THE SECRET OF SUCCESS IS NERVOUS ENERGY

A new way to stimulate ambition.

Give your body a charge of electricity every day.

Nervous energy is the capital of successful men.

It has carried them through many obstacles to fame and fortune.

By Jno. Francis Byrnes

Do you want to be rich and powerful?

Do you want to make a name for yourself as a man of big affairs?

Do you want to see your picture in the paper and have yourself described as a Napoleon of finance?

Do you want to be pointed out as you walk on the street as the man who made his millions by turning his body into a galvanic battery?

The human body is a machine.

The nervous system is the motor.

Electricity is the power that runs it.

The hustling spirit of American enterprise is only an expression of nervous energy.

That nervous energy is electricity.

So if you want success, if you want to do big things and have your picture in the Hall of Fame give yourself a daily charge of electricity.

Success comes from effort; effort is the use of a physical force; physical force is electricity.

This is the belief of Dr. Samuel B. Hall, a physician who has made a life study of the building up of physical wrecks.

Dr. Hall's methods are different from the ways of the old-school doctors. He believes that electricity alone is the power which runs the human intellect and the physical machinery.

Dr. Hall is the inventor of the newest device for electrifying the human body. It is a dry-cell battery or series of cells combined in a girdle worn about the body at night. Dr. Hall claims that this dry-cell battery is as superior to the old-style electric belt as an incandescent light is to the candle.

His experience has been wide, and his success along the lines of his belief has been enormous if one is to judge by the following he has and the number of people who give him credit for their first look into the happier future that has come to them.

Dr. Hall has published one of the most interesting books I have ever read dealing with this subject. It is highly and artistically illustrated. Anyone can get it from him free for the asking.

Here are a few of Dr. Hall's opinions:

Success is possible in this world to any man who has the energy to strive for what he wants. The only way to get what you want is to work for it, and work uses up energy. A man without energy has no inclination to work. It is proven that the vital energy of the human body is electricity. Therefore, I believe that electricity is the foundation of success.

You have heard of the railroad manager who started in as office boy; of the traffic manager who earned his first month's pay as brakeman. Contrast with them the janitor who started in as office boy, and the track walker who started in as a brakeman, and you can see the difference in the results—The janitor had an even start with the president—both started as office boys—and the track walker had the same start as the traffic manager, but he did not have the nervous energy.

There is no doubt that a man's health has a great deal to do with his success. There are few occupations nowadays where a man can expect to become anything but a plodder unless he puts his shoulder to the wheel and pushes himself ahead, and when a man is disturbed every hour of the day by mental torture over his physical incapacity he has not the spirit or ambition to strike out and do things for himself.

"Get up and hustle," advises the man who won success by hustling—by the force of his energy. The advice is good, but the plodder held down by want of that physical and mental force which make him a hustler, has no inclination; he has to drive himself to get through his day's work.

Hustling is not work to the man who feels right. It is fun. It is the natural outcropping of animal spirits—the natural exercise of the physical powers. It is fun such as the athlete gets out of his favorite sport when he exercises for the very love of action.

The sick man can't hustle. Every nerve in his body rebels against it. His normal disposition is toward inaction.

Nothing is impossible to the man who has strength to try for it; no position too high to aim for. There are millionaires in this country who could not read or write until they were men—who never enjoyed the benefits of a common school education, yet they fought their way to success. They have the strength—the courage.

Imagine the man released from the bonds of depressing weakness by electricity. Delivered from pain and weakness. He feels the burden lifted from his shoulders; his heart bounds with joy; he begins to expand his lungs and breathe the free air; his head goes up and his shoulders back as he walks, and the sparkle in his eye and the spring in his step proclaim the new-made man. He greets his friends with a smile, and the current of electro-magnetism that is radiating from him draws people to him.

Electricity makes men go by filling them with animal vitality. Electricity is power, energy, force.

The reason that men, and women, too, become dormant, sleepy, lazy, discouraged and unambitious is that the motive power of the body—electricity—has been in one way or another drained from them. My system is to give it back, and it would surprise you to see how a few applications of it make the discouraged, slow-going man wake up and hustle.

