know the location of vice, and therefore shoot wildly. Not a single arrow has hit the bull's eye.

THE CENTER OF THE SOCIAL EVIL.

The social evil is a fact. Many good and learned people are trying to check, modify or suppress it. Their

intentions are good. They shoot at it with tongue and pen. That is, they suppose they shoot at it. They shoot, but, unfortunately, they do not shoot any more definitely at it than if they stepped out of their houses upon a dark night when the moon was down, electric lights out, and shot into space in the hope of hitting a burglar. Why don't they draw a bead on it? Answer: They do not know the location of it. They do not know the nature of it. They do not know the source of it. They do not know that it is a single element of the mind. They do not know when nor where to commence to correct it. They ought to know. They can know.

They can know exactly. They can know very soon after the babe is born. They can, if they will, learn the location of the faculty in the brain. Observe the illustration. Not one of the marksmen has hit the "bull's-eye." Every shot has missed. What a deplorable waste of time, energy and arrows!

They have hit the intellect, which is in front, the moral faculties, which are in the tophead, pride and vanity, which are in the back crown of the head, but not a single one has even come close to the exact source of the evil. They have not even crippled it. How could they cripple it till they hit it? How can they hit it till they know where it is?

It is located in the little brain directly back of the two bony prominences that may be found and felt behind the ears. When very strong in child, woman or man this region will be decidedly full or convex in form. It is immediately below a fissure that runs horizontally above it, and partly separates the little brain from the big brain, or, in other words, the cerebellum from the cerebrum.

Its name is Amativeness.

We now have it "spotted."

We know where to look for it.

No longer is it necessary to shoot at random. We can now see it so distinctly and individually that we can hit it every time if we are good shots.

FEMININE



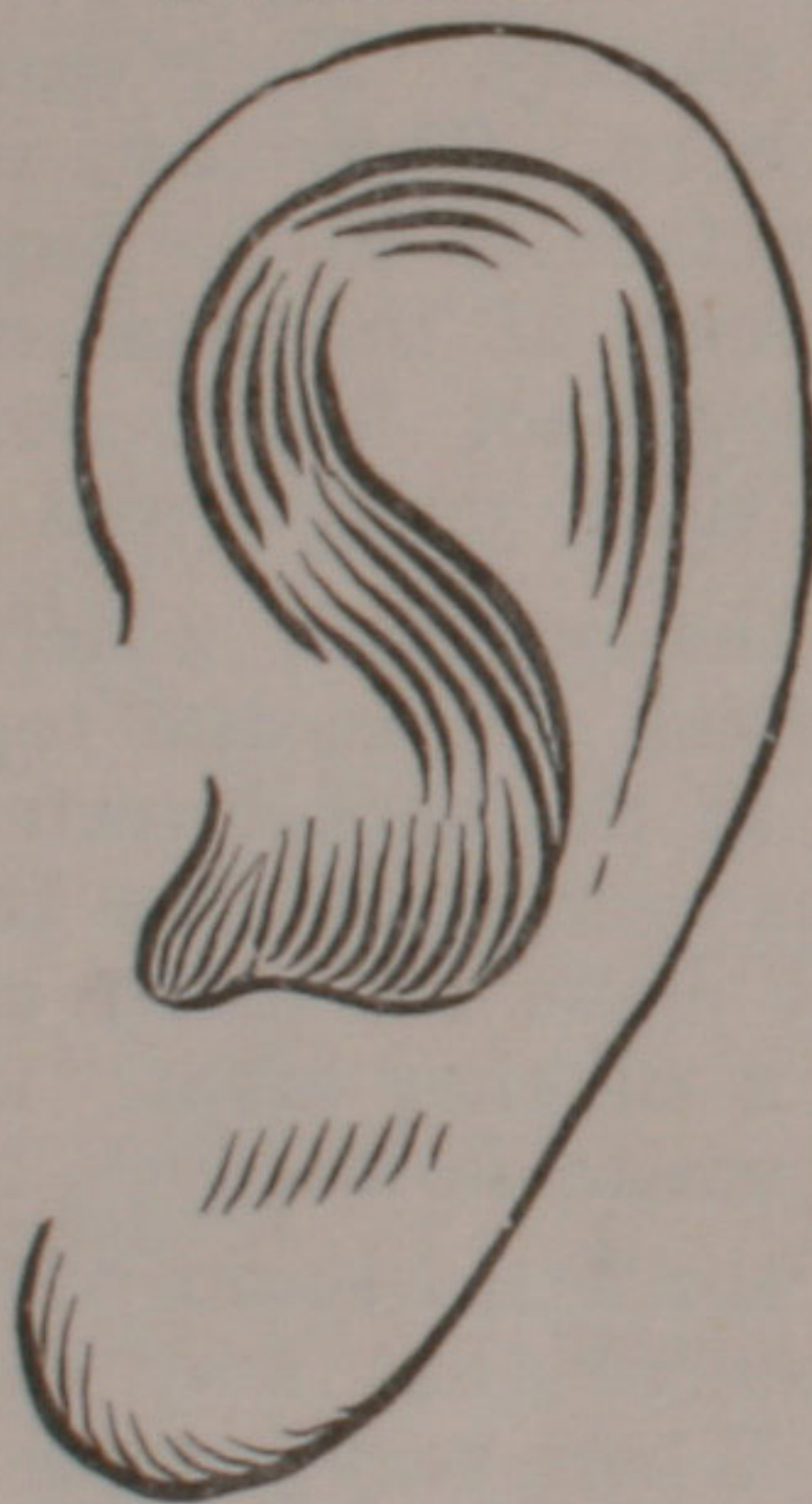
MASCULINE



SELFISH



BALANCED



FOXY



CANDID



PHYSICAL



MENTAL



MUSICAL



Just look for yourself.



Get all of this. Many are somewhat organized like the above. Here is a complete and pointed explanation of the reason one cannot say no.

IMPULSIVENESS.

What makes people impulsive? Intellect is not impulsive. There is no impulse in a single intellectual faculty. There is no impulse in Firmness or Self-esteem, There is impulse in Cautiousness, Destructiveness, Benevolence, Friendship, Approbativeness, Parental Love, Combaticiveness, Amativeness, Alimentiveness, Inhabitiveness, Veneration, Acquisitiveness, Ideality

Mirthfulness, Hope and Sublimity. To be impulsive then is to let one or more of these elements act without regulation. Impulses start in these faculties. If they are much stronger than Self-esteem, Firmness, Conscientiousness, Human Nature and Causality in anyone he will be impulsive. Simply ascertain by a close examination of the head by sight or hand or both if the five last named faculties are predominant or not and you can tell whether one belongs to the impulsive class or not.



This shows the location of the sensitive faculty of Approbativeness from a back view. It is one that all should exactly locate.



Men, women and children with such shaped heads as this are fitful. They are deficient in application, perseverance, decision and resolute, unchangeable will.

CHANGEABLENESS.

A positive disposition to change comes from Locality, Ideality, Constructiveness and Destructiveness, with weak Veneration, Firmness, Self-esteem, Continuity and Inhabitiveness.

RATTLES.

To get a case of rattles is to let the element of Approbativeness get unduly excited. This faculty causes stage fright, blushing and embarrassment. No other element has the power to rattle.

PERSONAL MAGNETISM.

To be magnetic is to have very strong faculties of Friendship, Amativeness, Alimentiveness, Combateness, Human Nature, Benevolence, Mirthfulness, Firmness, Causality, Language and Comparison.

Amativeness and Alimentiveness furnish the vital magnetism. Friendship, Benevolence and Mirthfulness the social magnetism. Combateness and Firmness the courageous magnetism. Language, Causality Comparison and Human Nature the intellectual magnetism. The three that have by far more to do in making one magnetic than all others are Friendship, Combateness and Amativeness. These three faculties when very strong will make anyone magnetic. James G. Blaine had Friendship. General Phil Sheridan, Combateness, and Brigham Young, Amativeness. Unite these in a predominant degree in one man and you have the "secret" of personal magnetism.

PHYSICAL CHARMS.

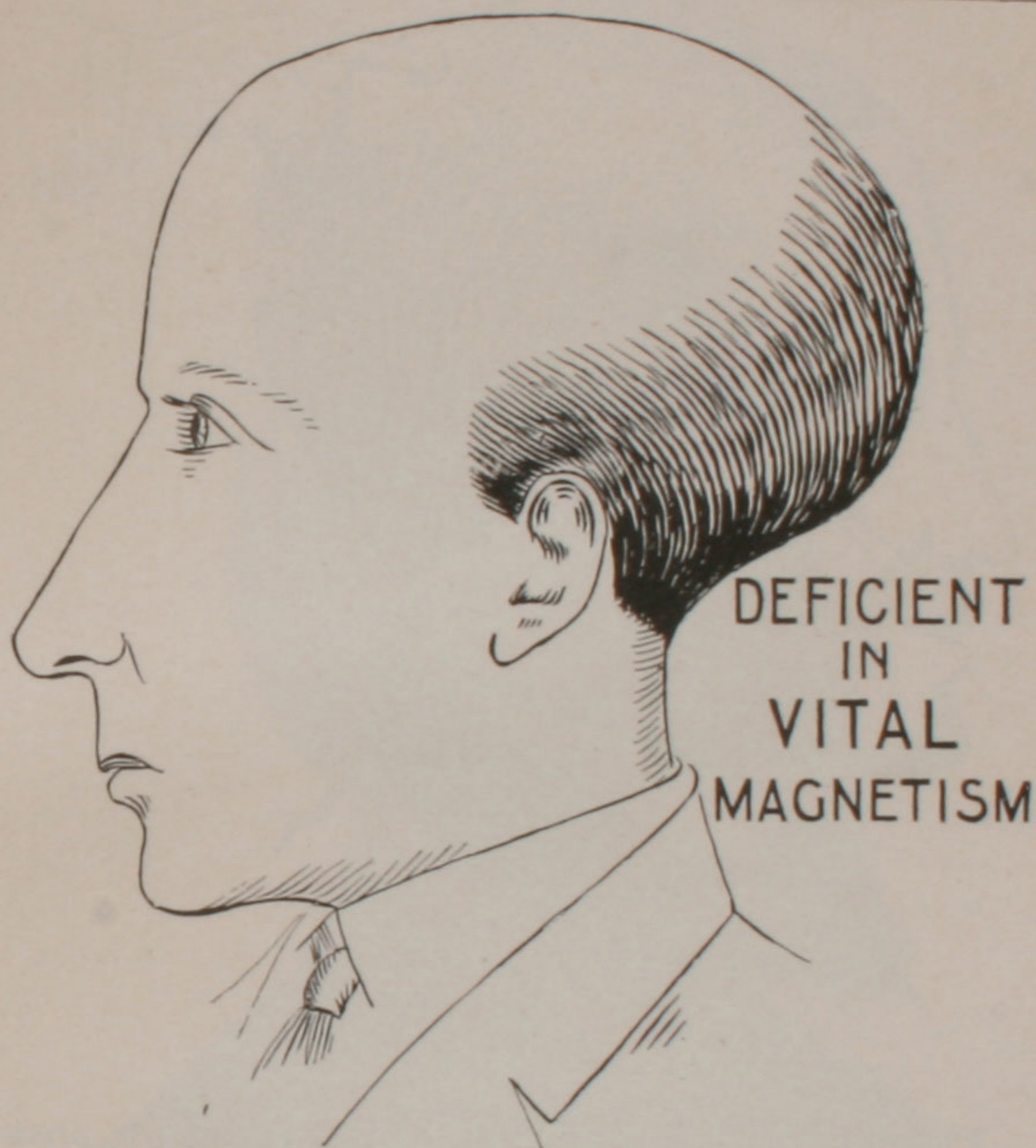
Physical charms are the product of strong, healthy faculties of Amativeness, Alimentiveness and Parental Love with a fair degree of Combateness and Destructiveness.

THE ARGUMENTATIVE DISPOSITION.

