

# THE SLEEP SECRET

## How To Sleep Without Pills



You can sleep at any time, under any conditions, without the use of pills or drugs. This book shows you how.

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**The Sleep Secret: How To Sleep Without Pills**

**By Dr. David Tracy**

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## INTRODUCTION

By

**T. S. WELTON, M.D.**

**Editor, *American Journal of Surgery***

**T**wo subjects are of universal interest and form the topics of endless clichés – the weather and sleep. One can do nothing about the weather, but one can do a lot in controlling and regulating sleep.

Scientists offer no satisfactory short definition of sleep, but it is known that sleep is easily effected in the absence of fatigue when a person is made to relax. Unless one suffers from a real sickness there is no reason why sleep should not be natural and easily induced. The person who claims he suffers from chronic insomnia and never “closes his eyes” until daybreak is either deluding himself or thoroughly enjoying his imaginary malady.

In this age of speed and short cuts many people, fearing they will not fall asleep quickly, without rhyme or reason make for the medicine cabinet and swallow one or two sedative pills or capsules.

These drugs are both habit-forming and dangerous. As time goes on habitual users must resort to an increasing dosage. These pills can and do kill. They have become such a menace to the public health and safety that Washington is to investigate what has been called the “goof-ball racket,” Better known as sleeping pills. In many places these drugs cannot be bought except on a physician’s

prescription, but, alas, in the majority of our cities and towns one may purchase all he desires merely by asking for them. Too often do we read in our daily press of people found dead in bed, a bottle of sleeping pills beside them on the night table.

Suicide?

No, merely an overdose or the usual two or three pills on top of a night filled with an excess of alcohol. Sleeping pills and liquor are a good combination with which to induce a sleep without a waking.

Every physician knows there are ways to induce natural sleep without resorting to the habitual use of these "goof-balls," a form of the dope habit.

In this eBook, minus padding and irrelevant matter (writing tricks aimed to produce a fat book), Dr. Tracy offers a sane, basically sound and time-proven method of how to sleep without pills.

If you are a chronic victim of the sleeping pill habit and will throw your insomnia pills in the trash basket, and then carefully follow what the author teaches, you can be assured that a pernicious and hazardous addiction will be overcome and that you will be rewarded with *"... the mantle that covers all human thoughts, the food that appeases hunger, the drink that quenches the thirst, the fire that warms cold, the cold that moderates heat, and lastly, the general coin that purchases all things, the balance and weight that equals, the shepherd with the king, and the simple with the wise" .....SLEEP.*

## FORWARD

You are going to learn how to sleep!

Whether you are a chronic insomniac or a person who suffers sleepless nights only on special occasions you are going to learn through this book how to enjoy sound, refreshing sleep.

If you are a barbiturate user, you are going to substitute a healthy, revitalizing natural sleep for your present drug-induced sleep.

Everything that you have to know about sleep has been condensed into these pages. I have stripped it of all scientific references so that you will not be distracted from the primary purpose for which you bought this book: **to learn how to sleep**.

I have told the story of sleep in this book largely through case histories because case histories make easy, interesting reading and I want this book to be easy and interesting. I want to take going to sleep out of the realm of scientific and superstitious mumbo jumbo.

The case histories are basically true, but names and identifying circumstances have, of course, been changed. The case histories were chosen to represent the commonest sleep problems.

Whatever variation your particular problem may take, it can be solved by applying the principles used in solving the problem most like it.

One more word.

This is primarily an exercise book. It will take you only a few hours to read it, but in time you will learn more about sleep than you ever knew before. That knowledge of itself will not solve your sleep problem. Only the use of the exercised described in this book will solve them.

You must practice the exercises not for a day or a week, but, if necessary, for two, three, four weeks. As you practice you will find you attain such skill at putting yourself to sleep you will be able to sleep *anywhere* under *any* circumstances.

When you finish the book and begin practice, fortify yourself with the thought that anybody who has the intelligence to read this book can put himself to sleep. Through many years of teaching these methods I have never encountered anyone who was not able to improve his ability to sleep after conscientiously practicing the exercises.

So begin your reading in the happy knowledge that you can learn to sleep at will. Keep that fact in mind as you do your exercises. And remember you are playing for big stakes. A night of refreshing, rejuvenating sleep is your best health insurance. Practice these exercises and you will be rewarded with the vitality, optimism and happiness which come to those who enjoy the complete relaxation of natural, rejuvenating sleep.

**DR. DAVID F. TRACY**

## 1. PREPARING FOR SLEEP

**Y**our first step in the cure of insomnia is to make sure that you are in good physical condition, that your surroundings are restful and your bed comfortable.

Go to your doctor and have a general check-up. It is also important to make certain that your eyes and your teeth are in good condition. And bear in mind that overindulgence in alcohol, tobacco or coffee can cause sleeplessness.

The walls and ceiling of your bedroom should not be brightly coloured. Pastel shades, especially of green and blue, are best. It is best to sleep in a well-ventilated room; however, even if the windows are shut, you can get enough air coming in through and around the windows.

Your sleeping space should be at least 36 inches in width. So if you have a sleeping-partner, your bed should be at least 72 inches wide. Make sure you have a comfortable pillow and mattress – not too hard, and perhaps even more important, not too soft.

You and your sleeping-partner can sleep at different temperatures by putting an additional blanket over the one desiring more warmth, then tucking it in at the foot and, if necessary, pinning it at the upper end.

## 2. WHAT YOU SHOULD KNOW ABOUT SLEEP

**T**he most important thing for you to know about sleep is that it is absolutely impossible for you *not* to sleep! Not all the resources of modern science nor all the tortures of the Spanish Inquisition could keep you awake for, say, four days. In spite of everything, you would fall asleep!

Therefore, as we begin our lessons in how to sleep without pills, we know this about you: you can sleep! In fact, you can't stay awake.

The person who says he "hasn't slept for days" is dramatizing his lack of sleep. So is the person who says "I didn't sleep a wink last night". Hospital nurses overwhelmingly confirm this. Patients who complain that they have been awake all night have almost invariably slept at frequent intervals. Sleep tests conducted on students of Colgate University showed that students awakened after one hour of sleep were unable to guess within three hours the length of time they had slept.

Therefore, not only can you sleep, but you sleep at least a part of every night. So the problem is not that you can't sleep, but that you can't sleep *enough!*

Well, how much sleep is enough?

Edison is said to have slept an average of only 20 or 21 hours a week. Napoleon is said to have required equally little sleep.

Coolidge , on the other hand, is supposed to have needed 9 or 10 hours of sleep every night.

Why do people vary so in the amount of sleep they need? Well, partly because they vary in the actual amount of expendable energy they possess. Perhaps the chief reason some people need less sleep than others is that they have perfected the art of remaining relaxed under the most trying circumstances. As a consequence, they are relaxed when they sleep and thus received more beneficial sleep. Such people, too, have usually trained themselves to take short, rejuvenating cat naps during the day.

The person who is still tired after 9 or 10 hours sleep is usually not relaxed enough. He is tense during the day and is unable to relax even in sleep. The *quality* of your sleep, therefore, is much more important than its quantity.

The most dramatic demonstration of this occurs in hypnotism. A patient put to sleep under hypnosis will be told that as he sleeps all the nerves and muscles of his body are relaxing and that when he awakens he will feel completely relaxed, refreshed and happy. Since his conscious mind is asleep it accepts the suggestion and the patient will awaken more rested after an hour of hypnotic sleep than after hours of his usual restless sleep.

Why?

Because when the patient was hypnotized to sleep he was not worrying about what the stock market was going to do, whether his girl loved him, his partner intended to cheat him, or his hair was

falling out. He went to sleep concentrating on relaxing his body. Naturally he was refreshed when he awoke.

Remember this one simple scientific fact: you are never wholly asleep. Part of you, your subconscious, is awake and working. Your subconscious causes you to dream and to awaken in the morning when the alarm fails to ring at the right time. What your subconscious does during the night determines whether you enjoy restful sleep or nervous, restless 50 per cent efficient sleep.

Sleep comes from habit, exhaustion or drugs. You may be put to sleep (in the sense of losing consciousness) by a hypnotist, a political speech or a blow on the head with a baseball bat. You would not expect to recover consciousness from each of these with the same degree of refreshment.

The restless sleep you are experiencing may be as far removed from good, natural sleep as the stab of a hypodermic needle is from the impact of a baseball bat.

So now you know this about yourself: your problem is not that you cannot sleep, or even that you cannot sleep enough. Your problem is that the *quality* of your sleep is below par.

When you learn to sleep completely relaxed, the time element will be taken care of, for you will automatically sleep enough.

After you have mastered the exercises in this book, you will probably find that you require much less sleep than you needed in the past. In fact you may find, after taking these exercises, that you feel

perfectly rested after eight or less hours of the new, refreshing, revitalizing type of sleep you are going to enjoy.