I have in mind now a man who struggled through eighteen years—he is 43 years now—as a journeyman mechanic in one of our big manufacturing concerns. He was a good mechanic, no better nor worse than dozens of others around him; but he seemed some way to be differently constituted from the rest. He had a nice way about him that seemed to suggest undeveloped power to do things, yet he did not accomplish any more than his fellows. One day he came to see me and told me his story.

Since early manhood he had suffered from a nervous affliction, involving his stomach, which would not digest his food properly. He felt weak and lacked ambition, going through life in a half-discouraged, aimless manner, doing his work as it came to him and watching the clock for quitting time. His evenings were spent at home with his family—a wife and three children—and after a fashion he felt that he was well off.

But he was discontented. He thought that he was made for better things, and kept hoping for something to turn up, as if things do "turn up" with a man who works at a bench like a machine and never displays any ability outside of his routine work.

Any way I promised him relief from his nervous trouble and its consequences, and he began treating with Electro-Vigor. He felt relief in a few weeks, and was quite well three months after he began. With the return of health came a transformation in the man. His friends remarked at his increased energy, vivacity and sociability, and his bench partners noticed that he took more interest in the little details of their work. Soon he began to suggest changes to his foreman—ideas for the betterment of the work, and some of these ideas were put in force.

Things move pretty fast when they do move, and within six months of the time this man got on his feet physically he was foreman, and is now superintendent of the works.

So many elements in success depend upon electricity in the body. There is the brain incentive, the inspiration; there is the heart courage; the fearless determination to try; then there is the physical strength needed to back up the rest. They all come from that great motive force—electrical nerve energy. The man who gains success must have it—first, to feed his brain so that he may have the inspiration—then to feed the body that he may stand the strain.

A few years ago I treated for nervous troubles a man who was clerk in a merchandise store doing a good business. This man was a very faithful worker and was trusted by his employer with the management of the store whenever the employer found it necessary to absent himself. When he came under my treatment he confided to me that nothing but his inability to assume the whole responsibility of the store kept him from being taken in as a partner. He stated that his boss, who was well along in years, wanted to retire and wished him to take full charge, but he had not the ambition to assume the responsibility. The strange thing about this man was that he looked the picture of health. He would never be picked out as a man suffering from anything worse than a good appetite. But he was extremely nervous, had spells of despondency and self-disgust, and was a regular pessimist. He had no confidence in himself, and was afraid to take the risk of the store management in fear that he might make a failure of it and lose the position he had.

I have found a great many men like this in my experience—men of vigorous constitutions who have not the moral courage to work out their own destiny; men intended by nature to lead, but who, because of some nervous weakness are left behind in the race.

It is pretty evident that this life is a race between the strong and the weak. It is a race where the prize goes to the man with strength, courage and ambition to hustle, and any man who does not feel the call to force his way into the crush is going to be left behind. Electro-Vigor cured the clerk of his nervous trouble, and the ambition that he lacked was not long in showing its return. The vital energy which flowed into his veins and brain within a few weeks after he began the treatment made a different man of him. He took charge of the business, proved to his employer that he was master of all its details and within a short time was given a half interest.

You can get success at the expense of your health, like Rockefeller, who poured his vitality into the hopper and brought out millions, and would gladly give those millions now for a stomach that would appreciate a square meal.

Electro-Vigor will put new life into a body exhausted and debilitated. It will prepare any man for a battle for success by charging his nerves with the fire of vigorous energy.

Electro-Vigor will turn back the hands of time for old men by renewing the vigor of youth in their veins. One old man of 74 says that he feels as young as he did at 40 after he had worn Electro-Vigor for only two months.

The history of our men of business success shows some striking illustrations of the fruits of strenuous enterprise. It seems that most of the men who are now dominating the business world began life as the sons of poor men, without any better start than millions of other men had and will have.

W. E. Corey, president of the Steel Trust, shoveled iron ore in the mills of Pennsylvania. He gets $100,000 a year now.

John D. Rockefeller started life as a grocer's clerk at a dollar and a half a week.