The fundamental and specific source of the argumentative disposition is Combateness. This faculty likes to contend for **contention's sake**. United with Language it will contend with **words**. If Approbativeness is added to these two, there will be a **wordy** contention for victory. If Firmness is added there will be a **persistent** spirit of contention. If Causality is added to these, there will be a wordy, ambition, persistent, logical contention. Destructiveness will add force and bitterness to the contention and may be **blows** or **pistols**. If Secretiveness, Human Nature and Constructiveness are also strong and Conscientiousness weak the contender will resort to strategy, ingenuity and cunning in his contentions. In this way the argumentative disposition may be gotten at fully and fundamentally.



A very valuable fact is illustrated right here. Vital magnetism wholly comes from this region. Not an iota comes from any other faculty of the mind or part of the brain.



Anyone can demonstrate the truthfulness of the above by mere observation.

LATENT VITALITY.

If a child has a strong development of Alimentiveness, Vitativeness and Amativeness it will have much **latent** vitality. It may be puny and not grow well for a while but if rightly cared for will surprise the parents and friends by growing into a strong man or woman. In such cases there has been arrested development by sickness of mother, prenatal influences or improper food. Always go to the brain for **certainty** in any kind of character reading.



This is another illustration of the fact that if you press the right button (excite the right faculty) you will get the right response. Touch approbateness and you will raise the upper lip.

DISPOSITION TO CROW.

The "crowing" faculty is Approbateness. None other. Others will give force to the crowing, but not any of the desire. If Destructiveness is strong and Benevolence and Conscientiousness weak, one will "rub it in."

RELIGIOUSNESS.

The fundamental religious elements are Spirituality and Veneration. Their first assistants are Hope, Benevolence and Conscientiousness. Without the two first no religious organizations could have ever been.



ELISHA GRAY.

A scientific form of head. Great perceptive faculties.



THE KEYNOTE OF EDISON'S GENIUS.

Genius may be understood—clearly understood.
It may be clearly understood because it is **always** and wholly composed of elemental faculties. These facul-

ties can be understood and **measured** in all men, women and children.

If there is any particular kind of genius there is always a very high development of those fundamental faculties that **constitute** the particular kind of genius. Mechanical genius is made of mental elements that by their very nature cannot constitute literary, musical or commercial genius.

Thomas A. Edison's genius is well known as the **inventive**. It is not commercial or musical.

The "keynote" of it is the elemental faculty of Constructiveness. His portrait overwhelmingly indicates this. That great convex development of the middle side temples is the result of a very strong degree of the faculty of Constructiveness which has its seat here and develops its two organs (one in each hemisphere) till they positively determine the **formation** of the external skull.

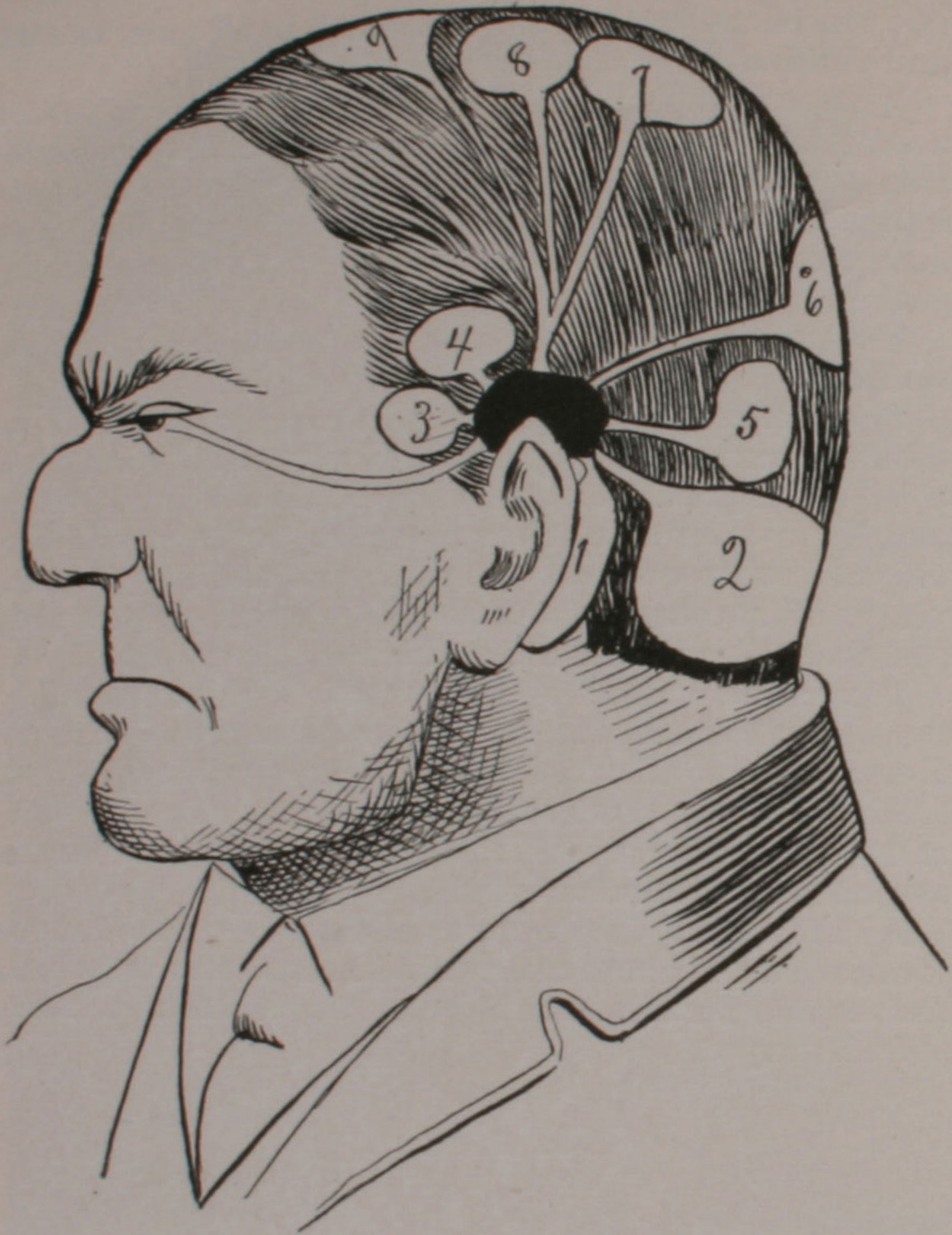
The second element of his inventive genius is Causality the logical thinking faculty. These two faculties are the two most original faculties of the forty-two facultied soul.

His eyes and head show an active faculty of Spirituality also which gives him a consciousness of the **undiscovered** and faith in his efforts.

He has a great development of those faculties that the constitution of the human mind **necessitates** to possess the very original inventive genius that he has so remarkably displayed.

CURIOSITY.

Curiosity is the product of Individuality, Causality, Spirituality, Constructiveness, Approbateness, Secretiveness and Amativeness. Individuality gives a desire to see a thing; Causality to understand it; Spirituality to marvel at it; Constructiveness to understand how it is constructed; Approbateness to get it before somebody else does; Secretiveness to suspiciously pry into it and Amativeness to revel in the scandal of it. When these faculties are predominant in one he is a veritable curiosity seeker, looker and investigator.



Destructiveness is the center of human temper. The nine other faculties that stir it up principally are Vitativeness, Amativeness, Alimentiveness, Acquisitiveness, Conjugality, Inhabitiveness, Approbateness, Conscientiousness and Veneration.

TEMPER.

Human temper has a beginning. In one sense, we may say that there is a temper faculty; yet this is not exactly right, because the function of the faculty from

which temper springs is not exactly one of temper. This much may be said, however, there is a faculty without which no one can feel any temper.

This faculty is Destructiveness. Its function is not simply to destroy; it is dynamic force. It is, also, the only faculty by means of which one can feel anger, malice and the tendency to crush or destroy. In itself it will not result in a manifestation of this kind. It is only when some other faculty is hurt that Destructiveness becomes angry.



PRETENSION.

The elements of pretension are Approbativeness, Alim-entiveness, Acquisitiveness, Amativeness. There are no other elements that can give any **desire** to pretend. To **successfully** pretend is to have in addition to the above named, Secretiveness and Human Nature. Not to be pretentious is to have Conscientiousness and Self-esteem predominant.

DIAGNOSE YOUR OWN CASE.

Make use of the following
definite self-knowledge.

If you are nervous your faculties of Cautiousness and Approbativeness are dominating the rest of you.

If you cannot say no to one of the same sex, your Friendship, Approbativeness and Benevolence are relatively too strong.

If you cannot say no to the opposite sex, it is Amativeness, Approbativeness and Benevolence.

If you cannot say no to children, it is Parental Love Benevolence and Approbativeness that prevent you.

If you get rattled easily your faculties of Self-esteem and Firmness are not large enough.

If you get the "blues" easily, your Self-esteem, Combateness, Firmness, Spirituality and Hope are too weak.

If you are irritable, Approbativeness, Destructiveness and Combateness have got the upper hand of you. ?

If you are absent-minded, Individuality, Locality, Human Nature and Cautiousness are not large enough to keep in front. Just as surely as you keep these faculties in **front** you will never become absent-minded.

If you fail to remember names, Language, Self-esteem, Approbativeness and Tune are not so strong as they ought to be to make you give particular attention to them. People with these faculties strong always give attention to names and therefore remember them.

If you are broad between the eyes, however, you can remember names by writing them down and fixing them in your faculty of Form.

If you hesitate or stammer in speech, you are deficient in Self-esteem, Firmness and Combateness and should immediately cultivate these three faculties by the most courageous and self-respectful action.

If you borrow trouble, the **trouble with you** is too much Cautiousness and Approbativeness.

If you are tempted to steal because you love somebody's else property or watermelons, it is because Acquisitiveness and Alimentiveness are pretty strong in your mental make-up.

If you are inclined to hold a grudge, remember that it is only because your Destructiveness is larger than your Benevolence and Conscientiousness.

If you think you are going to die and don't, your Vitativeness and Cautiousness have command of you.

If you believe that "every man has his price" your own Conscientiousness is very weak.

If you imagine that someone has slighted you, your Approbativeness is much too strong for its antidote, Self-esteem.

If you won't sleep in room thirteen at a hotel, your faculty of Spirituality is too strong for your Comparison and Causality.

If you cannot keep your mouth shut, your Firmness, Self-esteem and Secretiveness are too weak. If these three faculties were predominant in you, your mouth would shut up like a clam.

If you forget dates your faculties of Time and Number are weak.

If you are impatient your faculties of Self-esteem, Firmness, Conscientiousness, Causality, Spirituality, Hope and Veneration are not strong enough. These, when dominant in one, give him the patience of Job.

If you are not attractive, your faculties of Friendship, Amativeness, Ideality, Benevolence and Order are not as strong as they should be. Cultivate them.

IRRITABILITY.

Irritability starts in the faculty or element of Approbativeness. This is the sensitive faculty. It has a great deal to do with making a sensitive, nervous system. Now if Destructiveness and Combaticiveness are also large one will possess the chief elements of irritability. This is just as true as one and two make three. Let these three faculties positively predominate over all the others and **anyone** will be positively irritable. Simply ascertain if these faculties predominate in one and you will find an irritable man, woman or child with absolute certainty.



This illustration represents the manifold productions of a single faculty—Mirthfulness. It chiefly makes the clown, the comedian, the wit and the humorist.

LOVE OF MISCHIEF.

Love of mischief springs directly from the element of Mirthfulness. When it is very strong. Veneration weak and Secretiveness, Destructiveness and Human Nature large, one will run over in fun-loving mischief and the playing of prank on others in school and out of school.



The above illustration shows the location of two mind elements that a child, even, can see. It is almost inconceivable that anyone cannot see the formation of head that these two faculties, when dominant, produce. They stand out in bold relief upon millions of men, women and children. Two such dangerous faculties should be as quickly seen as the nose and ears. They are Destructiveness and Amativeness.

FLIRTATION.

Why does one want to flirt? Because of Amativeness and Approbateness, and these only. If these two faculties are very strong in one, he or she will have a strong tendency to flirt. If they predominate, one will be an out and out flirt. Both faculties are very easily understood, and may be easily measured in others. Look directly for these two faculties for flirtation.