In the next chapters I am going to discuss case histories involving common sleep problems. After reading these you will learn the exercises which will enable you to enjoy deep, refreshing sleep at any time under any circumstances.

I am presenting the case histories first because they will give you some insight in to the causes of sleep difficulties and the efforts needed to correct them. They should give you inspiration and encouragement for they all represent a triumph over seemingly hopeless sleep problems – a triumph that you can duplicate when you have completed your exercises.

One final word: in the next chapters you will find that the solution of every sleep problem involves the use of the Mental Magic Method and the Sleep Exercise. These exercised have deliberately been placed in the back of the book, and while you may experience some impatience at repeated references to something you know nothing about, I urge you not to read the last chapters until you have read the intervening ones.

## 3. How To Break The Sleeping Pill Habit

**M**rs. F. "married above her station," as they say in England. She was an intense, attractive young woman from a poor family and, as she put it, was "determined to get somewhere."

She established a small but successful public stenography business at which she made a good income and met many men. She married one of her clients, a prosperous businessman of a socially prominent family.

In one jump, Mrs F. has "got somewhere." She loved her husband and her new social position. She was shocked severely when her husband, after less than three years of marriage, told her he was in love with another woman and wanted a divorce.

Since Mrs. F. was immediately threatened with a nervous breakdown, her doctor prescribed sleeping pills to help her ward it off.

After the divorce, she reopened her stenographic business. She worked unsparingly and was able to keep up with some people with whom her marriage had thrown her, probably with the idea of making another society marriage, though she wouldn't admit it.

By day she was a taut, driving business woman; by night the happy divorcee, attracted to aging wolves in dinner jackets. The strain was enormous and she found when she returned from a night of happiness, that she was totally unable to sleep. Her sympathetic doctor permitted her sleeping pills again. He reasoned that without any sleep she would again be facing a breakdown.

Unfortunately while Mrs. F. was developing a dependence on sleeping pills, she also developed a morbid fear of becoming a narcotic addict.

She tried "will power" to break the habit. Each day she told herself: "I won't take a pill." And, of course, each night she would take one or more pills despite her solemn vows. She was in danger of severe breakdown because she felt she lacked the "will power" to break the sleeping pill habit.

## Solution

The average person who is convinced he has no "will power" is convinced that he is sub-average human being. Mrs. F. was in vital need of assurance that she was not lacking "will power."

It was explained to her that there is no such thing as "will power." On the contrary, everything she did under the name of will power to break the sleeping pill habit only entrenched it more strongly.

When she told herself she wouldn't take a pill "even if she stayed awake all night" she was actually concentrating on staying awake all night – telling herself she *would* stay awake without the pill. If,

indeed, she had been able to forego the pill it would have been a hollow victory for she would not have slept. The very presence of the pills on her night stand shouted: "You can't sleep unless you take a pill!"

Since her thoughts were constantly on sleep and sleeping pills this barrage of suggestions, day and night, resulted in an irresistible compulsion to take a pill.

You cannot overcome a bad habit through will power. A habit can be overcome only by substituting another habit.

Mrs. F. had no chance to substitute a more desirable habit. She had no choice: either she took the pills or she stayed awake. Since she couldn't stay awake forever she simply had to take the pills.

When she came to me as a patient, I explained to her that she has a choice of going to sleep by natural means or going to sleep with pills. On being asked which method she would prefer, she rather impatiently said "the natural method." Obviously then, what she called her "will power" was functioning fine.

She got some comfort from this explanation and was impatient to learn the "natural method." First, however, she was shown that the use of sleeping pills had caused no physical changes in her body which would make her constitutionally unable to sleep without pills.

She had no craving for the pills. Her addiction was not physical but mental. As long as she was convinced she needed the pills, she would continue to need them. And she would continue with pills until another method was found to put her to sleep. So her

problem, like that of every other sleeping pill addict, was simply to *learn* to sleep without pills – the habit would break itself.

The sleeping pill habit kills scores of people each year. When you read in the paper that someone has been found dead from an overdose of sleeping pills, it's not always (as you may think) as case of intended suicide.

Here is what probably happened: a sufferer from insomnia took a dose of sleeping pills; still unable to sleep after trying for a while, the insomnia-sufferer became so drowsy as to forget having already taken a dose of sleeping pills; so he took more. This may have been repeated several times and the insomniac finally may have drugged himself unwittingly to death.

Even without its fatal effects, the sleeping pill habit would still be vicious, because dependence upon drugs undermines people's confidence in themselves. The feeling that you are a drug addict may cause serious complications when you are also losing sleep.

When Mrs. F. was told the cure to her sleeplessness consisted of the Mental Magic Method and the Sleep Exercise, she was so sceptical she wanted to walk out without even trying them. I reminded her that she had tried talking to herself and it had brought no results.

On the contrary, I pointed out her talking to herself had brought amazing results in the form a sleeping pill addiction. Mrs. F. has simply been hoping to find a cure which lay outside herself. She no longer trusted her own mind to make her do the right thing.

She was persuaded to try the Mental Magic Method in my office and admitted afterwards that she felt more relaxed. She was told to practice it until she became expert as relaxation. But under no circumstance was she to try it at night. Meanwhile she was to continue to take the pills when she wanted.

A few days later she came to my office and said she was giving up the whole thing. The only time the Mental Magic Method has worked had been the first day in the office; it wouldn't work at home. On close questioning she admitted she had practiced it at night upon going to bed rather than in the morning, since she has to get right out of bed in the morning. The Mental Magic Method never put her to sleep, or even relaxed her, and she ended up every night taking the pills.

I explained that the Mental Magic Method didn't work because her hysterical conviction that she was an addict was stronger than the half-hearted suggestions she was giving herself to relax. Her mind was on taking a pill and getting to sleep.

I re-emphasized the importance of practicing in the daytime and persuaded Mrs. F. to set her alarm earlier and used the extra half-hour to practice the MMM without any idea that it would put her to sleep. In two weeks she was back and admitted she had attained an amazing degree of relaxation from the MMM.

Now I gave her further instructions.

After she completed the MMM in the morning she was to say to herself: "All day today I will be completely relaxed. When I go to bed tonight I will be so sleepy and so relaxed I will immediately fall

into a deep, refreshing sleep." When convenient intervals presented themselves during the day she was to do the Mental Magic Method and say the same thing to herself.

Whenever she found herself thinking about sleeping pills she was to say: "Tonight when I go to bed I will be so sleepy and so tired that I will immediately fall into a deep refreshing sleep. All the muscles and organs of my body are functioning perfectly, my mind is working perfectly, and there is no reason why I won't go deep asleep when I go to bed tonight."

After I had given Mrs. F. these instructions, I taught her the Sleep Exercise. At night Mrs. F. was to put the sleeping pills on the night stand, as she had always done. If she felt like taking one she was to feel free to do so. Under no circumstances was she to fight the desire to take a pill. Sleep would come as a natural consequence of the type of relaxation she had learned.

If for some reason she didn't sleep and took a pill she was to say to herself: "The pill I have taken will enable me to go to sleep immediately. I took it of my own free will, not because I was compelled to. And I am now getting so expert at relaxing that these pills will be completely unnecessary. I am physically and mentally able to sleep without pills. When I awaken I will be relaxed and happy and I will not worry about having taken a pill."

By giving herself this conditioned sleep, Mrs. F. could feel that whenever she took a pill she was using it to break the pill habit.

The first night she tried this formula she was apprehensive about the result and, rather than risk a dreary failure, she took a pill. As she

was going to sleep she repeated the formula as she had been instructed. She reported that as she was dozing off she had a sudden feeling that she would never need to take another sleeping pill. In the morning she awakened with the same feeling. This sudden burst of confidence proved to be justified.

After a lot of scepticism, a false start and three or four weeks of practice, Mrs. F. had broken the sleeping pill habit.

## Summary

*To break the sleeping pill habit:*

1. Don't try by will power because it can't be done, since there is really no such thing as will power. Being forced to choose between sleeping pills and sleepless nights, everyone would choose sleeping pills eventually.
2. Though you may have acquired the habit, sleeping pills have no physical hold on you that can compel you to keep taking them. You can sleep without pills as easily as anyone who has never taken one. Your addiction is mental, not physical.
3. Practice the Mental Magic Method until you can really feel yourself relax, but do not practice it at night until you are an expert. Meanwhile, feel free to use your sleeping pills.
4. Never allow yourself to feel depressed over having taken a pill. If you think about sleep or pills during the day give yourself a

positive suggestions such as: "Tonight when I go to bed I will be so sleepy and so tired that I will immediately fall into a deep, refreshing sleep. All the muscles and organs in my body are functioning perfectly and my mind is working perfectly and there is no reason why I won't go deep asleep when I go to bed tonight."