Thomas W. Lawson worked in a bank when a boy and part of his duty was to stack up gold. He learned his work so well that it became a habit, and he has been busily occupied ever since in stacking it up for himself.

Paul Morton, the new head of the Equitable Life, was a clerk in the land office of the B. & M. railroad.

John W. Gates put in his early strides as salesman for a barbed wire factory.

Andrew Carnegie tended a stationary engine in his youth; later he was a telegraph operator and messenger. He is now giving his millions to libraries, and says that he intends to die a poor man.

Charles M. Schwab entered Carnegie's steel works as a stake-driver. He is now at the head of the great ship-building trust.

J. Pierpont Morgan began his business career as a clerk in a bank.

Marshall Field, who died recently worth between $100,000,000 and $200,000,000, was a dry goods clerk in Chicago 50 years ago, and by industry and honorable methods became the greatest merchant in the world.

There are only a few of our rich men who were born rich. Wealth and prominence have come from the expenditure of great energy, and any man who can and will hustle has as good a chance as any of these men had.

Young men who discover that they are wanting in self-confidence, who shrink from meeting people because of fear that they will be unable to make a good impression, will find by study of themselves that the trouble is only a lack of nerve force. Build up your nervous energy with a charge of electricity every day, and the nerve force and self-confidence will come. Young men who have been treated with Electro-Vigor are examples of vigorous energy, strength of character and ambition to dare and accomplish big things.

Imagine the man depressed by disease and weakness; downcast, hopeless, ill-natured, peevish, despondent, absent-minded, inattentive, unattractive—how can such a man hope to get up in the world? Everything is against him. He not only has not the energy to help himself but he repels people who might have it in their power to throw something in his way.

The principal features which commend Electro-Vigor to people wanting a new supply of nervous energy are the great volume of current under perfect control that is generated by these cells; the rheostat or regulator, which enables the patient to turn on any quantity of the current desired, and the absence of trouble such as the vinegar or acid, so disgusting in electric belts.

"I've got nerve enough now to tackle anything," writes a man who had worn Electro-Vigor only three weeks. Little wonder, when he had charged his body with electricity every night for 21 nights; there is immense courage in a body full of electricity.

Give me a man broken down in spirit, gloomy, despondent, unambitious or lacking confidence in himself, and by charging him with electricity every night for three months I will guarantee to send him out a world-beater. This weak-hearted disposition is nothing but weak nerves, and a daily charge of electricity will overcome it in a few weeks.

"There is not enough gold in California to buy Electro-Vigor from me," writes a man who had been braced up by it and made happy.

President Eliot of Harvard university in a lecture to students of Harvard recently said this: "So far as I have seen, there is one indispensable foundation for the satisfactions of life—health. A young man ought to be a clean, wholesome, vigorous animal. That is the foundation of everything else, and I hope you will be all that, if nothing more."

Any man who lacks the energy to dig his way to success may get it if he will saturate his body with electricity every night. It creates energy.

Here is a man who commends Electro-Vigor as one of the best inventions of modern times. Mr. G. S. Knoles, United States commissioner, San Diego, Cal., says that since it rejuvenated him and cured him of a general complication of ailments, such as Rheumatism, Lumbago and Kidney Troubles, he will tell its praises to every one he meets.

The term "nervous energy," applied to the general inclination of the mind and body to work is just as applicable to each part of the body which, on its own account, has to have nervous energy to enable it to do its allotted work. It is the loss of this energy which causes all the diseases that we have, such as Rheumatism, Stomach and Kidney trouble.

Any man can understand that if every organ of the body has all the strength that nature requires there will be no sickness—therefore, any one who is sick must get back his strength by using Electro-Vigor.

Mr. J. W. Lunbeck of Soquel, Cal., writes: "Dropsy, catarrh, rheumatism and general weakness all combined to make life miserable for me. Even my heart was weak and the cramps in my legs nearly killed me. Electro-Vigor has completely cured me and I feel better than I have for 25 years."