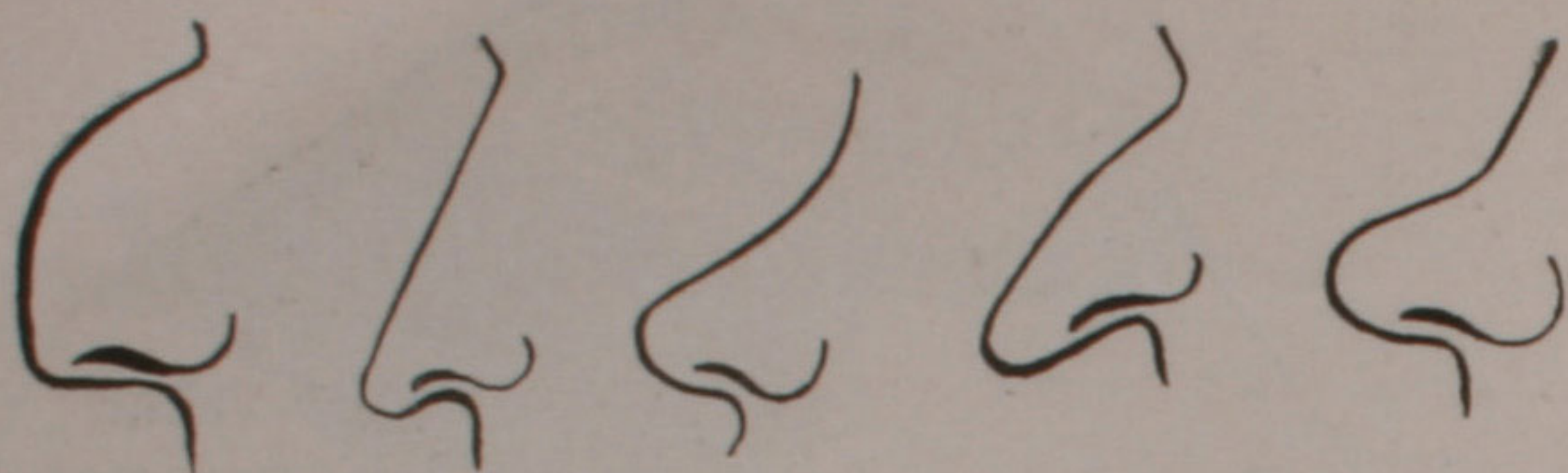
Here are the locations of five elements that it will pay you to thoroughly learn. When predominant they build the kind of face seen upon this head.



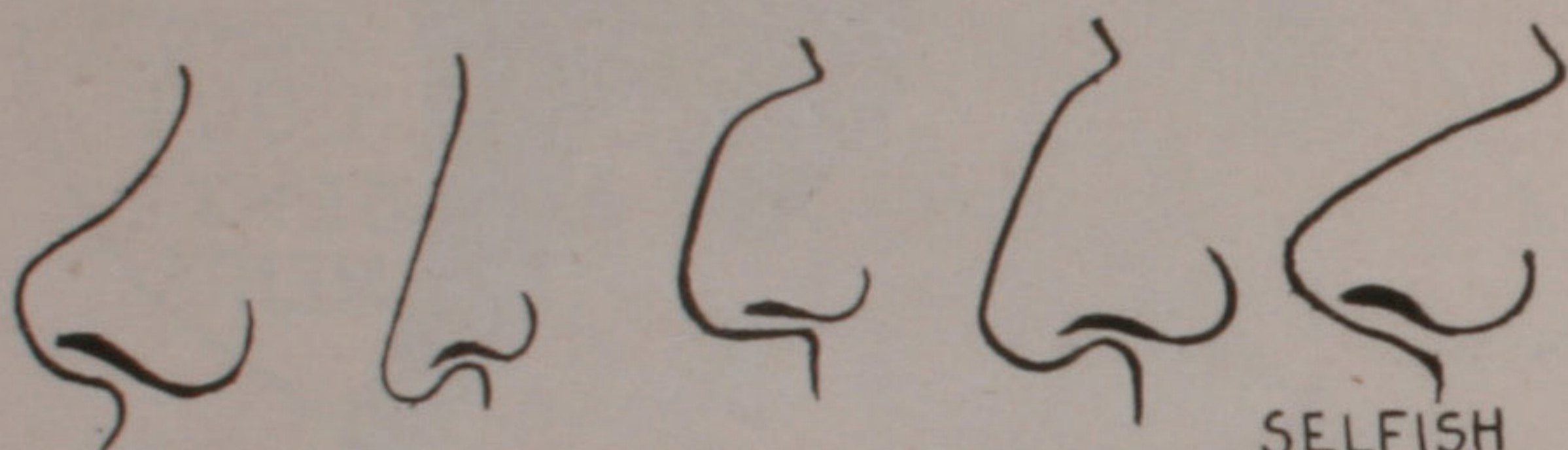
Always look for sentiment in these two regions of the head. There are no other sentiments and no other places to look for them. We say this with absolute certainty.

DOMESTIC NATURE.

Domestic nature is made up of Parental Love, Conjugality, Inhabitiveness, Alimentiveness and Acquisitiveness. If these are predominant in any woman she will be positive in domestic nature.



POSITIVE NEUTRAL NEGATIVE PECULIAR GOOD AND BAD



VITAL MENTAL MOTIVE BALANCED SELFISH
AND HOPEFUL

WHERE TO LOOK.

If you wanted to know whether a man had a nose or not would you look somewhere in general? Would you look for it on his backhead? In looking for mental faculties you should be just as definite as in looking for the nose. For instance, in looking for the faculty of anger always look where it is naturally and always located. This is just above the tips of the ears on the sides of the head. It is never anywhere else. One ought to know just as certainly where to look for mental elements or faculties as he knows where to look for the nose.

PESSIMISM.

The faculties that make the pessimist are Cautiousness, Secretiveness, Destructiveness, Alimentiveness, Amativeness and Approbateness with weak Hope, Spirituality, Benevolence, Veneration, Conscientiousness, Mirthfulness, Self-esteem, Combateness and Ideality.



To be strongly individualized and have a distinct personality is to have a predominant faculty of Self-esteem, as indicated in the above picture.

INDIVIDUALISM.

The mental elements that make one a positive individualist are Self-esteem, Combative-ness, Firmness and Individuality. These make him believe in himself, depend upon himself, educate himself and positively **individualize** himself.

SPECIFIC KINDS OF CHILD NATURE.

Any distinct kind of child nature is made up of distinct faculties.

Vicious child nature has large Destructiveness for its center, with Combateness and Amativeness usually large and Benevolence and Conscientiousness negative. Destructiveness is the central element of viciousness. No one can be vicious in a brutal sense without a strong degree of this faculty.

Stubborn child nature is made up principally of Firmness, Approbativeness and Combateness. If this is of a very **forceful** kind, Destructiveness is added.

Sensitive child nature is made up of Approbativeness, Cautiousness, Benevolence and Veneration, with deficient Combateness and Self-esteem.

Lying child nature is made up principally of Approbativeness, Sublimity, Spirituality and Secretiveness, with deficient Conscientiousness and Self-esteem.

The two essential elements of **moral** child nature are Conscientiousness and Benevolence.

Affectionate child nature is made up of Friendship and Amativeness, with deficient Self-esteem, Combateness, Destructiveness and Firmness.

Studious child nature of the positive type is made up of Causality, Comparison, Eventuality, Ideality and Spirituality. These give a positive, inherent love of study. If Approbativeness and Conscientiousness are also large there will be an ambitious, conscientious love of study.

Playful child nature has its seat in Destructiveness with three special assistants—Mirthfulness, Amativeness and Combateness. These four faculties predominant will make any child love games and all plays that are amusing.

Timid child nature is made up of Cautiousness, Vitativeness and Spirituality, without Combateness and Self-esteem.



*App + Self-esteem
= arrogance, etc.
App - S.E. =
shyness*

This illustration speaks for itself.

THE DOMINEERING DISPOSITION.

The disposition to domineer springs from the faculty of Approbativeness and Self-esteem; the former slightly stronger than the latter. Add to these two, strong Combativeness, Destructiveness and Firmness and you have the constituents of the domineering disposition.

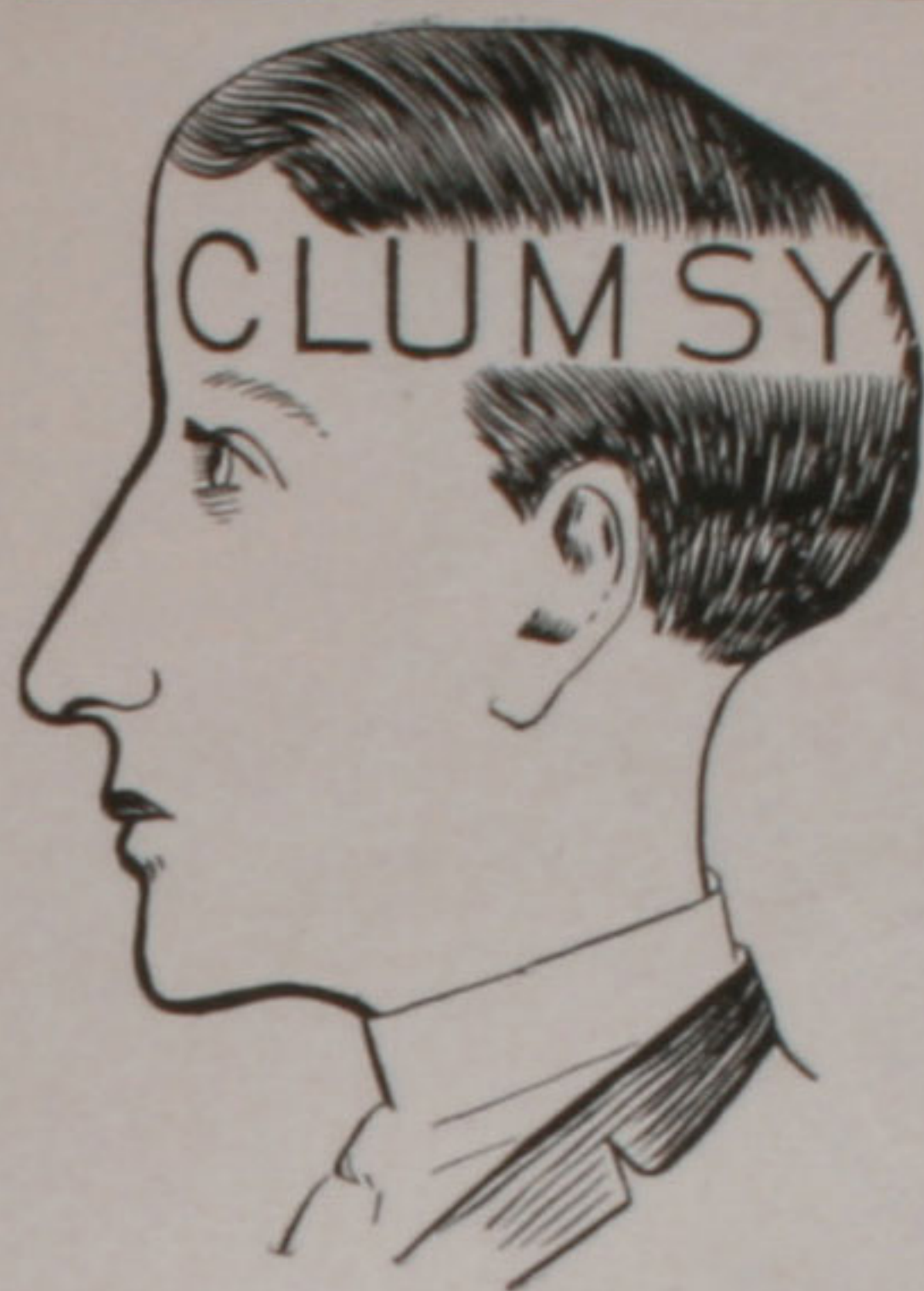
Such made up people have an over-weening desire to boss. It does them a world of good to dictate what others shall do. They like to "rule the ranch" and when Conscientiousness and Benevolence are weak they will rule or ruin.

The five above named faculties constitute all of the human disposition to dominate, command, domineer, dictate, boss and rule. They are easily understood,

easily located in the head, easily seen in the face, easily heard in the voice and all readers of this book should easily avoid such people hereafter.