5. Learn the Sleep Exercise when you are confident that you can relax with the Mental Magic Method. Then do the Mental Magic Method and the Sleep Exercise at night. This should put you to sleep easily and quickly, but you have your pills handy and feel free to take *one* if you doubt your ability to go to sleep.
6. If you do take a pill after doing the MMM and the Sleep Exercise, before you fall asleep say to yourself: **"The pill I have taken will enable me to sleep immediately. I took it of my own free will and not because I was compelled to. As I practice relaxation I will want these pills less and less and without them I will go to sleep quickly and deeply. Soon I will be so skilful at relaxing that these pills will be completely unnecessary. When I awaken in the morning I will feel relaxed and happy and I will not worry about not sleeping."** This last-minute suggestion before falling asleep will help you to sleep the next night.
7. Few habits that are so disturbing are so easily cured as the sleeping pill habit. It may take two to four weeks, but if you practice every day and maintain a positive, optimistic frame of mind, you cannot fail to cure it.

## 4. TO SLEEP WHEN YOU HAVE MONEY WORRIES

**M**rs. D., normally an optimistic girl, was married to an ambitious young man who owned a small ice cream and confectionery shop which he was determined to build into something substantial. Long hours in the store, however, yielded in dribs and drabs of money. There always seemed to be the question of whether they could hold out or whether they would lose the store.

After six years of scrimping, with three children now to take care of, Mrs. D. found that thoughts of money seemed to color her whole life. The slightest financial setback was enough to make her lie awake contemplating their bad luck.

These incidents were trivial, as Mrs. D. would be the first to admit, but each one seemed the last straw. A library book fell in a mud puddle and she had to pay for it; that night she lay awake translating the money she had paid for the book in to shoes and food for the children.

A glove got lost, a storekeeper overcharges her a nickel, the gas bill arrived; these were enough to send her into sloughs of despondency resulting in sleepless nights.

## Solution

Worrying over money has probably kept more people awake than any other single cause. People who have money worry over losing it; people who have no money worry about acquiring it.

The millionaire who loses half his fortune probably suffers as acutely as the father of six children who loses his job. Perhaps he suffers more. During the stock market crash, it was millionaires who jumped from tall office buildings when they were wiped out. Yet, bankrupt though they were, they were no poorer than the average working man without savings who laughs at the idea of suicide.

The whole idea of wealth is relative. It is an old adage that no matter how badly off you are, there are people who aspire to your position. Millions of people in Europe and Asia would trade place with the poorest American citizen.

I told this to Mrs. D., and pointed out that in India, where they gather the starved dead from the streets as a routine each morning, there would be riots for the privilege of getting the contents of her garbage can. I told her also that a Hungarian woman might envy Mrs. D's peace of mind as not having to worry about her husband being removed some night by secret police.

Being poor, even in America, is a serious thing, and we should all make strenuous and intelligent efforts to gain security. But worrying will only impair those efforts and sleeplessness will make success far more difficult to achieve.

When I explained these truths to Mrs. D. she was more angry than impressed. "Look, I know there are people worse off than I am," she said "but that doesn't put food on *my* table or put *me* to sleep at night. Should I go around all day singing because I don't have enough money?" she added belligerently.

In a sense, I answered her, that is exactly what she should do. Go around singing! Why not? Going around sorrowing was only driving her toward a nervous breakdown.

But before Mrs. D. could go around singing she has to be taught the habit of positive thinking. To do this I had her make a list of the assets and liabilities of her life.

The assets were as follows:

Her children were normal and healthy.

Her husband was healthy.

She was healthy.

Her husband loved her.

Her husband was well liked.

She was well liked.

She had many friends.

Her children were smart in school.

Her husband was still a young man.

Against these assets was the liability of being poor. Being poor was their *only* liability. If they had money, Mrs. D. said – and it wouldn't take much – everything would be fine.

Being poor worried Mrs. D. and caused her sleepless nights because, as she wrote down:

They weren't getting ahead – that is, saving money.  
It looked as if they would always be poor.  
They had no money should an emergency occur.  
They had no money set aside for the children's college education.  
None of them had had new clothes for a long time.  
She was tired of scrimping and counting every penny.  
She couldn't entertain friends properly.  
They might lose the business.  
They might not have enough money to pay the bills next month.

Most of Mrs. D's worry over money resulted not from a lack of money to meet their immediate needs, but from fear of not being able to meet their needs in the future.

Many of these fears might be realized. Yet if Mrs. D. allowed her thinking to make her a fear-ridden neurotic about money and an anchor instead of an inspiration to her husband, all these fears might be realized, for defeatism like Mrs. D's is contagious.

I instructed Mrs. D. to think of her assets instead of her money worries. While she was baking a cake, she was to stop thinking, "We'll never have money for the children's college education," and instead think, "I am fortunate to have such healthy children," or, "I am fortunate to have such a fine husband."

This is conditioned thinking, and until you acquire the unconscious habit of thinking this way, you have to do it consciously. There is no other cure for worry. Worry, like any other habit, can be cured only by having another habit substituted for it: the habit of positive thinking and taking positive action.

In addition to instructing Mrs. D. to acquire deliberately the habit of positive thinking, I got her to learn the Mental Magic Method and the Sleep Exercise. I taught her to take advantage of lapses in the day's activities to enjoy fifteen or twenty minutes of relaxing sleep.

She turned out to be an apt pupil once she saw that there was no desirable alternative to the course I presented to her. To her amazement she found that when she forced herself to think of the good things of her life, she felt elated.

Mrs. D. no longer spends hours worrying over money when she should be sleeping. As a result, she is better equipped to help her husband make the decisions necessary to earn more money.

## Summary

*To sleep when you have money worries:*

1. Don't count sheep; count your blessings. Itemize on a sheet of paper all the good things there are in your life. If you are so down in the dumps that you can't think of any, begin by thinking of a neighbor with whom you wouldn't trade places. For instance, Mrs. R., who is well-to-do, but whose child is not normal. Or Mr. Z., who has a nagging wife. Or Mrs. Y., whose husband drinks. Then put

down as a blessing, "My child is normal and healthy," or "I have an understanding wife," or "My husband doesn't drink."

2. Set aside definite periods for discussions of finances. Give yourself all the time you need to consider a given problem adequately, but do not allow yourself to think about money at any other time. When you catch yourself thinking negatively about money, force yourself to think about how well-off you are, by repeating your list of assets. Do this faithfully; it is bound to make you feel better.
3. Learn the Mental Magic Method. Use it to make yourself relax whenever you have a few spare minutes during the day. If you are optimistic and relaxed during the day, you will automatically sleep better at night.
4. Learn the Sleep Exercise and use it after the Mental Magic Method at night to put yourself to sleep. Just as you are about to drop off to sleep, repeat some of your blessings. You will be amazed at how much happier you will be when you wake up.
5. Remember: Although poverty is unpleasant, and although no normal person wants to be poor, you *must think constructively*, instead of bemoaning your poverty. Cultivate an optimistic frame of mind and you have gone a long way toward improving your condition.

## 5. HOW TO SLEEP WHEN WORK IS ON YOUR MIND

**M**r. S. was the account executive of a big advertising agency. His day consisted largely of a series of conferences, all of which both he and the agency considered at least as important as a convocation of the United Nations. At night there was a client to entertain or a client's radio or television show to listen to and worry over.

By the time Mr. S. was in bed he was so tense that he tossed half the night, rehashing the day's work, reconsidering his decisions, and in general, making himself as unfit as possible to do a good day's work the next day.

Thousands of business executives take their work to bed with them, believing that with a little midnight mulling, difficult problems will suddenly solve themselves. Occasionally this may happen, but it can't happen if you make a habit of taking your work to bed with you, if you toss and turn, fruitlessly considering decisions in a state of tension, and finally become panicky and fail to get enough sleep.

### Solution

Worrying over your work night and day won't make you richer, but it may make you die sooner. It's even bad economics. For example, a \$40,000-a-year executive who dies fifteen years prematurely has lost \$600,000. Isn't it good business for such a man to ask himself

whether his nightly wrestling with his work is going to net him an extra \$600,000?

Mr. S. once believed that taking his work to bed was necessary to his career. By the time he came to see me he wanted to break this habit, but couldn't.

His first step was to learn that sleep really begins at 8:00 a.m. If you are tense all day, you will be tense at night and pay the penalty of being unable to sleep. Mr. S. has to be taught to relax during the day.

At first he protested that this was impossible. But he has been thinking in terms of free hours, when all he needed was free minutes. I taught him the Mental Magic Method, and later the Sleep Exercise. It took him three weeks to master the Mental Magic Method to the point where he could feel himself relaxing physically.

When a conference was over, instead of rehashing the discussion with his secretary and his colleagues at the water cooler, he closed his office door and consciously relaxed with the Mental Magic Method. He did this right in his swivel chair, making himself comfortable by propping his feet up on the desk. After the MMM he did the Sleep Exercise.

Just before he went to sleep (right at his desk) he said to himself, "I will awaken in exactly fifteen minutes. When I awaken in fifteen minutes, I will feel completely relaxed and refreshed." Mr. S. found that he could learn to sleep in a matter of seconds and wake up at exactly the time he set for himself.

