

negative personality, through hypnotic rhythm. One is good or bad because of the knitting together of his thoughts and deeds through hypnotic rhythm. One is bound by poverty or blessed with abundance because his aims, plans, and desires, or lack of them, have been made permanent and real by hypnotic rhythm.

*Q* Is that all you have to say of the connection between hypnotic rhythm and human relationships?

*A* No, I have just begun. Remember while I am talking I am speaking of the influence of hypnotic rhythm in connection with all human relationships. Men who succeed in business do so entirely because of the way they relate themselves to their associates and to others outside of the business.

Professional men who succeed do so largely because of the manner in which they relate themselves to their clients. It is much more important for the lawyer to know people and to know the laws of nature than it is to know the law. And the doctor is a failure before he starts unless he knows how to relate himself to his patients so as to establish their faith in him.

Marriage succeeds or fails entirely because of the manner in which the participants relate themselves to one another. Proper relationship in marriage begins with a proper motive for the marriage. Most marriages do not bring happiness because the contracting parties neither understand, nor attempt to understand, the law of hypnotic rhythm, through the operation of which every word they speak, every act in which they engage, and every motive by which they are inspired to deal with each other is picked up and woven into a web that entangles them in controversial misery or gives to them the wings of freedom through which they soar above all forms of unhappiness.