The faculties of everlasting self-reliant courage are indicated here. When these are predominant one is positively cheerful, and life is worth living to him. He never becomes despondent.



One with a head like this is clumsy because the perceptive faculties and self-confidence are weak. Look for yourself.



Those who have control of their appetites and feelings regulate their lips like the first outline; those who have not will have a position of the lips like the second.

STUBBORNNESS.

The chief element of stubbornness is Combativeness. It is this element of human nature in men, women and children that resists. No other element has resistance in its nature. The element of Firmness has **persistence** in it, but not resistance. If this is added to Firmness there will be **persistent resistance**. These two elements are therefore the chief elements of human stubbornness. The third one is Approbateness. When the first two are strong, the third will add a strong dislike to giving up and make the stubbornness much more stubborn. When large Destructiveness is added to these three you have the make-up of stubbornness in all its glory.

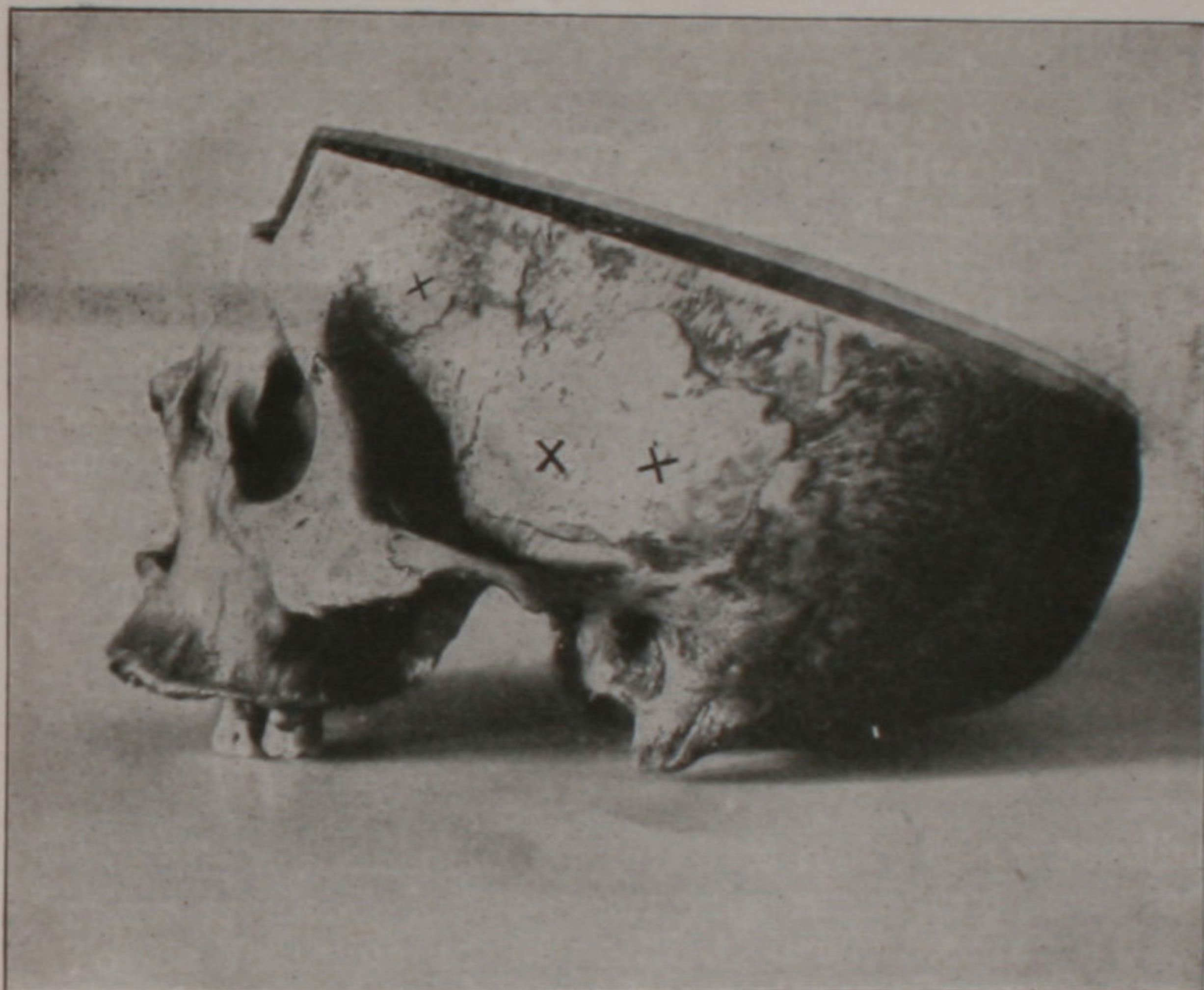
The faculties that will tend to prevent these faculties from being unreasonably stubborn are Conscientiousness, Self-esteem, Benevolence and Causality.



This illustration shows the difference in position, at church during prayer, of two, one with positive and the other negative veneration. Notice the tophead of the gentleman.

GOODNESS.

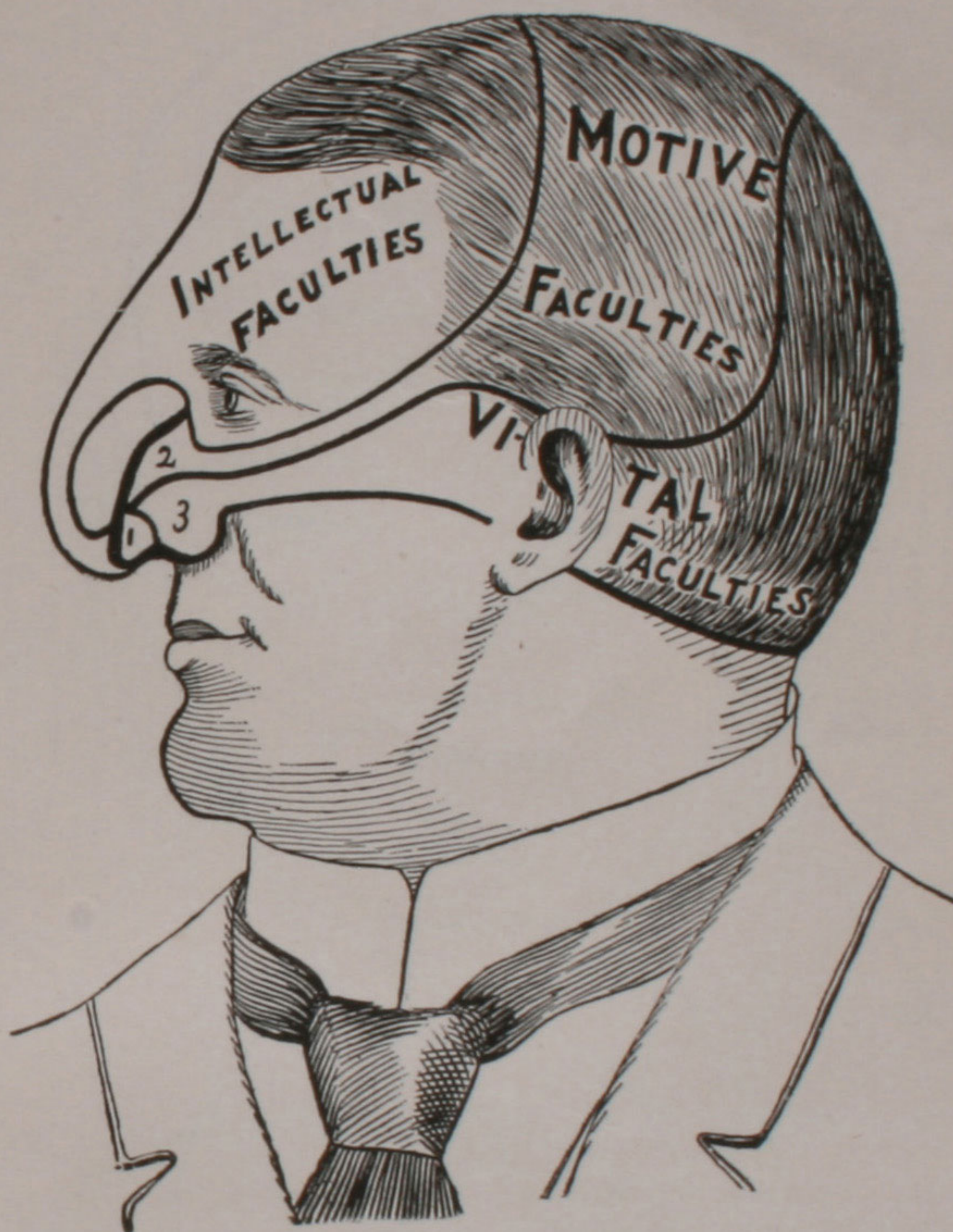
Goodness is made up of six of the forty-two mind-elements, to wit: Benevolence, Conscientiousness, Veneration, Friendship, Conjugality and Parental Love. Without these one would have no desire whatever to do good to others in any way.



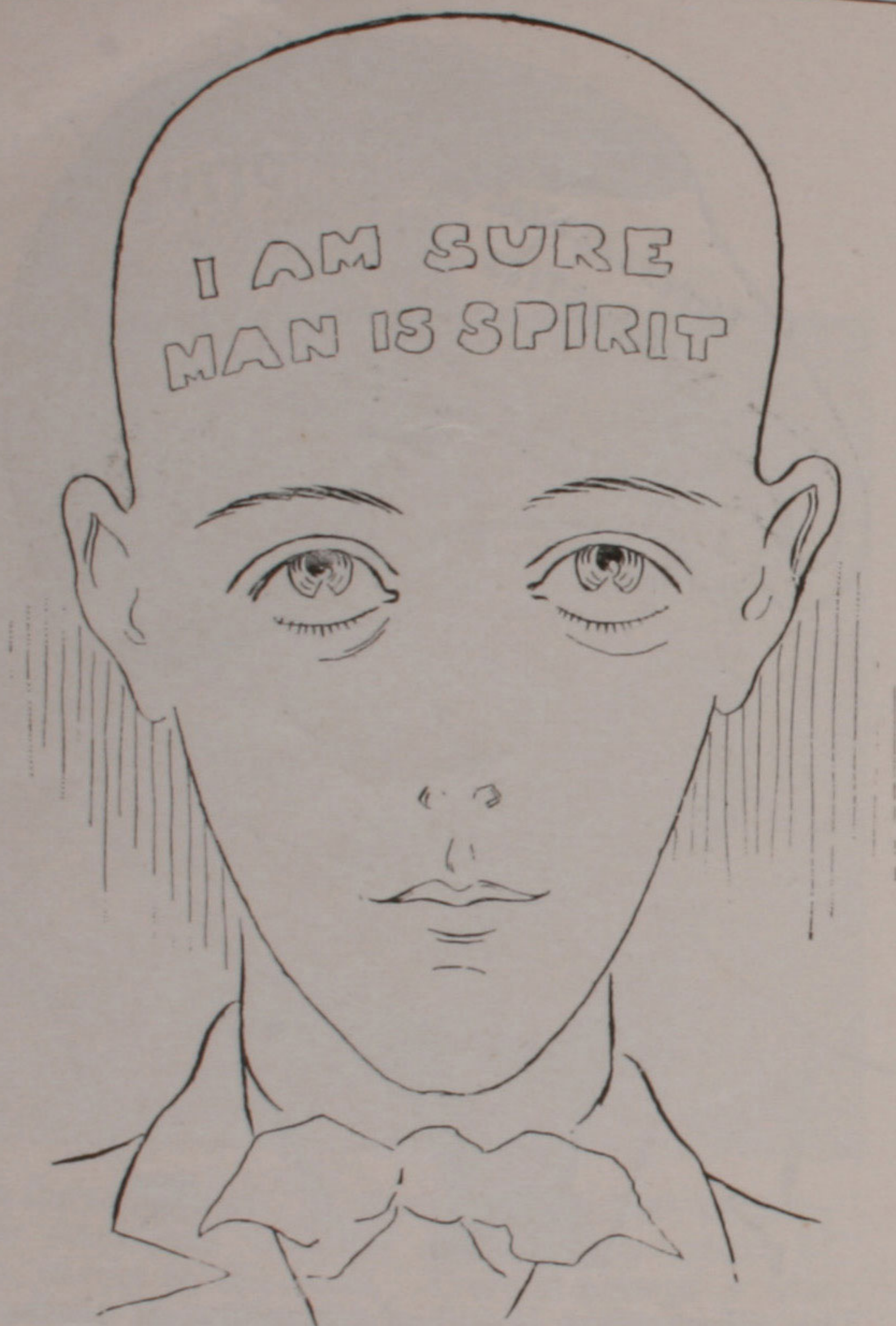
This skull shows a convex development of Destructiveness, Alimentiveness and Tune. An illustration of the external formation of a positive faculty.