Once he could make himself relax consciously during the day, he found he hardly needed the Mental Magic Method and the Sleep Exercise to put him to sleep at night. Not only will Mr. S. live longer now that he has learned to relax and sleep at night, but he is doing better in his business and getting more out of life.

## Summary

*To sleep when your work is on your mind:*

1. Learn and master the Mental Magic Method and the Sleep Exercise.
2. Make it a definite point to relax during intermissions in your day's work. Make yourself comfortable at your desk and then put yourself to sleep with the Mental Magic Method and the Sleep Exercise. If before you drop off to sleep, you give yourself a set time to sleep – say fifteen minutes – you will find that you will awaken in that exact time. So don't be afraid of oversleeping.
3. When you have mastered the Mental Magic Method and the Sleep Exercise and made a habit of releasing during the day, you will sleep well at night. Not only that, but there will be little likelihood of your dropping dead from hypertension when you are in your fifties, as do many men who have never learned to make themselves relax.

## 6. HOW TO GO BACK TO SLEEP WHEN YOU WAKE IN THE MIDDLE OF THE NIGHT

**W**hen you wake up in the middle of the night, it may be for one of several reasons of which you are not aware:

Perhaps you unconsciously became hungry during the night. You may have too much covering on and realize it. Being too warm may make you just uncomfortable enough to wake you and keep you awake, yet not uncomfortable enough for you to know why you awoke.

Maybe you are not physically tired – maybe you went to bed too early. Don't think it's necessary for you to have eight hours (or any other particular amount) of sleep every single night.

### **Solution**

If hunger is the cause of your awakening, get up and take a light snack, such as crackers and warm milk. Food will bring the blood from your head to your stomach. Get into bed, turn off the light and do the Mental Magic Method and the Sleep Exercise. You will find that you will quickly go back to sleep.

If you are hot, take off any excess covers and make sure you are comfortable. Do the Mental Magic Method and the Sleep Exercise and you will drift off to sleep.

If you cannot sleep and are not hungry or uncomfortable, turn on the light and read a book, provided it does not disturb the other occupant of the room. Make sure it is *not* an exciting book. Read until your eyes feel tired. Then turn out the light, relax in a comfortable position and start to do the Mental Magic Method and the Sleep Exercise. In most cases, you will find that long before you have completed the Exercise you will have drifted back to sleep.

You may be allowing for more sleep than you really need. If this is the case you can go to bed later and still get plenty of sleep.

## 7. HOW TO SLEEP DAYS WHEN YOU WORK NIGHTS

**M**r. L. was the set-up man for a large concern manufacturing ball bearings. As a reward for good work he was promoted to foreman on the night shift. He was elated over the promotion. His joy soon turned to fear, however, when he found he was unable to sleep during the day. He was in actual danger of losing his job, until he educated himself to sleep days.

Mr. L. informed me that some friends jokingly told him he was being put on the night shift because the bosses noticed that he slept all day anyhow, and therefore should be able to stay awake all night. Mr. L. laughed this off, but the thought was implanted that sleeping during the day must be something of a problem.

This faint suggestion was strengthened by other well-meaning friends, who asked him how he was ever going to sleep during the day.

Mr. L. began to talk a bit about sleeping days, and he was treated to the usual horror tales of people who couldn't sleep in the daytime. Before he even took over the night shift he was convinced that noise, daylight and a man's "instinct" would make it impossible for him to sleep. He was prepared to make a Herculean effort to sleep;

but since he had given himself the repeated suggestion that sleeping in the daytime was difficult, he naturally was unable to sleep.

He began to wonder whether he had received his promotion simply because the company couldn't find anyone else willing to work nights. This added to his nervousness and sleeplessness.

## Solution

When I asked Mr. L. why a man should not be able to sleep during the day if he works at night, he said that noise and light would naturally keep him awake. Mr. L. was stating a belief held by many.

I explained to Mr. L. that these factors have no real, final bearing on sleep – that even in the brightest daylight, his close eyelids would keep out enough light to allow him to sleep. As for noise, anyone can be conditioned to sleep under shellfire, air raids and fire sirens if necessary. Reaction to noise, I explained, is a matter of habit.

The country dweller awakens at the sounds of bustling city streets, while the city dweller sleeps uneasily in the country when the birds chirp near his window. People who live in the far north sleep during six months of daylight.

I taught Mr. L. the Mental Magic Method. Then, to strengthen the suggestion that he could sleep, I told him to purchase a sleep mask, which fits tightly over the eyes and excludes all light. I also had him buy ear plugs to keep out noise. Thus when he went to bed in the daytime he was simulating night conditions.

From the time he first practiced the Mental Magic Method and the Sleep Exercise, he never attempted to sleep without using the sleep mask and the ear plugs to strengthen the suggestion that he could sleep.

Later, when he had really mastered the art of relaxing through the Mental Magic Method and the Sleep Exercise he found he was able to sleep without the mechanical aids. He further discovered that he didn't need as much sleep as he had thought he did. Six hours of this new refreshing sleep were enough for him. He also found that the night shift enabled him to enjoy a long afternoon and evening with his family.

## Summary

*To sleep days when you're on the night shift:*

1. Remember that there is no real reason why you can't sleep in the daytime.
2. Learn and master the Mental Magic Method. You will find that when you are completely relaxed you will be able to sleep under any circumstances.
3. If you feel that noise and light are keeping you awake, purchase ear plugs and a sleep mask to simulate night time conditions. Anything that will strengthen the suggestion that you can sleep is helpful.

4. As you wear the ear plugs and the sleep mask, do the Mental Magic Method and the Sleep Exercise. Then say to yourself: "It is so dark and so peaceful now I am going deep, sound asleep. The next time I go to bed I will be so relaxed and so sleepy that I will be less dependent upon the sleep mask and the ear plugs."

5. If you do not use the ear plugs and the sleep mask, just do the Mental Magic Method and the Sleep Exercise.

6. Don't order your family to be unusually quiet. This puts them under a strain which prevents them from living their normal lives. In addition, it reinforces your original belief that you cannot sleep where there is noise. If you allow this belief to be thus reinforced, you will awaken at the noises of traffic, deliverymen and others.

## 8. HOW TO SLEEP WHEN YOU HAVE NOISY NEIGHBORS

**M**r. and Mrs. Johnson had always been early-to-bedders. Then the Wilsons took the apartment next door, and the nights when the Johnsons could go to sleep early appeared to be over. According to Mrs. Johnson's somewhat hysterical report, the Wilsons believed that one radio should be made to serve the entire neighborhood, and tuned theirs accordingly.

When the Wilsons gave parties (at least three times a week) Mrs. Johnson said the guests were inevitably musicians and hog callers.

Not only were the Wilsons themselves up late every night, but they owned a cat who seemed to suffer from a permanent and painful case of unrequited love. The Johnsons were now at the point where they went to bed expecting to be kept awake for hours. They hadn't had a decent night's sleep in months.

### Solution

The solution might seem obvious; ask the Wilsons to make less noise and if they refuse, call the police. However, Mr. and Mrs. Johnsons shrank from any fuss of that sort. When I questioned her more closely now after her tirade, Mrs. Johnson gave a more temperate account of her neighbors.

The truth was that while the Wilsons did talk and play their radio louder than most people, and did stay up later, the noise they made hardly called for police interference.

One trouble lay in the fact that the Wilson apartments has for years been occupied by an elderly couple who made no noise at all. When the Wilsons moved in, the Johnsons soon discovered that the walls were almost paper thin. Every move the Wilsons made could be heard by the Johnsons, if they themselves were quiet.

I suggested to the Johnsons that simply by wearing ear plugs, they could cut the amount of noise to almost nothing. Mr. Johnson was merely cool to the idea, but Mrs. Johnson really jumped down my throat. "I should say I won't wear ear plugs," she said. "I have the right to sleep peacefully."

Mrs. Johnson's real difficulty, like that of most people who are kept awake by their neighbors, was not noise; it was resentment. When the Wilsons first moved in, the unaccustomed noise might have kept Mr. and Mrs. Johnson awake. But they could long since have adjusted themselves to it. The Johnsons were being kept awake by resentment, resentment that the Wilsons made so much noise.

Mrs. Johnson hotly denied that anger was keeping her and her husband awake. She agreed to wear ear plugs just once to prove that she could sleep if she couldn't hear her neighbors. She tried the ear plugs for several nights, but admitted she was so angry over the idea of wearing them that she was unable to sleep any better.

I told the Johnsons that people can train themselves to sleep under almost any degree of noise. I also told them that when one is completely relaxed physically it is almost impossible to generate the kind of anger which will keep him awake.

I taught them the Mental Magic Method and the Sleep Exercise. They practiced the Mental Magic Method in the morning until they were experts at relaxing. Then they used it at night in conjunction with the Sleep Exercise.

