

everyday stand-by word, Pep, seems to carry a meaning that better answers my purpose. Pep, I want you to understand, is Efficiency plus Peace and Poise.

Science takes certain truths as a basis, and with a delicate probe of theory searches the unknown. Finally, experience and truth and results, touched by theory, prove the hypothesis to be true or false.

If man had always kept within the realm of the known, the story of the stars, the present perfection in fruit-raising and the great inventions of to-day, would be unknown. Theory paves the way to truth; it is a fine adjunct to experiment. But so much truth has been found in the study of mind and body efficiency, and life is so short, that we in this book will content ourselves in applying the truth for our own benefit.

We will leave the theories to our highbrow brothers in the psychological laboratories of the great colleges, where with an atmosphere of great dignity and with silver whiskers to add to that dignity, these great men may theorize and write for the masters, exploiting their theories and spreading hypothesis; and all speed to them. While they talk to the masters about theory we will talk

Masters and
Masses.