If you feel well you will feel like hustling; the spirit of enterprise and success comes from the fire in your nerves, and you should keep that up by a daily application of electricity.

Mr. Charles Bonifacio of Soledad, Cal., writes: "When I first purchased Electro-Vigor I always felt tired and drowsy, and I also suffered from general debility. Now, I am full of strength and energy and entirely cured of weakness."

Mr. J. R. Vandecar, R. F. D. No. 1, Sequin, Wash., writes: "For years I had suffered with weakness, lumbago and a weakened heart action which was responsible for a very sluggish circulation. I have now used Electro-Vigor two months and I am cured."

The new energy that Electro-Vigor creates, the heat to the blood, is the fire of life poured into the body for hours every night. Naturally it increases the warmth and the energy of the blood and nerves.

Mr. Charles A. Miller, Beulah, Or., writes: "I used Electro-Vigor for weak back and kidney trouble and it has cured me completely."

Mr. W. R. Cambridge, a well-known man of Eagleville, Cal., writes: "The first night I put on Electro-Vigor it brought me the first relief from pain I have had for years. Now, after a few weeks' use, I am entirely cured of kidney trouble and rheumatism."

Mr. Chris Hofelich, 1201 J street, Sacramento, Cal., has this to say: "I think every man suffering from kidney trouble, backache and general weakness should use Electro-Vigor. It drove out all pain and weakness and cured me, as you said it would."

The elements that make for success in young men are so dependent upon a stout heart and good nerves that it may well be said that without those qualities a man stands very little chance in the hurly-burly strife.

Human nature is an odd combination, and success often comes to the man who knows it and greases his path ahead. Here is an illustration: There are two men in line for promotion in a certain establishment when the vacancy appears. Say one man is in the business for a long time, experienced and capable, but backward in manner, never going out of his way to be pleasant, dependent upon his superior to recognize his merit and advance him when the chance offers. The other, not nearly so old in the business, is bright, jovial, self-confident in bearing and, while not over-zealous, has a way of making himself agreeable to the manager.

Who gets the promotion? It's easy to guess.

The magnetic personality, when personality counts, will win many a promotion where actual cold-blooded ability will remain unappreciated.

Magnetic personality is the radiance of vital force—the overflow of healthy, vigorous, nervous energy. It comes from the electricity in the body.

There was an editorial in a newspaper the other day commenting upon the question of a man who wanted to know if the editor thought "$15 a week was doing poorly for a man who has worked in one position for 13 years at general office work; aged 29."

The editor said that it seemed pretty hard that a man should be getting only $15 a week after working 13 years in one position, but if he felt that he was making any progress he should not be discouraged.

Perhaps the editor was right. For that man the advice may have been good, but no live office man, full of strength and the self-confidence that comes from the possession of animal vitality would be satisfied to give up the best years of his life—his best earning years—to work that after 13 years of training brought him only $15 a week. Yet there are a great many men like him; men who grind along year after year without finding the way to success. They are plodders. They never find success because they have not the force to compel their energies to dig it out. A man who feels tired, gloomy and blue all the time, owing to some ailment, never has what is called an inspiration; he never wakes up in the morning with the "do or die spirit"; he never has any spirit at all. If things go along decently he is willing to let them go, because it would be work that he doesn't like if he tried to better them. If they go wrong he lets them go, and blames it on hard luck. The real trouble is a want of vital energy or electricity. It would make his work a pleasure.

I once knew a man who suffered from a stomach trouble, commonly known as dyspepsia. He could not make up his mind to a thing and stick to it 24 hours. One day he formed a definite conclusion that his business affairs were in a perfectly healthy condition. At the same hour the next day he would come to just as positive a decision that he was ruined. He sacrificed several brilliant opportunities to make success for himself by losing faith in big enterprises and selling them out at a loss after he had built them up to a healthy condition.

That is one instance of a brain capable of planning a success without a body strong enough to withstand the strain of working it out—an intellect bright enough to build success and a body weak enough to prevent its completion.