After performing the Sleep Exercise they said to themselves: "I am so sleepy and so tired that the noises I used to hear have become nothing more than a pleasant hum, and as I drift off to sleep the noise is so far away I can barely hear it. I am drifting into a deep sleep."

An interesting sidelight was revealed in this case. After the Johnsons learned to sleep despite the noise, they naturally lost their resentment for their neighbors, and eventually the two couples became good friends.

The Johnsons then discovered something they had never noticed before: Mrs. Wilson wore a hearing aid; it was her deafness that made the loud talking and loud radio necessary. "If I had known that.....," Mrs. Johnson said.

## Summary

*To sleep when you have noisy neighbors:*

1. Keep in mind that resentment over your neighbors' apparent lack of consideration is more apt to be keeping you awake than the noise itself. If your neighbors are only occasionally noisy, a pair of ear plugs may solve your problem.
2. Learn the Mental Magic Method and the Sleep Exercise. Whether your neighbors raise the roof every night or just occasionally, you'll sleep when you're completely relaxed.
3. After performing the Sleep Exercise say to yourself: "I am so sleepy and so tired that the noises I used to hear have faded into a pleasant hum. As I drift off to sleep the noise is so far away that I can barely hear it, and I am drifting into a deep, sound sleep."

## 9. HOW TO SLEEP WHEN YOU ARE IN PAIN

**L**ike many people, Mr. T. suffered from a chronic ache which made it difficult for him to sleep. He had been told by doctors that he suffered from arthritis. Sometimes, especially during the damp seasons, the ache would become an intense pain, and a doctor would be needed to put him to sleep with a hypodermic injection.

Such nights, however, came only occasionally. What Mr. T. wanted was to be able to sleep regularly despite the nagging aches and pains which he had every night.

### Solution

The key to this case was that Mr. T's arthritis did not seem to bother him during the day. He held a position as assistance manager of a large export company, and a thousand details clamoured for his attention daily. He was continually making decisions, talking with people and rushing about. It was only at night, when his mind was free to pay attention to it, that his arthritis pained him.

Mr. T. had come to anticipate that pain at the end of his working day. When its appearance was delayed he wondered why. And when it finally came he was resigned to it; he had "felt" that his freedom from pain was too good to be true.

By focusing his mind on the expectation of pain, Mr. T. had conditioned himself over a period of time to “wanting” his arthritis to hurt him and keep him awake. Of course, this was subconscious, and Mr. T. wouldn’t even believe it if I had told him.

Instead, I first told him something of the psychology of pain. I pointed out that a boy I knew was obsessed with the importance of winning a football game that he played through an entire quarter unaware of a broken bone. That same boy, however, cringed with pain when a dentist filled his tooth.

Actually less than ten per cent of the operation of filling a tooth can give any pain at all. A full ninety per cent of the boy’s pain (and the pain of anyone who dreads going to the dentist) was imaginary. From the time he learned to talk, the boy had been conditioned to believe that the dentist would hurt him, and therefore the filling operation could not fail to give him pain.

Another patient of mine whose leg had been amputated complained sometimes that he felt a very real pain in the missing limb. Most people who are in the habit of expecting pain will feel it even when it is absent, I told Mr. T. He was impressed but not completely convinced.

I taught him the Mental Magic Method, and like all people in pain, he learned it more quickly than the average person. In the relaxed state induced by the Mental Magic Method, Mr. T. then gave himself the Sleep Exercise and found he was able to drift into a refreshing sleep.

When his body was relaxed, the absence of muscular tension automatically relieved his arthritis considerably, so logically he felt less pain.

By anticipating sleep, not pain, Mr. T. achieved sleep, not pain.

Occasionally Mr. T's arthritis still "acts up." When he gets these genuinely bad spells Mr. T. can make himself much more comfortable by relaxing with the Mental Magic Method and then giving himself suggestions that the pain is leaving.

He says to himself:

"The pain in my leg is leaving ... going away. Gradually going away. I feel a warmth extending the whole length of my leg, and all the muscles and nerves in my legs are relaxing. Now I am going to sleep, and when I awaken I will feel no ache or pain."

Then Mr. T. gives himself the Sleep Exercise and is able to sleep without aid from the doctor.

## Summary

*To sleep when you are in pain:*

1. Learn the Mental Magic Method. You will probably be able to learn it fairly quickly. When you are relaxed, not only will you be unable to concentrate on your pain, but the lack of tension will help relieve many causes of pain.

2. After you have mastered the Mental Magic Method, learn the Sleep Exercise. You will find that under normal circumstances you can go right to sleep.

3. If you are suffering intense pain, do not hesitate to call a doctor and get relief. Until the doctor comes you can make yourself comfortable by using the Mental Magic Method and the Sleep Exercise. After the Sleep Exercise say to yourself: "The pain is diminishing, gradually getting less and less. Where I used to feel pain I feel only a pleasant warmth which soothes my nerves and muscles. And now with that pleasant warm feeling where the pain used to be I am drifting deep, sound asleep. When I awaken I will feel no pain." It is quite probable that you will be asleep before the doctor comes. People in pain always respond quickly to suggestions.

4. After you have learned the Mental Magic Method you will find yourself able to cure minor pains such as headaches. Go somewhere where you can be relaxed and uninterrupted for fifteen minutes. Do the Mental Magic Method and the Sleep Exercise. As you are falling asleep say to yourself, "My headache is going away – gradually going away. When I open my eyes in ten minutes I will feel completely relaxed."

Many drug addicts begin the habit by taking pain-killing drugs while they are in hospital. Anyone in this situation can break off his use of drugs when he leaves the hospital, and can sleep restfully, if he follows this method.

## **IMPORTANT NOTE**

**IMPORTANT NOTE: Pain is nature's warning that something is wrong with your body. Unless you know the cause and have discussed it with your doctor, do not ignore pain. You can, by practice, learn to eliminate almost any pain at will, but don't do it unless you are positive of the cause of pain.**

## 10. HOW TO SLEEP WHEN YOUR HUSBAND OR WIFE IS NOT HOME

**M**rs. M. was the mother of two small children who were in the habit of waking up every morning at the crack of dawn. Naturally, Mrs. M. had to get up with them. The result was that each evening at about ten o'clock she felt like going to bed.

Her husband, on the other hand, could sleep later in the morning. Besides, he had an unusually difficult job and liked to have some diversion in the evening – either reading until midnight, having a late snack, or attending a lodge meeting.

Mrs. M. complained that she couldn't sleep until her husband came to bed, even on the nights when he was home. She urged him to come to bed early too, but he thought her attitude selfish. "She could sleep if she put her mind to it," he claimed.

Mrs. M. counterclaimed that this was impossible; that if she managed to get to sleep, she would wake up anyhow the minute he came to bed. Therefore, knowing the futility of trying to fall asleep, she tossed and turned while waiting for him.

The same thing occurred occasionally when he was out of town. She couldn't seem to fall asleep until many hours after she went to bed.

## Solution

Mr. M. was right in claiming his wife could sleep "if she put her mind to it," as subsequent events proved. However, Mrs. M., like thousands of other people who have the same problem, had to be taught to put herself to sleep under adverse conditions.

First I explained to Mrs. M. that the presence of another person in bed cannot possibly contribute to a person's physical ability to sleep. In fact, sharing one's bed actually hampers his ability to sleep since he cannot become quite as comfortable physically. Mrs. M. was, of course, deriving mental comfort from the presence of her husband and was reluctant to give it up. Desire for security and possession is a psychological factor in this mental comfort. She felt unconscious resentment that he could stay up enjoying himself while she was in bed.

The result was that Mrs. M. kept telling herself she could not sleep without her husband, and since she believed it, her subconscious mind, acting on that suggestion, kept her awake. If she did fall asleep, her subconscious mind awakened her at the slight disturbance of Mr. M's coming to bed. This reaction is similar to that of a mother who can sleep through loud noises, only to awaken instantly when her baby whimpers.

I got Mrs M. to admit that she had slept beautifully before she was married, when she lived alone. At once, she began to understand that it was her attitude toward her husband's absence that was keeping her awake, not his actual absence. I taught her to relax

when she went to bed, by doing the Mental Magic Method and the Sleep Exercise.

At the conclusion of the Sleep Exercise she now says to herself:

"I am so sleepy and I am going to sleep so soundly that it doesn't matter when my husband comes to bed. I sleep so soundly that nothing will awaken me until morning." Mrs. M. now sleeps peacefully while her husband reads and munches his midnight sandwich. Both are happier.

When her husband is away, Mrs. M. first takes physical precautions against intrusion. She makes sure that the doors and windows are locked. She pulls down the shades. She has the telephone extension right on her night table. (She claims she doesn't need a watchdog, though she could have one.) She takes a last look at her children before she goes to bed.

All feeling of fear and insecurity disappears when she makes her round. Even though she knows that the neighborhood has fine police protection, her feeling of insecurity is reinforced by her checking-up, and she can sleep better knowing that all is shipshape in her house and no one can get in.

