

29

The first of these had a telling effect, for this would-be Pelmanist was full of ambitious plans in business. I told her that during the past two years my earnings had more than trebled, in spite of many difficulties and setbacks, and that to Pelmanism was due the major part of the credit for this financial improvement. The other result was the consummation of an ambitious plan which I had often contemplated, but which, until I had become a Pelmanist, I honestly believed to be something unattainable.

This conversation suggested to me that others are probably deterred from taking up Pelmanism by a variety of "buts," each of which could be disposed of in a minute or two if only it were possible to meet the doubters face to face.

For instance, at various times friends of mine have said: "But I'm not enough of a student to tackle Pelmanism. I could never sit and pore over books and lessons, even if I could find the time." Here we have a dual objection: (1) Pelmanism is thought to be hard to study, and (2) no time can be found for it. Let us deal with the second part of this objection first.

The Pelman Course requires from thirty to sixty minutes daily for a period of about three or four months. Many of the exercises can be practised at odd moments—when walking through the streets, while waiting in a friend's office or home, during train or bus rides, and so on. Other parts of the study can be done at home or at the office without seriously encroaching on one's time for other matters. The main fact to be borne in mind is that all of us can find or make time to do these things which really interest us. And Pelmanism is one of those things. Which brings me to the first part of the objection we are rebutting. Pelmanism is as unlike ordinary school studies as anything can well be.

The very first lesson reveals the fascination of Pelmanism, and this fascination becomes intensified with each succeeding "little grey book." Of course, you cannot get the most out of Pelmanism unless you are prepared to follow the training closely. But any Pelmanist will tell you that there is no difficulty in doing this. Pelmanism itself provides whatever incentive may be needed by those who by nature are disinclined to apply themselves to study.

Brain Power.

A frequent contention of the anti-Pelmanists (for there are people who, without knowing what Pelmanism is, are opposed to it) is that it is impossible to make brains grow where none exist. By which they apparently mean that Pelmanism will not make wise men of dullards. Let me say that, so far as I know, the Pelman Institute has never claimed to be able to perform miracles, though tens of thousands of its members would unhesitatingly declare it had done so in their cases. An ordinary school education is the only foundation necessary to enable any woman or man to become a successful Pelmanist.

In fact, it might be said with a great deal of truth that Pelmanism can be of far more benefit to those of comparatively few scholastic attainments than to those who have been endowed with a more liberal education. To be deterred from taking up Pelmanism