We read every day of men of brilliant minds—men of big affairs—who have been swamped under their large enterprises because they had not the physical energy to see them through.

The lesson we get from all this is that success depends upon vital energy. No man can carry any project to a successful issue unless he has the physical vitality to stimulate his brain.

There there is the man who has spells of ambition that don't last. He feels a slight awakening of spirit in his body, sizes himself up and after reasoning with himself that he is as good a man as many others who have made successes, sticks out his chest and struts about for awhile, saying to himself: "I can do it and I will." Ah! What a pity that he can't stick to that resolution! But after making a good start and working hard for a short time his enthusiasm cools, his interest lags, his strength wanes and he catches himself saying: "O! What's the use. I can't," and, like the man held down by superior force, gasping for breath, his struggles grow weaker and weaker, and, finally, he gives up the fight, defeated.

He has not the strength to make a good fight.

"There is a tide in the affairs of men which, taken at the flood, leads on to fame and fortune."

Not every man has the judgment to choose the time of tide, and not many men have the courage to risk the jump from a mediocre position in life to the chance for something better.

Health is necessary to success. No man can give the strength of his mind and body to the strenuous work of building a future for himself unless he has a reserve force to back him up.

You can't build success without spending a great deal of nervous energy, and you can't spend nervous energy unless you have it.

If Rockefeller had replenished the drain upon his vital energy by a daily supply of electricity, he would be able to enjoy his millions now.

When you overtax your vital forces you don't break down all at once; the first drain is upon the most sensitive organs, like the stomach, and as the body is sapped of its force other organs fail gradually, until the body is like a dried lemon.

Electricity is poured into the stomach for hours at a time by Electro-Vigor, and every application increases the amount of vital force and digestive power.

The man who sits at his desk with a heavy heart and gets no sunshine out of his surroundings, who broods over imaginary difficulties, magnifies small obstacles until they look like the swoop of despair and feels no ambition to shake himself up and throw aside the blue devils that are smothering his happiness—that man is a good subject for Electro-Vigor, because it brings new life to the nerves, and that life arouses animation, develops new courage and renews the spirit to wage a battle for happiness and success.

Men whose nervous energy is exhausted don't feel like work; exertion is distasteful to them; the electric motor which runs their mental and physical machinery is run down.

When you have a task before you and no spirit to take it up, you should know that you need some natural stimulant to your nervous system—some increase in your mental and physical ambition, and Electro-Vigor will give you that.

Don't make the mistake of trying to drug your nerves into a renewal of energy. Reason that the life of the nerves is Electricity—that is scientifically proven—and that weak nerves are not made strong by drugs. If Electricity is their life, give them that.

Drugs excite the nerves if you want them excited. Other drugs quiet them if you want them quieted, but in both cases the effect is produced by a poison.

It is also true and proven that a man who takes a drug every day for thirty days has got to take twice as big a dose the thirtieth day as he did the first to produce the same effect.

Some people take drugs as a stimulant. Recent exposures of the contents of patent medicines prove that nearly all of them consist of a lot of alcohol and a little poison.

An interesting scientific article states that half an hour after the effect of a drug stimulant wears off the vitality is 5 per cent lower than it was before the stimulant was taken. Can any person with common sense see any good in that kind of treatment? What will be the effect in a few years?

Suppose you borrowed money that way; borrow a dollar today and pay back a dollar five tomorrow, and keep it up for 20 days. Wouldn't that break you? Is it any more sensible to take stimulating drugs on that basis?

Your body has only a certain amount of vitality, and if you throw away five per cent of it every day, how long will it last?

Truly, the human body is abused as you would not abuse your dog.

If you set out to accomplish anything, make sure that you supply yourself with the means of carrying your project through successfully. The most important to a man who expects to work his way up are strength, nerve power, courage. All those come from electricity, the motive power of the body.

The laborer on the street has ambitions—or should have, unless they are dimmed by a sense of physical weakness. He wants to earn more, to secure a more elevated position—to get out of the rut. There are chances all around him and he is bound to land one of them if he has the energy to reach out for it when it comes along.