This is the same skull. It shows the internal concavities that correspond with the external convexities of the other picture in this book. There is always a true correspondence between the normal development of faculties on the inside with the outside.



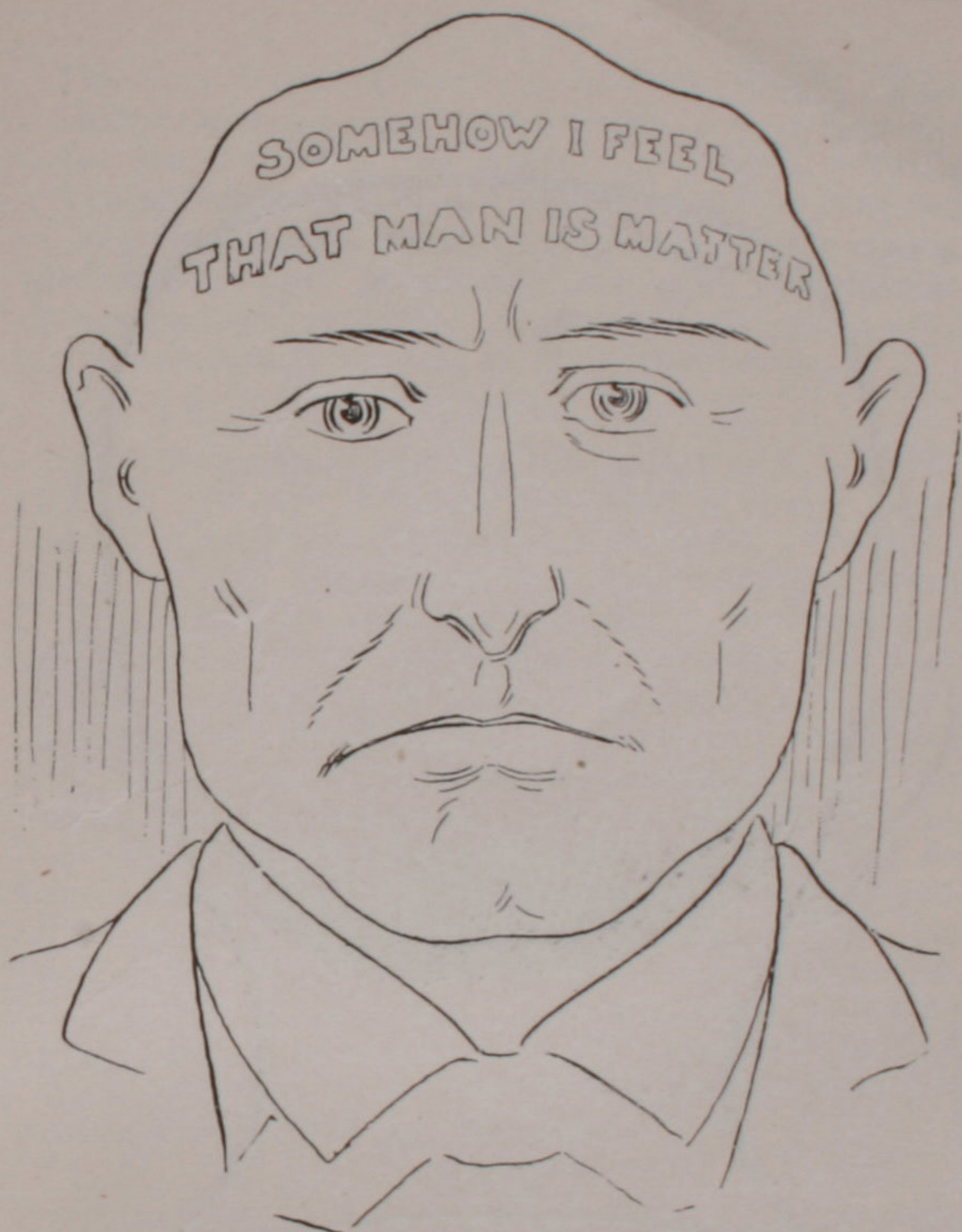
This illustration is full of meaning. It shows the relation between the faculties of the mind and a single factor of the face. Different faculties build different parts of the face. The vital faculties build the wings of the nose chiefly, and give it fleshy thickness. The motive faculties build the bone of the nose and make it Roman in form. The intellectual faculties chiefly build the tip to the nose. Take extreme cases of either and you will see for yourself.



Here is one who is the opposite of the materialistic.

PSYCHICAL SENSIBILITY.

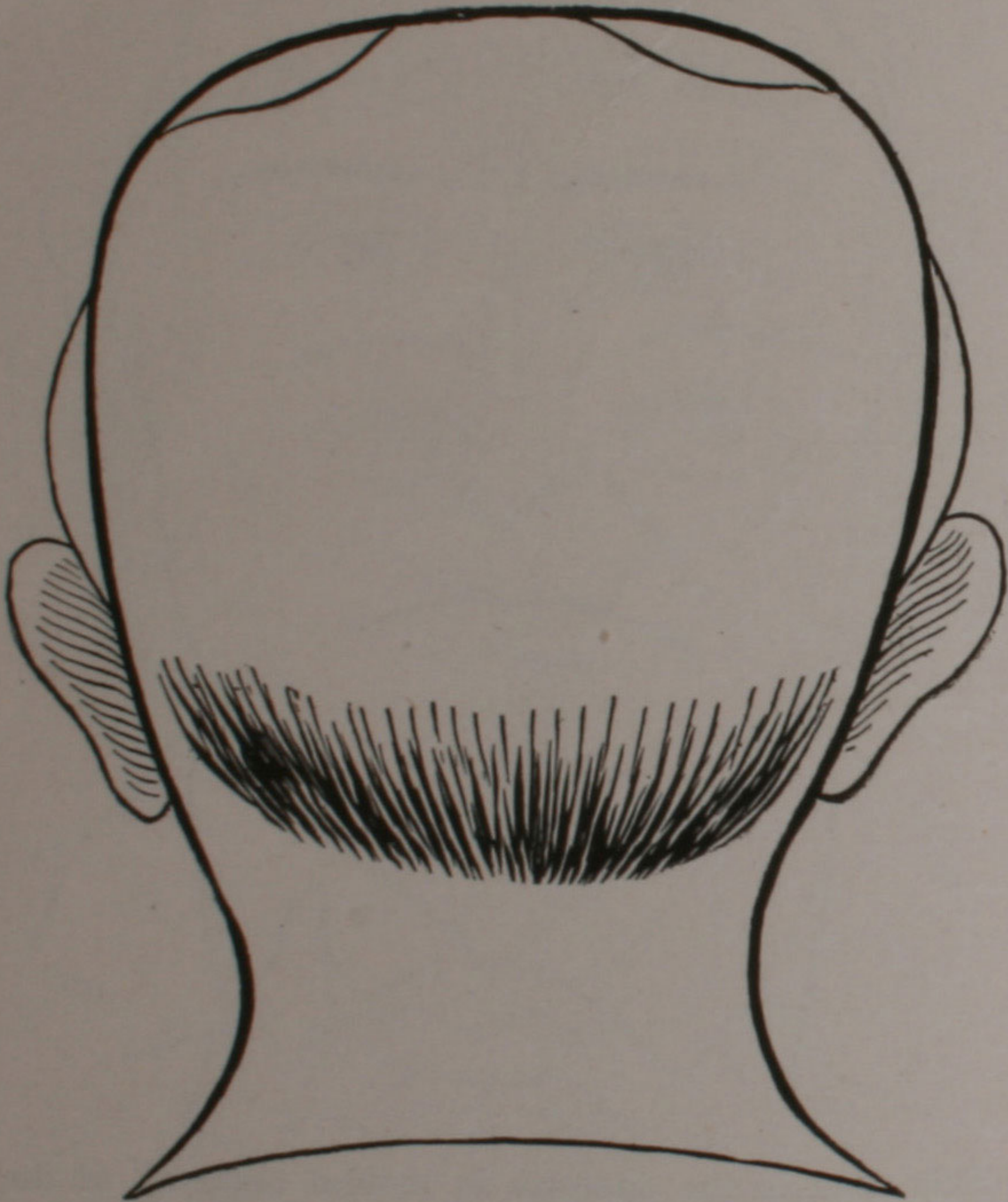
There is a faculty that gives one a psychical tendency and sensibility. This is Spirituality. Coupled with Human Nature it gives not only psychical sensibility but the intuition to **interpret** mental impressions. The first **receives** and the second **interprets**.



This man is the opposite in mental make-up of the one who feels that he is spirit. Make a sharp comparison of the two heads.

MATERIALISTIC.

A materialist has weak Spirituality. Then, with strong Perceptive faculties, good Comparison, Causality, Alimentiveness and Amativeness he lives in the objective, concrete material, sensuous world and does not sense the Spiritual.



Study this picture. The difference between the heavy outline and the other is often all that stands between one and the penitentiary. The two dips on the tophead mean very weak Conscientiousness and the two convex formation on the sidehead mean very strong Secretiveness and Destructiveness. One makes a very good man and the other a possible criminal.

LONGEVITY.

The very heart of longevity is Vitativeness. Then if Alimentiveness and Amativeness are strong and under the control of the intellect and moral will, one will be naturally long lived. This may still be increased by large faculties of Hope, Combaticiveness, Self-esteem, Mirthfulness and Spirituality, to give cheerfulness, self-control and patience. Longevity is largely a matter of self-control as well as of natural vitality.

GAMES.

Many love games like baseball, golf, tennis, billiards, etc., etc. Why? Because they have a strong development of certain constitutional elements. These are Combaticiveness, Approbaticiveness, Destructiveness, Amativeness, Weight, Size and Locality. Anywhere and everywhere when these faculties are strongly developed in men, women and children a strong love of games is the result. These faculties instinctively love playing, climbing, running, jumping, wrestling, racing and contesting. Combaticiveness sets the ball in motion. Any child with this faculty highly developed will intensely love some kind of game. Then if Approbaticiveness, the ambitious faculty, is strong, it will love the struggle for victory. Destructiveness loves motion, Weight loves balancing, Size measuring, Locality placing and Amativeness gives the masculine instinct of physical vigor as well as of muscular co-ordination so necessary in playing all games.

FOLLY.

