

*Q* Why don't you take over the churches and use them outright in your cause?

*A* Do you think I am a fool? Who would keep alive the fear of the Devil if I subdued the churches? Who would serve as a decoy to attract the attention of people while I manipulate their minds if I did not have some agency through which to sow the seeds of fear and doubt? The cleverest thing I do is to use the allies of my opposition to keep the fear of hell burning in the minds of people. As long as people fear something, no matter what, I will keep a grip on them.

*Q* I am beginning to see your scheme. You use the churches to plant the seed of fear and uncertainty and indefiniteness in the minds of people. These negative states of mind cause people to form the habit of drifting. This habit crystallizes into permanency through the law of hypnotic rhythm; then the victim is helpless to help himself, is that right? Hypnotic rhythm, then, is something to be watched and respected?

*A* A better way of stating the truth is that hypnotic rhythm is something to be studied, understood, and voluntarily applied to attain definite desired ends.

*Q* If the force of hypnotic rhythm is not voluntarily applied to attain definite ends, may it be a great danger?

*A* Yes, and for the reason that it operates automatically. If it is not consciously applied to attain a desired end, it can, and it will, operate to attain undesired ends.

Take the simple illustration of climate, for example. Anyone can see and understand that nature forces every living thing and every element of matter to adjust itself to her