After relaxing with the Mental Magic Method and bringing herself to the point of sleep with the Sleep Exercise she says to herself, believing it completely:

"I am drifting into a deep sleep. I am perfectly safe because I have a telephone in my room and my house is locked securely. So, feeling perfectly secure, I am going deep, sound asleep. I will listen

for no noises and no noise will awaken me. I am going deep, deep asleep." She no longer has any trouble sleeping.

## Summary

*To sleep when you husband (or wife) is not home:*

1. Practice and master the Mental Magic Method and the Sleep Exercise. They will relax you and cannot fail to put you to sleep.
2. After the Sleep Exercise, as you are falling asleep, say to yourself: "I am going to sleep so soundly that it doesn't matter if my husband comes to bed. I am going to sleep so soundly that nothing will awaken me until morning." In this way you will condition yourself to sleep, just as previously you were conditioned to staying awake because you told yourself you would.
3. When your mate us away from home on a trip, you will first check all the doors and windows of the house, pull down the shades and have the telephone near at hand. You will see that the children are tucked tight and safe ain their beds. Then you will relax with the Mental Magic Method and bring yourself to the point of s leep with the Sleep Exercise. You will say to yourself: "Feeling perfectly secure, I am going deep, sound asleep. I will listen for no noises and no noise will awaken me. I am going deep, deep asleep." Instead of lying awake worrying you will go to sleep at once and sleep through the night.

4. After a few nights, you will find it unnecessary to give yourself any suggestions other than the Mental Magic Method and the Sleep Exercise.

## 11. HOW TO SLEEP WHEN YOU ARE AWAY FROM HOME

**M**any people who visit New York, Chicago and other large cities which offer a lot of excitement, find it difficult to sleep. They usually blame a strange bed for this condition. Actually, this is a minor reason.

Far more important are other reasons, such as lonesomeness for loved ones left behind, worry over children at home, a slight touch of homesickness (nostalgia for the hometown and family circle), overexcitement caused by going to the theatre and night clubs, and overindulgence in alcoholic drinks.

These can all be overcome easily by learning and practicing the Mental Magic Method and the Sleep Exercise.

Other travellers, especially those on a long trip by car, find that they are tired but over stimulated and cannot sleep. They keep seeing the open road stretching in front of them when they try to sleep. Instead of being serene and calm, they are excited about the things they have seen and the places they are going on their trip.

These sufferers can obtain deep, restful sleep if they, too, practice the Mental Magic Method and the Sleep Exercise.

These will take anyone's mind off his worries and excitements, and cannot fail to concentrate thoughts on sleep and rest. They will

relieve anyone of all nervous tension and create a feeling of calmness which is necessary before sleep can come.

Read and practice the Mental Magic Method and the Sleep Exercise, and you will be able to sleep anywhere, no matter how excited you are.

## 12. HOW TO SLEEP WHEN YOUR CHILDREN ARE OUT ON DATES

**M**rs. R. was a brilliant woman with a college education, who had done a creditable job of raising her children, but like many other mothers, she threatened to make nervous wrecks of her whole family when her children started to go out on dates. While they were still in their early teens they accepted without qualms their mother's waiting up for them.

But when their mother still persisted in the habit when the boy was twenty-one and the girl nineteen, the children rebelled.

They resented their mother's "keeping tabs" on them, as they put it, and they particularly resented the guilty feeling it gave them the day after a date, when they saw their mother barely able to drag herself around as a result of her wee-hour vigil.

They were embarrassed, too, over their mother's other actions. She would worry over what might happen to them as she lay in the half-world between sleep and wakefulness. Her worry would develop into a compulsion and she would find herself phoning the accident wards and the police. In fact, the children bitterly complained she phoned everywhere in town but the dog pound.

In her defense, Mrs. R. said that she had suffered considerable hardship raising her children (she was a widow) and that the habit of worrying over them persisted. She insisted, however, that she had made sincere but futile efforts to go to sleep when they were out on

dates. Show her how, she challenged, and she would be more than happy to sleep while the children were out.

## Solution

If over a period of years you tell yourself you can't sleep for some reason or other, no matter how fantastic the reason, it will keep you awake. Mrs. R's sleeplessness, if she had not checked it, would have continued the rest of her life.

Like many others, she would have found herself a grandmother, still lying awake worrying until her middle-aged children and her grandchildren returned from an evening out. Obviously there is no logic to such lying awake, but an order that is once accepted by the subconscious mind, no matter how long past, must be obeyed when the right conditions are present.

When Mrs. R. was assured she could learn to put herself to sleep when the children were out, she blurted out without thinking, "Well, suppose something happened to them and I was asleep?" Contrary to her statements, she was consciously resisting the idea of sleeping when her children were out. She felt she would be neglecting her duty if she happened to be asleep at a time when her children were in trouble.

Now a mother's desire to protect her children is commendable, but carried to this extreme it is not reasonable, nor does it make for happy home life.

The first step was to convince Mrs. R. that it was her duty to sleep, not to lie awake. This was accomplished by equipping both children with identification cards giving Mrs. R's name and phone number as the person to be notified in case of an emergency. Then I had her install an extension phone in her bedroom, since she claimed not to be able to hear the downstairs phone when she was asleep.

By those simple measures, Mrs. R. was assured that if her children were in trouble she would be notified as soon as it was humanly possible. Thus fortified she could go to sleep with a clear conscience – if she could sleep.

Going to sleep still presented a problem, because even though she knew she would be notified in an emergency, the habit of lying awake and picturing tragic emergencies was a long and strong one. I then taught Mrs. R. the Mental Magic Method, which she mastered with extraordinary rapidity. Like everyone else, she found herself unable to worry when she was physically relaxed. After doing the MMM and the Sleep Exercise she easily drifted off to sleep.

However, to strengthen the idea that she was doing the right thing, she said to herself just before she went to sleep: "Wherever my children are they're safe and I can help them most by sleeping right through the night. During the day I want to be an efficient, pleasant mother and I can do that best by getting plenty of sleep. My children are safe and I am going deep asleep."

It is hard to say who is more amazed at the change that has come over her, Mrs. R. or Mrs. R's children!

## Summary

*To sleep when your children are out on dates:*

1. Equip your children with identification cards giving your name as the person to be notified in case of an emergency. If you can't hear the family phone, have an extension installed in your bedroom if possible. Knowing that you will be readily reached in any emergency, you will find it easy to accept your sleep suggestions. If you think you do not need such an arrangement, do it anyway, as otherwise you may subconsciously resist the idea of going to sleep.
2. To strengthen further the thought that you will not be neglecting your duty to your children by sleeping, write on a sheet of paper all the advantages you think will be gained by staying awake. If you are honest, you'll have a blank page, but try it anyhow. It will help convince you that you should sleep.
3. If you feel it is your duty to know what time your teenage daughter came in – or how long she parked out front – try asking her instead of staying up late. She'll tell the truth, as long as she knows you're not trying to make her feel guilty.
4. Practice the Mental Magic Method and the Sleep Exercise. You will lie in bed relaxed and unworried and drop right off to sleep.
5. After finishing the Sleep Exercise, before you drop off to sleep, say to yourself: "Wherever my children are, they're safe, and I can help them most by sleeping through the night. I want to be an efficient, pleasant mother and I can do that best by getting plenty of sleep. My children are safe and I am going deep asleep."

## 13. HOW TO GET MORE REST FROM LESS SLEEP

**N**o matter how much sleep Mr. M. had, he arose tired in the morning. Since he was a salesman he could sleep late if he chose, but he still awoke tired even after as much as ten hours of sleep. A check-up by his physician revealed nothing amiss physically. His trouble, the doctor told him, was that he wasn't getting enough rest from his sleep.

Mr. M. tried sleeping in a separate bed from his wife, then in a separate room. He tried box springs, leaf springs and bed boards. He tried letting the radio put him to sleep. Some of these experiments worked well for a while, but they hadn't cured him by the time he came to me for consultation.

### Solution

Mr. M. has plenty of company. Thousands of men and women get up in the morning feeling washed out. Some psychologists believe that if you don't like your job you unconsciously seek to escape it by feeling tired in the morning. However, if you like your job and still feel tired in the morning, there must be other causes.

Mr. M. was fond of his job and thought about it most of the time, since he was selling on commission and was constantly planning ways to increase his sales.

I told Mr. M. that he should, for the time being at least, sleep in a separate room on a box spring bed, as people in general sleep better alone and on a medium hard bed. But I reminded him that setting the physical conditions of the bedroom properly was not going to be enough. The conditions do not make you sleepy; they just make sleep possible. The key to refreshing, revitalizing sleep is mental rather than physical.

I pointed out to Mr. M that part of a person's brain never sleeps. That is the part of the brain that awakens us when the baby cries or the alarm fails to go off in the morning. That part of the brain is responsible for our dreams; it is what makes us walk or talk in our sleep.