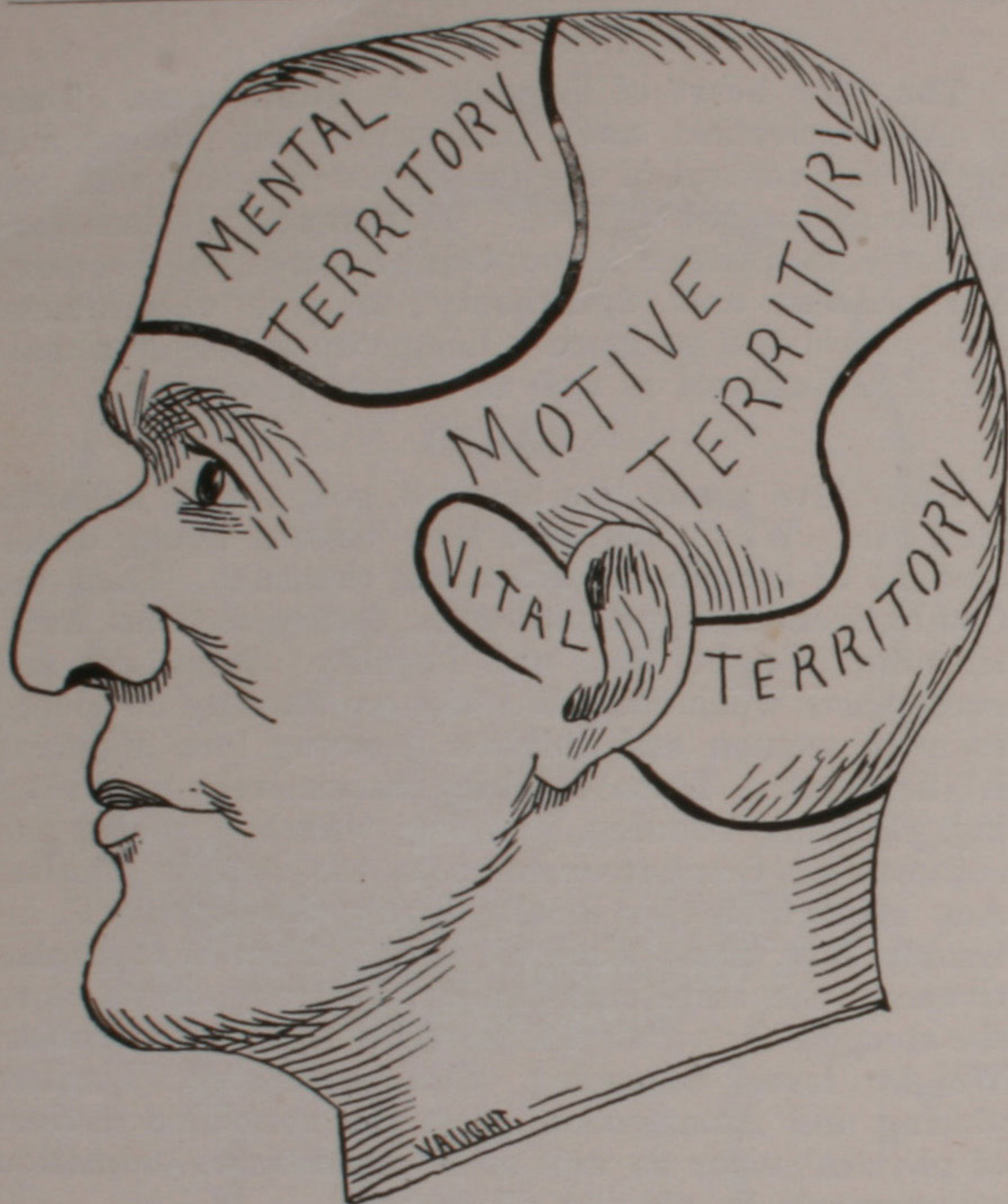
The chief ingredient of folly is Amativeness. The second Approbaticiveness and the third Alimentiveness.

SULLENNESS.

To be sullen is to use Approbaticiveness, Firmness, Combaticiveness and Destructiveness together with Approbaticiveness in the lead.

HUMANITARIANISM.

To be a humanitarian is to possess a very strong degree of Benevolence and Conscientiousness and strong Causality and Human Nature.



Temperament is a condition of the mind in which certain faculties predominate. The territory marked off here represents the location of the faculties that make the three temperaments.

LATENT TALENT.

When a young man or woman has the faculties of Causality, Constructiveness, Ideality, Sublimity and Spirituality strongly indicated in the formation of the brain and head and the head measures more than twenty-two inches in circumference, there will be considerable latent talent. Such will study better after seventeen years of age. Parents and teachers should bear this in mind.



The vital dynamo of the brain is illustrated in the above picture. This is the faculty of Amativeness. It is a veritable dynamo of vital electricity.

CHEERFULNESS.

The fundamental elements of human cheerfulness are Hope, Mirthfulness, Spirituality, Self-esteem, Conscientiousness, Benevolence and Combativeness. Look for a strong development of these in the head and you will be sure of permanent cheerfulness.



Here is an important fact. Those who are very broad exactly where the arrow points are inclined to all kinds of idealism.

IDEALISM.

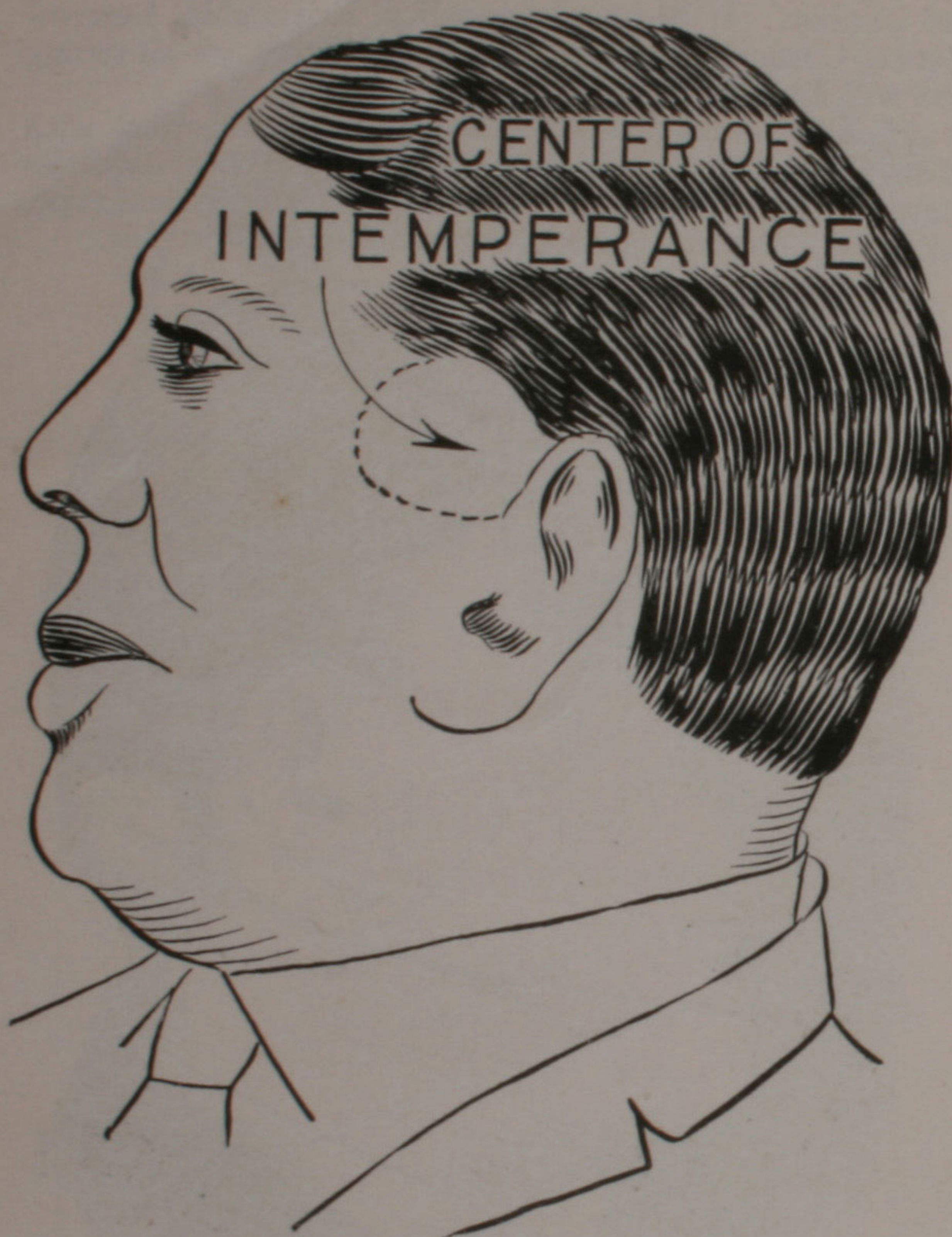
The center of Idealism is Ideality. When this faculty is dominant in the mind of anyone he will be some kind

of idealist. If Form, Conjugality, Friendship, Benevolence, Conscientiousness and Amativeness are all strong he will idealize woman.

If Spirituality and Sublimity, in connection with Ideality, positively predominate over the other faculties one will be a positive idealist of the metaphysical type, like the Christian scientist, theosophist and psychic.



Here we have Amativeness with its facial poles and connections. It comes out in the face, in the eye, lip and chin.



INTEMPERANCE.

Drinking and eating intemperately is specifically inherent in the faculty of Alimentiveness. By over eating and drinking one gets the whole digestive system in an abnormal condition which is perversion and becomes an intemperate habit. But the specific cause is in Alimentiveness.



The elements of the greatest human power are found in this combination. One with these faculties all dominant will be a powerful man vitally, physically, socially, intellectually, executively and morally.

EXECUTIVE TALENT.

This is made up of the following elements: Self-esteem, Firmness, Combaticiveness, Destructiveness, Human Nature, Comparison, Causality and Constructiveness. The latter four give tactful ability and the first the force to put it into practice.



This is Acquisitiveness grasping the "Almighty Dollar."

ACTIVITY.

The chief elements of activity are Combateness, Destructiveness, Approbateness and Firmness. These four elements in the lead of the others will make **anyone** very active.

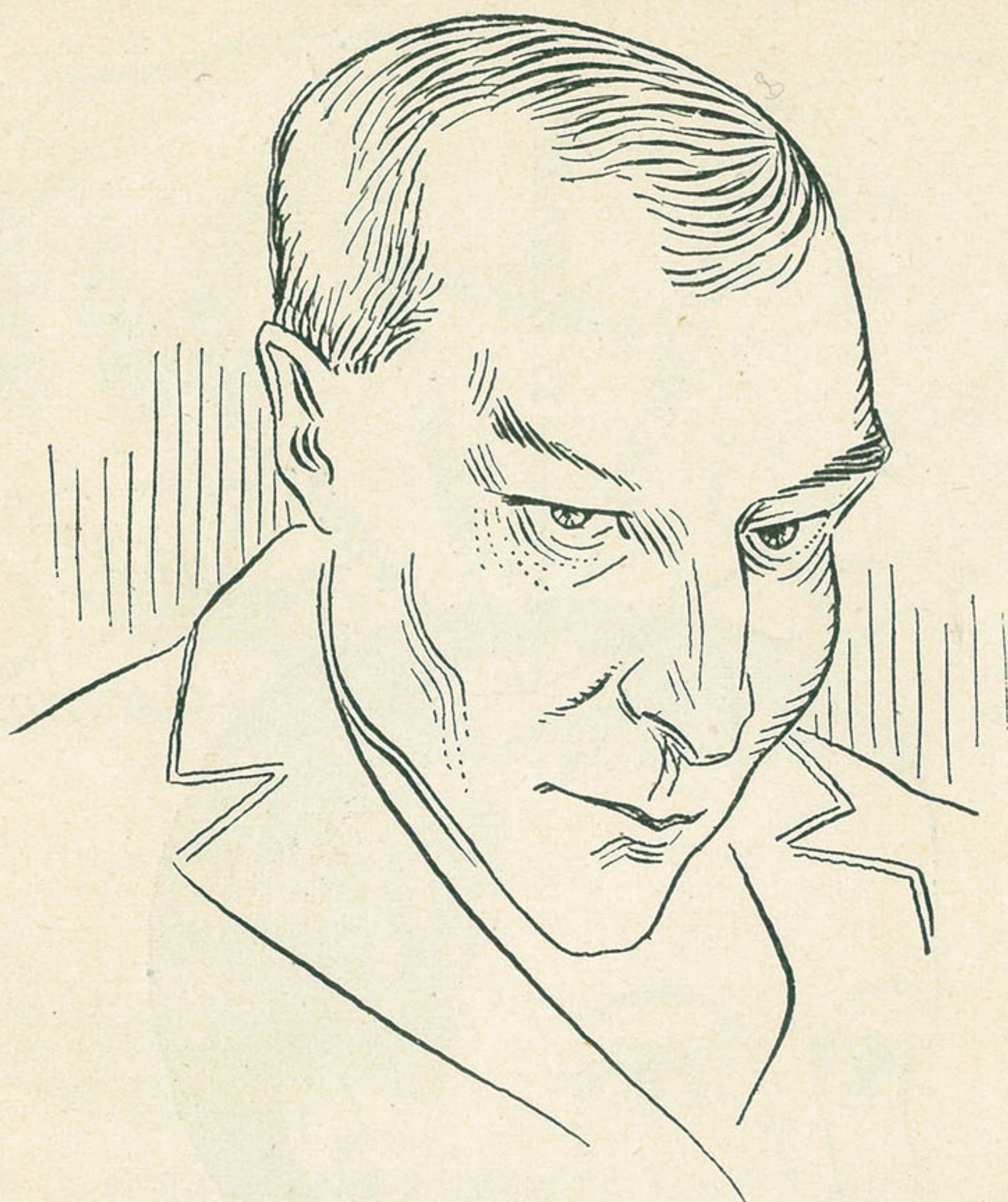
DESIRES.