A few years ago I had a patient who worked with a street gang repairing the basalt paving which is laid between street car tracks. He was typical of his class—hard-working, patient and enduring, and seemed to have no interest beyond doing his work honestly and taking his pay. I will not attempt to say what process of evolution took place in the mind of that man in the few months he was under my treatment, but I will say that when I saw him again he was "slicked up" and acted as if he might own the road. He had fully recovered his health and with it some energy which he had lost, and when he called on me he was timekeeper on the job, with a growing chance for something better.

It's a mistake for any man to suppose that he was made for a laborer, to imagine that there is no chance for him at something better. "There's plenty of room at the top," and any man can do better if he has the energy to try.

The reason that there are laborers is that there are always enough men who allow themselves to be held down; men with no ambition to hustle out of the rut; men willing to sell a day's work for a couple of dollars when they know that the day's work is worth probably four dollars to the man who buys it.

The good things are not all taken up now, any more than they were when men now rich were poor working boys. Any man with energy and a never-say-die spirit can work out of the rut and make a name and fortune for himself, and his position in life 20 years from now will be in exact ratio with the energy he has displayed.

This ambition, which makes business men out of laborers; this spirit which awakens in a man and leads him forward; this courage which backs up every inspiration to better himself is nothing but the electricity, the vital force of his body.

The man who is content with his lot, the man who has no ambition to better himself, is weak. Ambition is the child of strength.

You might preach to the young man, "Get up early and study for an hour before breakfast," but how is he to do it when he gets no rest from his sleep, and his strongest impulse upon being aroused in the morning is to sleep, sleep, sleep? His feeling is that another hour of sleep is sweeter to him than anything else.

His nervous energy is depleted, and he is slow, lazy and unambitious.

You would urge a man in business to get out and hustle for trade, but how can he hustle when he feels tired, heavy-hearted and absent-minded? When his natural inclination is to sit down and worry because things don't go better.

His nervous energy is gone; he feels that if he approached a business man he would kill more business than he would create.

You will hear the croaker say of a successful man, "I can't see what there is about that fellow that makes everything he puts his hand on turn to money. He isn't any smarter than I am, and here I am plodding along just making a bare living by hard work. I was ahead of him at school; in fact, he was the fool of the class, but here he is rolling up thousands at every turn, while men who are smarter in everything seem to have trouble to make a decent living."

But here are the facts: The successful man makes things move; he's on the go all the time, chasing the dollars uphill and down the lane, and he catches up with lots of them, while his brighter but lazy friend sits down and waits for them to fall in his lap.

Energy is what makes success. Fortune may knock at your front door once, but she is not going to wait for you to come and open if you don't hurry.

There is a term used in athletic sports that applies to the man who loses courage when things go against him; they call him "a quitter." If you are "a quitter" you know why—because you haven't got the nerve.

Wear Electro-Vigor; feel its exhilarating spark in your nerves, its warming, vitalizing glow in your blood, and after you have enjoyed a month of its use and have felt the return of youthful energy, go out and spend your new force in the creation of better conditions for yourself. Hold up your head and look your fellow man in the face, and compel fortune to smile upon you.

No pain can exist in a body charged with electric life; you can have no rheumatism, no weakness, no inactive parts, because the life generated by this grand force gives health and strength to every organ.

Electro-Vigor is not like Electric Belts; it is a dry-cell body battery; does not need to be charged, and gives ten times the power of old-style electric belts, which are charged in vinegar or acid. It is a pleasure, and no trouble, to be cured by Electro-Vigor.

I would like to talk with men who feel that the lack of nervous energy, vigor and health have kept them down. I want to have a heart to heart talk with them, either personally or by mail, because I know that Electro-Vigor will be worth its weight in gold to them.

I want every man to read my book which will inspire any man to buckle on his armor and make the brave fight. It tells how you may be strong, healthy and happy. I send it by mail free. Write to Dr. A. S. Hall and you will learn how much electricity has to do with success.

Consultation free. Put your name and address on this coupon and send it in. Cut the coupon out, this minute and save it.