Instead of allowing the body and mind to relax, this subconscious part of the brain can keep the muscles tensed so that we awaken physically exhausted. It can mull over our problems and make us awaken mentally exhausted. I told Mr. M. that he must learn to give his subconscious some specific command just before dropping off to sleep.

I taught him the Mental Magic Method. By concentrating on relaxing, instead of thinking over his business problems, he started on the road to rejuvenating sleep. Then I had him learn the Sleep Exercise with its suggestion of relaxed sleep.

In addition, as he was falling asleep, he said to himself:

“ As I go deeper and deeper asleep, I will grow more and more relaxed. I will sleep without dreaming and when I awaken I will be completely refreshed, with a wonderful feeling of well-being.”

Mr. M. found that by giving his subconscious these suggestions before dropping off to sleep, he was able to attain the restful, rejuvenating sleep everyone requires. He found, too, that eight hours of sleep were sufficient for him. He gets up early in the morning, ready and eager to go to work.

## Summary

*To get more rest from less sleep:*

1. Have your doctor give you a complete physical examination. Your weariness upon arising may be due to a physical deficiency of which you are not aware. When you have determined that there is nothing physically wrong with you, you will find yourself more readily accepting the suggestion that you can awaken refreshed.
2. Learn the Mental Magic Method and the Sleep Exercise. If you are physically relaxed when you fall asleep you have won half your battle.
3. After the Sleep Exercise, as you drop off to sleep, tell yourself that you will be relaxed while you sleep. Say to yourself: “All the nerves and muscles of my body are very, very relaxed. As I go deeper and deeper asleep I will grow more and more relaxed. I will

be so relaxed I will sleep without dreaming and when I awaken in the morning I will feel completely refreshed, with a wonderful feeling of well-being.”

4. In general, people sleep better alone than when sharing a bed; on box springs rather than leaf springs; on a medium bed rather than a soft bed; in silence rather than in noise. By meeting these conditions you are helping yourself to sleep. But none of these conditions will itself make you sleep. The key to refreshing, revitalizing sleep is mental rather than physical. After you have learned the Mental Magic Method and the Sleep Exercise you will have a sound mental attitude towards sleep. Then, you can sleep well anywhere, under any conditions.

## 14. HOW TO USE THIS BOOK IF YOU ARE NERVOUS OR CANNOT CONCENTRATE

**P**erhaps you would like to put yourself to sleep by using the material in this book, but are nervous and cannot concentrate on it. If this is the case, and you are fortunate enough not to live alone, have another member of the family, preferably one who has a pleasant, soothing speaking voice, come into your room. Then lie in bed in a comfortable position, in your night clothes. Close your eyes, relax your body and pay attention to the words he is speaking.

Give him this book and have him follow these directions.

Read the following in a slow, even tone of voice:

"You will now find a very pleasant thing happening to you. You will find . . . that your legs . . . are growing heavy . . . very heavy . . . and your arms are growing heavy . . . very heavy . . . and your entire body is growing heavy . . . very heavy . . . and you are going deep . . . deep . . . asleep . . . deep . . . deep . . . asleep. It's a wonderful feeling to relax, and now you will find that all the nerves and muscles in your body are relaxing and you are going deeper and deeper asleep with every breath. Now breathe deeply . . . exhale . . . breathe deeply . . . exhale . . . breathe deeply . . . exhale . . . breathe deeply . . . exhale . . . breathe deeply . . . exhale . . . breathe deeply . . . exhale . . . and now you are going deeper and deeper asleep with every breath you take.

“There is a wonderful feeling of calmness and peace going through your entire body. And now you find that your eyelids are getting heavy . . . now you are getting very sleepy and very drowsy . . . so sleepy and so drowsy that you hear nothing but the sound of my voice and you will sleep all through the night and will not awaken until it is time for you to get up in the morning.

Now you are drifting into a calm, restful sleep and when you awaken in the morning you will feel fine. You will feel wonderful, completely relaxed mentally and physically, and because you are relaxed when you awaken you will feel cheerful and happy and you will have perfect confidence in yourself. And during the day you will allow nothing and no one to bother you, either at work or at home.

“Now any time in the future that you lie in this bed with your eyes closed and I just say the words ‘deep asleep’ to you, you will immediately go into a deep, sound sleep the way you are at the present time. Now I am going to turn out the light and leave the room, but you will not hear me or pay any attention in any way, but will go deeper and sounder asleep with every breath. Sleep . . . sleep . . . deep . . . asleep.”

### ***Directions To The Reader:***

Now the reader gets up, turns out the light and quietly leaves the room. You will find that the subject is completely relaxed and will drift into a natural sleep very quickly. If you will repeat this every night for one week, you will find that after that the subject will have no trouble going to sleep. If he cannot go to sleep by himself, just use the words, “deep sleep,” and he will go into a deep, sound sleep.

## 15. WHY YOU CANNOT FAIL

**I**n the next chapter you are going to learn the Mental Magic Method. You are going to learn to relax more completely than you have believed possible. In the last chapter you are going to learn the Sleep Exercise and through it how to drift from your relaxed state into a deep, refreshing sleep under any circumstances.

In previous chapters you have read how people solved sleep problems with the use of the Mental Magic Method and the Sleep Exercise. Before you begin your study of these aids I want to tell you why the system you are going to practice cannot fail.

First of all, it is an accepted scientific fact that when you are physically relaxed you cannot worry, you cannot hate, you cannot fear. Since worry, hate and fear are largely responsible for sleeplessness, you may automatically eliminate the cause of your insomnia by simply learning to relax.

In the exercises you are going to study you will to relax by telling your self that your nerves and muscles are relaxing.

This may sound preposterous, but it is true! All your life you have been talking to yourself, telling yourself things, mostly bad. You may have told yourself you are not good at remembering faces, not calm in the face of danger, not popular with the other sex, not able to sleep well.

You may have told yourself that you are not really good enough for a certain job and as a result you don't have the job.

Now, probably for the first time in your life, you are going to learn to tell yourself constructive things. You are going to learn exactly what to say to your body so you can relax completely.

When you have learned to give yourself positive suggestions instead of negative ones, you will have tapped an amazing source of power which will help you in many problems besides sleeping.

The power of suggestion is best illustrated by hypnotism. Everyone knows that a hypnotist can make his subject obey certain commands. A hypnotist can take a wide-awake person in the middle of the day and put him to sleep in a matter of minutes. Anyone who has watched a good hypnotist will tell you his power of his subjects is almost unbelievable. Yet a hypnotist uses nothing but words.

There is actually no such thing as a hypnotic gaze. Nor it is true that the hypnotist has extraordinary will power. All he has is an overwhelming conviction born of wide experience that you will do what he tells you.

Every hypnotist in the world uses the same procedure to put his subject to sleep. First he asks him to gaze at a light or moving object or into his eyes, anything to put a slight strain on the subject's eyes and make him want to close them.

Then he says, "Your legs are growing heavy . . . very heavy . . . Your arms are growing heavy . . . very heavy . . . Your entire body is growing heavy and you are going deep, deep asleep. (Slight pause). Now your eyes are growing heavy . . . very heavy . . . They are growing very tired and very heavy and you are going deep, sound

asleep. Breathe deeply . . . Breathe deeply. You are going deeper and deeper asleep with every breathe you take. Nothing will awaken you until I awaken you. All the muscles and nerves of your body are completely relaxed and you are going deeper and deeper asleep.”

That’s all there is to the “miracles” hypnotists perform. Practice saying the above paragraph slowly and with conviction while your subject is gazing at a blue light, and you can probably hypnotize one out of six people yourself.

As, you can see by studying that paragraph, the hypnotist didn’t put his subject to sleep at all. The subject put himself to sleep by believing what the hypnotist told him.

If the hypnotist says to his subject, “Your left arm is as rigid as a steel bar and you can’t move it,” the subject will be completely unable to move that arm. It is important for your understanding of this course in sleeping that you know why the subject cannot move his arm.

Is it because the actual physical structure of his arm has changed? No, because obviously nothing has happened to change it. Is it because the subject no longer has the use of his muscles? Again no, because the hypnotist has not touched him. The only contact the hypnotist has had with the subject is through his mind.

The reason the subject cannot move his arm, then , is that he believes the hypnotist. It may seem silly that he believes he cannot move his arm simply because a few words were spoken to him, but the words were spoken with such conviction that he *does* believe it, despite all logic to the contrary.

If you are convinced that you *cannot* sleep for some reason or other, you have more or less hypnotized your self, illogical though it may seem, just as the subject in the above example hypnotized himself into believing that he could not move his arm. Actually you *can* sleep as well as anyone in the world, and all you have to do it believe it.

You may have said negatively to yourself, "I can't sleep because my husband isn't home," or "I can't sleep because the neighbors are noisy," or "I can't sleep because I am worrying about the mortgage." It isn't the half-empty bed, the noise or the mortgage which really keeps you awake; it is just your belief that they do.