All desires spring from specific faculties.

The ambition desire springs from the faculty of Approbateness. The licentious desire from Amativeness. The desire for wealth comes from Acquisitiveness. The swearing desire comes from Destructiveness. The building desire comes from Constructiveness. The contentious desire comes from Combateness. The desire for children comes from Parental Love. The desire for long life comes from Vitativeness. The desire for intemperate eating comes from Alimentiveness.



THE CENTER OF PSYCHICAL PHENOMENA.

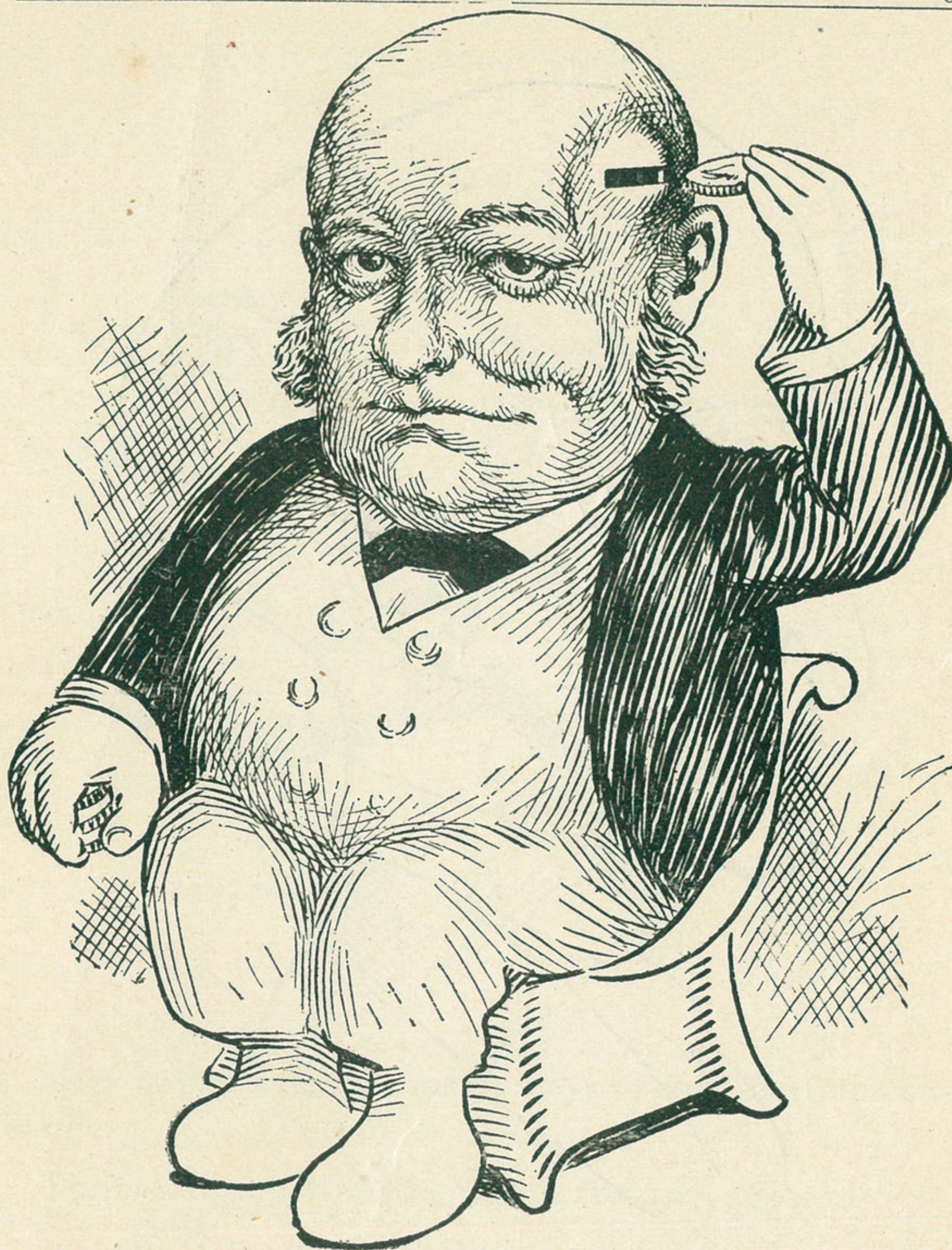


The two faculties that make this man hold his head in this position and that give him the cunning, cautious expression are Secretiveness and Cautiousness.

RADICALISM.

To be radical in make-up is to have a predominant degree of Combativeness and Destructiveness with considerable Self-esteem, Approbativeness and Firmness. These will give a **positive tendency** toward radicalism of some kind. Then, if Veneration and Cautiousness are weak, there will be radical radicalism.

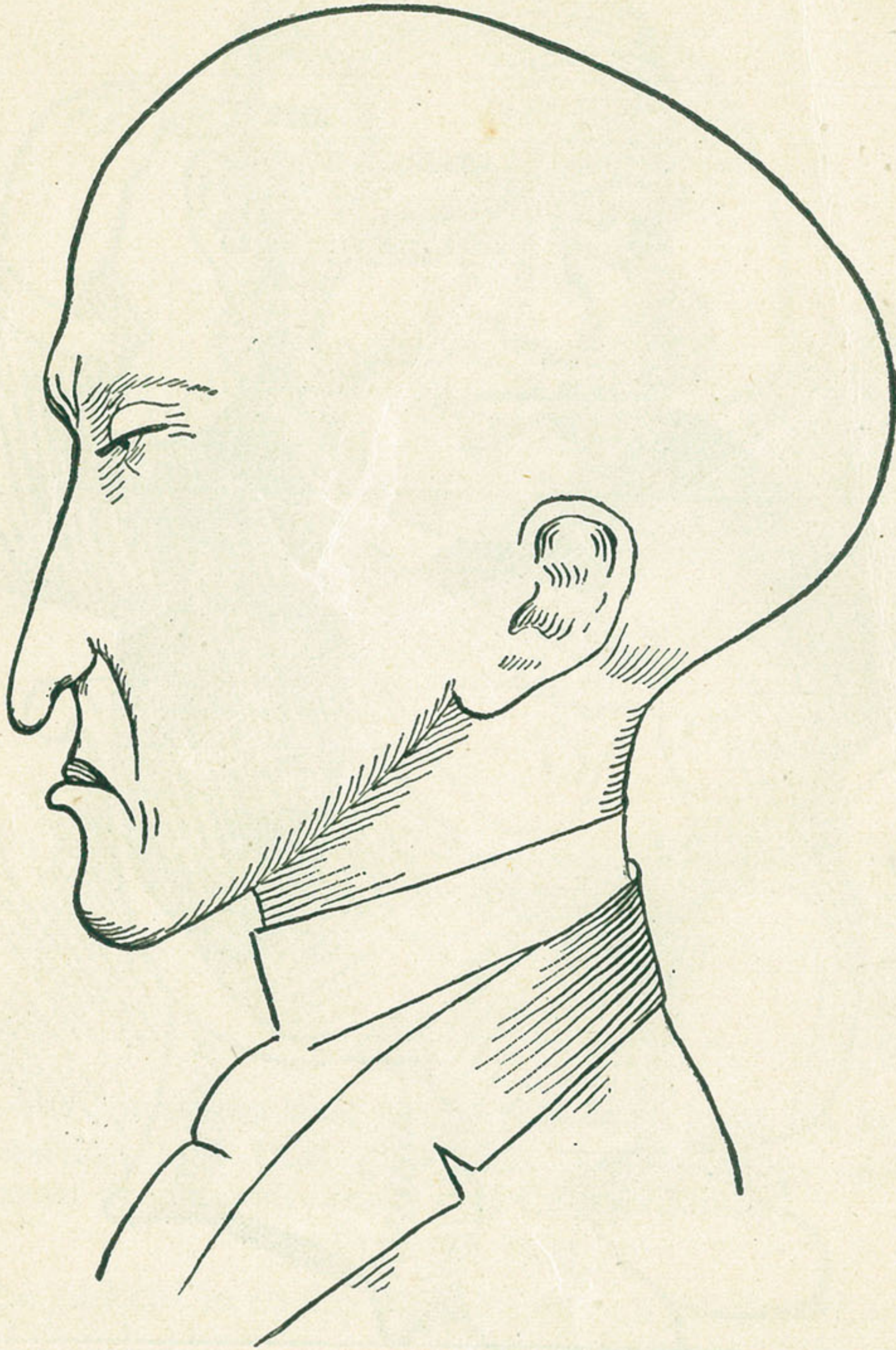
To tell the specific kind of radicalism one possesses pick out the strongest sentiment or other faculty. For instance, suppose the faculties developed to a strong degree that I have named. Then, if Acquisitiveness is the leader of the rest, one will be a radical speculator like John W. Gates.



This picture is designed to represent the grasping miser or monopolist who knows how to make and take care of money. He has his own mental bank, as it were—Acquisitiveness.

AVARICE.

Avarice comes directly from Acquisitiveness. Then if Benevolence, Conscientiousness, Friendship, Conjugality, Parental Love and Approbativeness are weak it is the pronounced type.



The minor keys or faculties predominate in this; notice the opposite.

The faculties that love music in the minor key are:

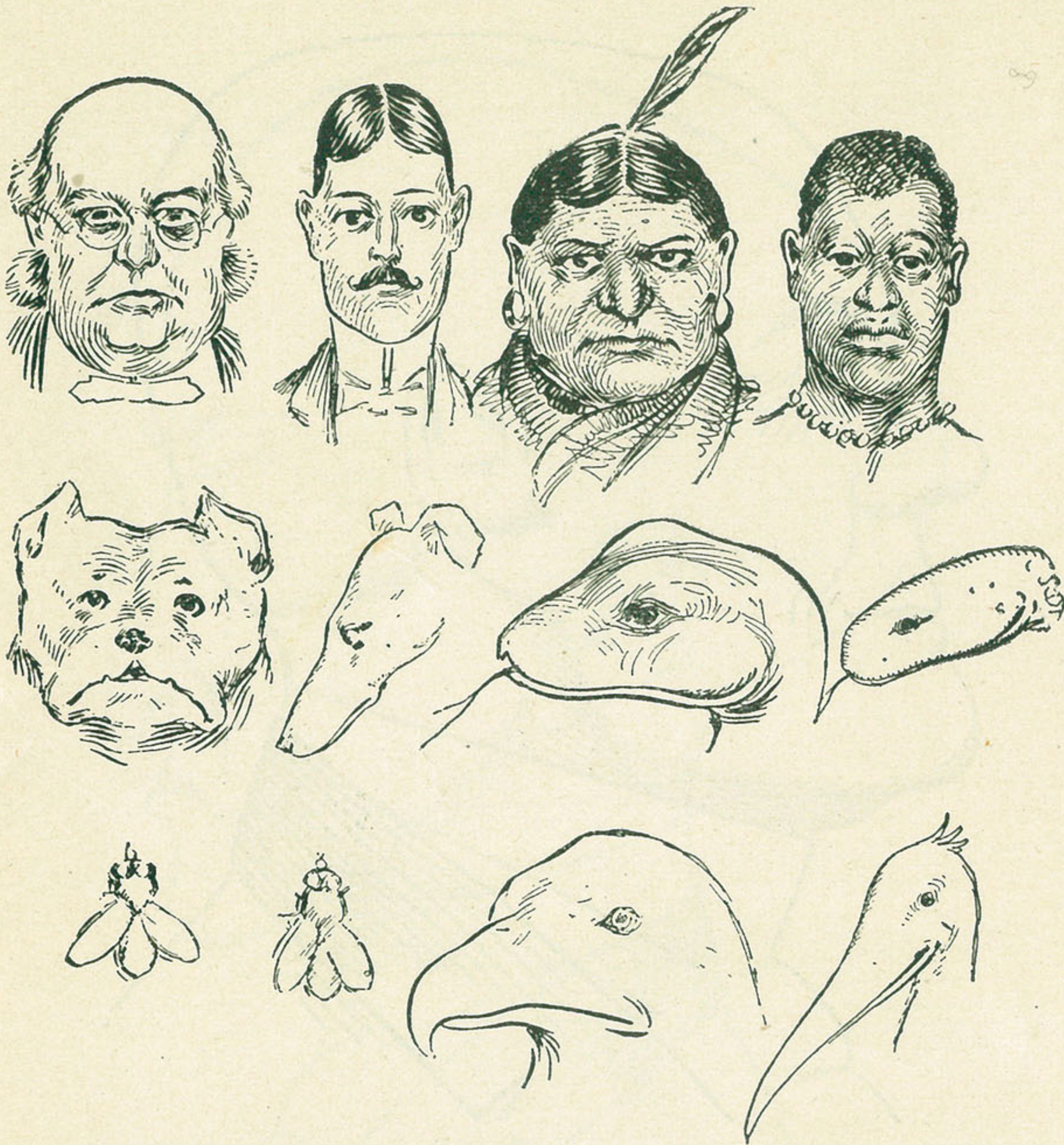
- | | |
|---------------------|--------------------|
| 1. Cautiousness, | 6. Conjugality, |
| 2. Approbativeness, | 7. Friendship, |
| 3. Veneration, | 8. Inhabitiveness, |
| 4. Benevolence, | 9. Secretiveness, |
| 5. Parental Love, | 10. Vitativeness. |



Here is one with the major keys or faculties predominant.