DR. A. S. HALL, 1439 Fillmore St., San Francisco, Cal.—Please send me your book sealed, free. 11-06.

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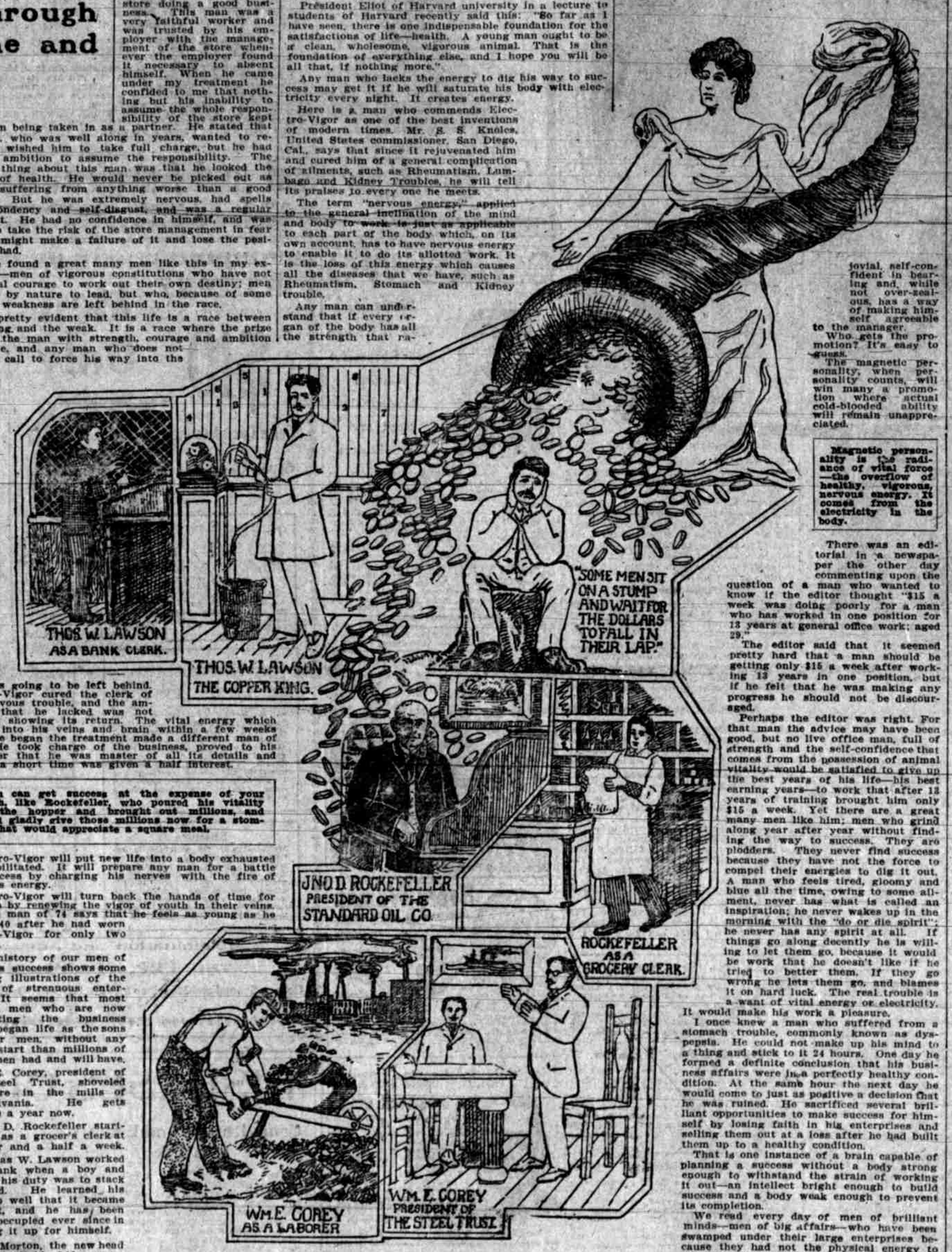
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