The hypnotist can say to you, "All the nerves and muscles of you body are so relaxed that when you awaken you will feel as though you have slept for hours," and you will awaken refreshed because your conscious mind was not contradicting him.

You say you have a bad memory? A hypnotist can put you to sleep and say, "Remember!" and you will remember things happened when you were three years old. Why? Because your conscious mind, which says you have a bad memory, is asleep. Without your conscious mind to contradict the hypnotist you do exactly what it tells you.

In the sleep exercises you are going to learn, you will take the place of the hypnotist in giving orders to your subconscious. You are going to do that by giving yourself positive suggestions designed to relax you and put you to sleep. Not everyone is a good hypnotic

subject, but everyone with practice can become expert at relaxing through these exercises.

Remember that inability to sleep well is not a disability in itself; it is simply a symptom that you are not thinking the kind of thoughts which contribute to your happiness and well-being. By learning how to control your thoughts scientifically when you want to relax and sleep, you will learn how to control the daytime thoughts which are really behind the emotional upset that keeps you from sleeping.

Therefore, when you learn to relax and sleep through these methods, you will automatically be opening the way to a happier daytime life, too.

The simplicity of what you are going to learn will surprise and may even dismay you. Don't be deceived. Auto-suggestion is simple; it works. Relaxation is simple; it works. You are going to learn to relax and to sleep. You are sincere or you would not have bought this book. Since you are sincere, you will practice, no matter how skeptical you are at first glance.

And since you will practice, you cannot fail!

## 16. THE MENTAL MAGIC METHOD

**H**ere is the Mental Magic Method. It is your basic exercise and its purpose is to enable you to relax. You will need to practice it for one to four weeks. While it is unlikely to take you as long as four weeks to learn it perfectly, even if it does, you will always thereafter be able to use it to attain complete relaxation.

The Mental Magic Method requires no “will power” other than perseverance and continued practice. It requires no education, no unusual concentration. The result if applying this exercise, in conjunction with the Sleep Exercise, will be an ability to relax and sleep anywhere and under any circumstances for the rest of your life.

The first time you do this exercise you will experience some relaxation. As you practice, the degree of relaxation will increase. Eventually you will be able to relax completely. Now here is the Mental Magic Method.

Don't be deceived by its simplicity. It will work!

Lie flat on your bed with your arms relaxed at your sides and your legs comfortably stretched out. If you are doing this at an office simply make yourself as comfortable as possible. Close your eyes and keep them closed all during the exercises. To do them, you will have to memorize the following:

### Left Arm

Think of your left arm. Concentrate all your thoughts on it. Under your breath say these exact words to yourself: "My left arm is becoming heavy . . . and very numb. I am losing all feeling in my left arm . . . from my shoulder down to my fingertips. Now my left arm is so numb and so heavy I cannot lift it no matter how hard I try."

Now quickly think of your right arm. Concentrate all your thoughts on it. Say under your breath: "My right arm is becoming very heavy and very numb. I am losing all feeling in my right arm."

While you are thinking about your right arm, make one quick try at lifting your left arm. You will find that you cannot lift it. It will be so relaxed that all you will feel is a tug from the shoulder muscles. Make *only* one quick attempt to raise the arm.

*Note:* Aside from being the key to complete relaxation and sleep, this exercise demonstrates an important principle in sleep therapy.

If your conscious mind gives you a suggestion which you believe implicitly, and then turns to something else, your body cannot help but automatically respond to the suggestion. Therefore, when you tell yourself your arm cannot move and you believe it, you cannot move that arm. If you persist in trying to lift it, you will bring your active intelligence back to considering the arm and thus be able to raise it. Now whether your arm was raised or not in the exercise, go on to the next step in the Mental Magic Method.

### Left Leg

Think of your left leg. Concentrate all your thoughts on it. Under your breath say these exact words to your self: "My left leg is becoming very heavy . . . and very numb. Now it is so heavy and so numb that I have lost all feeling in it from hip to the bottom of my foot. My left leg is so heavy and so numb I cannot lift it no matter how hard I try."

Now quickly think of your right leg. Concentrate all your thoughts on it. Say under your breath, "My right leg is becoming very heavy and very numb. I am losing all feeling in my right leg."

While you are thinking about your right leg, make one quick try at lifting your left leg. You will find you cannot lift it. It will be so relaxed that all you will feel is a tug at the hip.

*Note:* Again give only one quick try, just enough to convince yourself that your suggestion has been accepted. As you give yourself these suggestions allow yourself to get the feeling of heaviness and numbness creeping into the limb as you talk to it. As you continue, you will find it easier and easier to get this feeling.

### Right Leg

Think of your right leg. Concentrate all your thoughts on it. Under your breath say these exact words to yourself: "My right leg is becoming very heavy . . . and very numb. Now it is so heavy and so numb that I have lost all feeling in it from hip to the bottom of my foot. My right leg is so heavy and so numb that I cannot lift it no matter how hard I try."

Now quickly think of your left leg. Concentrate all your thoughts on it. Say under your breath, "My left leg is becoming very heavy and very numb. I am losing all feeling in my left leg."

While you are thinking about your left leg, make one quick try at lifting your right leg. You will find you cannot lift it. It will be so relaxed that all you will feel is a tug at your hip.

*Note:* You have seen the principle of this exercise demonstrated every time you drive a car, play a piano or type. At one time you consciously told your muscles to do a certain thing such as put your foot on the brake under a given set of circumstances. Now, even though your conscious mind is on something else, your subconscious mind makes your muscles act automatically.

If you drive a great deal, you will probably find that when you are a passenger in someone else's front seat, you will "put your foot on the brakes" – that is, press the floorboards. After you have practiced this Mental Magic Method exercise you will find your reactions are as automatic as driving a car.

### **Right Arm**

Think of your right arm. Concentrate all your thoughts on it. Under your breath say these exact words to yourself: "My right arm is becoming very heavy . . . and very numb. Now it is so heavy and so numb that I am losing all feeling in it . . . from my shoulder down to my fingertips. Now my right arm is so heavy and so numb I cannot lift it no matter how hard I try."

Now quickly think of your left arm. Concentrate all your thoughts on it. Under your breath say, "My left arm is becoming very heavy and very numb. I am losing all feeling in my left arm."

While you are thinking about your left arm, make one quick try at lifting your right arm. You will find that you cannot lift it. It will be so relaxed that all you will feel is a tug from the shoulder muscles. Make only one quick attempt to raise the arm.

### Neck And Shoulders

Concentrate all your thoughts on your neck and shoulders and body. Say to yourself, "My body is now growing very heavy. My shoulders are growing very heavy. My neck is growing very heavy. And now . . . my shoulders and my neck and my head have become so heavy . . . I cannot lift them, no matter how hard I try."

Now concentrate your thoughts on your legs. Say to yourself under your breath, "My legs are growing very heavy and very numb. I am losing all power to move my legs."

While you are thinking about your legs, make one quick try at lifting your head. You will find your neck and shoulders are so relaxed you will not be able to lift your head.

This then is the Sound MMM exercise you are going to master. In the past chapter you read a lot about it. We have spoken about "mastering" the Mental Magic Method. You will have mastered it when you can actually feel your limbs getting heavy and you are unable to move them.

Once you have achieved this ability you can eliminate Steps B & C in each exercise for you will know without testing that you are getting the desired relaxation. Thus, the Sound MMM will eventually become simply a matter of telling your arms, legs neck and shoulders that they are relaxed- and they will automatically relax!

## 17. THE SLEEP EXERCISE

**A**s you practice the Mental Magic Method you may find that your self sleeping lightly at the conclusion of the exercise. This is a natural aftermath of your relaxed condition. Now you are going to learn how to prolong that light snooze into a night of restful, refreshing sleep by practicing what we refer to as the "Sleep Exercise."

After you have completed the Mental Magic Method, keeping your eyes closed, say to yourself: "I am very sleepy and very tired and this bed feels so comfortable that I will sleep right through until the alarm goes off in the morning. Nothing else will awaken me."

Then say to yourself: "When I awaken in the morning I will feel completely relaxed. I will feel completely relaxed and refreshed and I will have a wonderful feeling of well-being. I will have an irresistible desire to do my work and so it well tomorrow."

Now turn your eyes inward and imagine that you are looking down the side of your nose, but keep your eyelids shut. Imagine it is a winter day and you see your breath going in and out of your nostrils in the form of vapor. Watch that imaginary vapor. As you are watching the vapor, say to yourself: "I am drifting into a deep, sound sleep and nothing will awaken me until morning."

As you watch the vapor go in and out of your nose, you will fall into a light sleep in which you will still hear sounds around you, but they will have no meaning. Keep watching the imaginary vapor, and from this point on, you will progress into a deep, sound sleep.

Within a few weeks (whatever time it takes you to master these exercises) your sleep problem will be solved for all time. If you need refreshing in your exercised, you can always refer to this book.

Keep it handy on your night table.