The faculties that love music in the major key are:

1. Hope,
2. Mirthfulness,
3. Combativeness,
4. Self-esteem,
5. Amativeness,
6. Alimentiveness,
7. Ideality,
8. Sublimity,
9. Spirituality,
10. Firmness.



Here is a very positive demonstration. All very broad-headed humans, animals, birds, reptiles and flies are vicious. Very narrow-headed men and snakes are harmless.

THE CHARACTER OF BROAD HEADS.

Human faculties are not located just anywhere. They do not vary any more in location than do the eyes, nose, mouth and ears. We know where to look for the ears. We might know where to look for the savage, destructive, carnivorous elements of human nature just as well. They have a certain location. They are never found elsewhere. Their localization is in the temporal lobes of the brain and never else-

where. Externally they cover the middle sidehead in which the tip of the ear is about the center. They therefore give width to the head directly through from one ear to the other. Broad heads mean something definite and fundamental. The fundamental faculties localized in the temporal lobes are Alimentiveness, Acquisitiveness, Destructiveness, Secretiveness, Combativeness and Vitativeness.

These six elemental faculties embrace in their nature all appetite, avarice, savagery, cannibalism, malice, venom, cunning, stealth, pugilism and tenacity of life. They constitute the predominant nature of the carnivora or that which determines a natural class of animals from other classes like the herbivora and granivora.

No animal could be carnivorous in nature without a dominant degree of these selfish elements. They are predominant in the eagle, lion, tiger, hawk, catfish, fox, hyena, rat, owl, butcher-bird, king-bird, shark, alligator, snapping turtle, wolf, swordfish, all poisonous snakes like the cobra, moccasin and rattlesnake and in all biting flies.

All of these have broad heads. In fact, any animal that has more brain in the temporal lobes than elsewhere will be vicious and carnivorous.

THE HUMAN NATURE OF FISHING.

Who has not felt that almost indescribable thrill that a "good bite" sends along the nerves from the hands to the brain? Where does it come from? What is it? It is a mixture of Cautiousness, Sublimity, Spirituality and Approbativeness. The bite jolts Cautiousness into nervous excitability, then Sublimity instantaneously imagines it to be little less than a whale in size. Spirituality adds that marvelous thrill that arises from all things unseen and Approbativeness is intensely excited for fear he will get loose and you will lose the glory of catching the biggest fish. Then if the fish is gamy, Combativeness and Destructiveness immensely enjoy the contest. Thus one has the love of fishing. Catching a mess for dinner is not fishing. Take away the faculties of Combativeness,

Destructiveness, Cautiousness, Sublimity, Approbateness and Spirituality from one and the best fishing in America will be insipid. These faculties do not give the talent, however. This comes from the faculties of Human Nature, Locality, Weight and Individuality. Human Nature united with Sublimity and Locality gives one that mysterious ability to tell good fishing weather and places. A "born" fisherman must have a positive faculty of Human Nature just as one who loves the gamy contest of landing a big one must have Combateness.



HUMAN ATTRACTION.

The above illustration shows a very common attraction. It is a powerful magnet. Tens of thousands are drawn that way as the magnet draws needles to it. Why? Because they have very strong faculties of Destructiveness and Combateness. Take these two fac-

ulties out of the mental constitution and the prize ring would absolutely drop out of human life.

No other faculties directly have any attraction for it whatever. There are two other faculties, however, that co-operate with Destructiveness and Combative-ness, and indirectly give a tendency and ambition toward it. These are Amativeness and Approbativeness. Amativeness is a masculine sentiment. It is that faculty that makes the male animal want to whip all other males. It causes all male animals to contend. They contend for masculine supremacy or mastery of the herd. Two male animals who are strongly endowed with Amativeness will fight. In fact they will struggle to the death. This sexual sentiment stirs up Approbativeness, which desires victory. Approbativeness, therefore, in the sense of ambition, co-operates with Destructiveness and Combative-ness in the pugilist.

Our object in illustrating human attraction is to familiarize all with the fundamental sources of everything human. We wish to still further make it stand out so plainly that it will be seen even in the babe. The mother ought to see all of the latent tendencies toward brutality, revenge and probably murder. The time to restrain these is in infancy. If parents cannot see what is inherent in the child, although latent, they may let it grow up and become positively dangerous to self and society. They will not see these things until they are strikingly illustrated. The readers of this book should use this illustration among their neighbors. They should get all of their neighbors interested in the localization of these lower selfish faculties.



THE TORRID ZONE OF HUMAN NATURE.

There are zones of human nature more real by far than the imaginary climatic zones around this old world of ours. Yet how many school children know anything about the location of these human zones?

The above illustration shows the location of the torrid zone of character.

In this one the climate is exceedingly **hot**. The consequence is that the most violent storms are generated and sweep over the rest of the mental territory with terrific force. Hot fires of passion spring up and set the whole body aflame. Wars, murders, arsons, delirium tremens

and mad houses are the fertile productions of this zone. Verily it is not far from H——. **It may be this is the veritable place.** It ought to be investigated at least.

Volcanic eruptions take place here which show subterranean fires. The result is terrible. Millions are destroyed. Millions more are maimed for life. And yet the human family is hardly aware of the **location** of this terrible zone. Would it not be **wiser** and **safer** to teach our children more **mental geography** and less African and Asiatic?

WHY SOME BOYS CANNOT RAISE A MUSTACHE.

Suppose a boy resembles his mother and she resembles her mother, she will be very feminine. He will probably have the upper face of his mother and particularly the upper lip. If he has a very feminine upper lip he will never produce a heavy mustache however much he may shave it and use hair developers. The **masculine** nature is not there and therefore he cannot produce that which must come from masculine faculties.

It is a question of faculty. No woman will have beard unless she has some masculine faculties.

Some of these are Causality, Self-Esteem, Amative-ness, Destructiveness, Firmness, and Combateness.

Any young man who has a strong degree of these six faculties will have little trouble in producing a mustache; in fact it will **produce itself**, or in other words it will have back of it those qualities that build a large upper lip and then adorn it with hair.

LOOK ARIGHT.

Look for sociality and affection in the back head.

Look for pride, will and ambition in the crown of the head.

Look for force, cunning and avarice in the side head.

Look for taste and constructiveness in the upper side temples.

Look for reliability, sympathy and spirituality in the whole top head.

Look for observation and practical talent in the lower forehead.

Look for thought, reason and originality in the upper forehead.



These three divisions of the head represent three divisions of the mind corresponding in nature to the names here.



The three-fold nature of human nature is illustrated in the above.

LOVE OF THE OCCULT.

There is a faculty called Spirituality that gives one a love of the mysterious, supernatural and occult. When highly developed and Ideality and Sublimity are also positive, one will have a great attraction toward hypnotism, theosophy, spiritualism, astrology, metaphysics and all kinds of occult thought and manifestations. With these three faculties very weak the opposite will be true.



Cautiousness and the other faculties that unite with it to produce fear.

Fear of Death—Vitativeness and Cautiousness.

Fear of God—Veneration and Cautiousness.

Fear of Ridicule—Approbativeness and Cautiousness.

Pecuniary Fear—Acquisitiveness and Cautiousness.

Parental Fear—Parental Love and Cautiousness.

Superstitious Fear—Spirituality and Cautiousness.

Spontaneous Fear—Cautiousness.

INFIDELITY.

The positive cause of Infidelity is Amativeness. When this faculty is strong and the faculties of Conscientiousness, Benevolence, Friendship and Self-esteem not so strong, infidelity to wife or husband may come about. There can be no certainty in human character without at least a strong faculty of Conscientiousness. For the good of all concerned we affirm that when the elements of Self-esteem and Conscientiousness are weak in any man or woman there will be much likelihood of infidelity.

Oh, men and women, learn to read character element by element!



THE CORN FACULTY

Or the Exact Source of Corns.

Few would believe at first thought that there is a direct relation between a human faculty and corns, but such is a fact. Corns and bunions are nearly all produced by one faculty. It is not exactly a corn faculty. We hardly think corns are of sufficient importance to be honored by Creation with a faculty by which we directly perceive them as the faculty of Color perceives colors. One little corn, if it is properly situated, will come into perfect con-

tact with the whole mind, which is made up of forty-two faculties. No one who has had much experience with corns will doubt the power of a corn to take charge of the larger part of the sensory nervous system and make a sweeping report up to **head**-quarters. Corns do not "just grow." Every product has a proper producer. Corns are produced, not always purposely, but still they are produced. It looks a little strange that one should be endowed with a faculty that will produce corns. We might go further and say that we can tell by an examination of the head, without seeing the walk or taking the trouble to find out whether the shoes are three sizes too small or not, whether one is fertile in the production of corns.

This corn faculty, as we said at the commencement, is not a new faculty. It is as old as the race. It not only produces corns, but many other extraneous, abnormal physical formations. What else could put rings in the lips, deform the skull and produce the **pretty** little feet of the Chinese? It is a contracting faculty. In fact, it is a greater contractor than all the other faculties combined. It does not take on contracts, yet it does a large contracting business. It runs many large manufactories. It employs hundreds of thousands. It has an affinity for rich stones, pearls, diamonds, and tombstones. It not only likes the latter while living, but by virtue of its great contracting power often gives those who have not quite such a strong degree of it an untimely chance to place one at the head of the body of one who had it too large.

But a faculty that is strong enough to build a **corset** manufactory can do most anything. It can even tell a "fish story." It is a very lively faculty while it lasts, and its name is not wisdom—but plain Approbateness.



A poor money saver.

ALTRUISM.

A genuine altruist has Benevolence, Conscientiousness and Friendship predominant.

SOCIALISM.

The socialistic nature is made up of Friendship, Conscientiousness, Benevolence and Ideality, with deficient Self-esteem, Acquisitiveness and Approbativeness. **No one** will be a socialist who has the three last named faculties in the lead.



The above illustration shows that two Roman noses are surely too many in one family, especially in husband and wife.

AFFECTATION.

This unfortunate weakness of human nature comes directly from a single faculty or mental element, to wit: Approbativeness. It is a false desire to please and be agreeable. Conscientiousness and Self-esteem are **always** weak in such people. No one can be affected with these two faculties predominant.

Remember that affectation is always wholly insincere. One can be very bland, affable, deferential, respectful, polite, kind, agreeable and entertaining without an iota of affectation. Just find one with Benevolence, Veneration, Friendship, Suavity, and Conscientiousness strong and you can quickly prove it.