

THE ORDER OF THE ESSENES  
2527 SUNSET DRIVE  
TAMPA 6, FLORIDA

DEPARTMENT OF INSTRUCTION

HEREIN IS CONTAINED  
AN ASSURANCE

YOU CAN DEPEND ON:-

Here is instruction number eighteen; another step toward the acquiring of the kind of consciousness which will make possible the fulfillment of your desires - whatever they may be.

Perhaps you understand the principle of a syphon. It is to take a fluid from a higher to a lower elevation, but it is first going to take it up hill, and then to the lower levels.

The fluid must flow from the outlet end of the pipe, tube, instrumentality or medium of transportation before it can take from the source. There must first be an out-pouring.

You are a medium for the expression of the infinite whether you now realize it or not. There is a higher source for you, a universal source, an inexhaustible supply, but you must give or have an out-flowing on the living or lower plane before the new, fresh, vital and infinite supply can be syphoned to you.

We tell you that it is a law that as you give so shall you receive. This is not any preachment preceding the passing of a collection box. This is not a begging, alms seeking organization. We never knowingly have accepted an unwilling dollar. We demonstrate in our lives that as we give, so it shall be given to us, and those who give that others may receive understanding are fully conscious that the greatest form of giving is to give that which enables another to do for himself. "The truth shall make you free" is profound.

Make today a red letter day - Keep a smile on your face that comes from the heart. Say something kind, considerate or complimentary to every person you meet. --- Be a stylist in your work, do it better than ever before. Do something for some one else - something out of the ordinary. Make it a day of giving and see what satisfaction you feel - and then watch for the ship on the returning tide.

Instruction eighteen completes the formula for attainment. Few can at this point put it into operation, but be not discouraged if you are one who cannot.

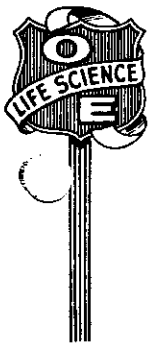
In the instructions to follow you will be prepared. You will be shown simply and understandably how to acquire the appropriate consciousness -- how to give definiteness to your vision -- how to vitalize and give attractive power to your desires - how to make your confidence and faith a living magnetic thing --- how to make your determination and will a motivating power - and how to so live, love, give and express that the law of balanced compensation will be fully complied with.

More - no man needs. He then creates and draws upon the infinite, of which he and you are a part.

THE ORDER OF THE ESSENES

*S. Hamner Davis*

Enc. 18



# THE **Essenes**

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**Instruction 18**     **Assuring to the acceptable and accepted  
HEALTH, HAPPINESS AND SUCCESS.**

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*Seek ye the key?*

*There is no open door to the  
temple of success.*

*Every man who enters forges  
his own key.*

*Greatness is within you,  
or nowhere.*

## . . . THOUGHT GEMS . . .

Big things are not always done by the man with the most brains, but by the fellow who uses to the limit what brains he has.

Faithfulness to the study of these instructions will enable you to mass your personality at any given time or place, and to quickly mobilize all of your resources.

The recipe for perpetual ignorance—be satisfied with your opinions, and content with your knowledge.

Make mistakes, but don't respond to encores. Don't make promises—make good.

See if you can fully comprehend this thought: "the great gifts are not by analysis."

When we lose ourselves in our work, we find our better selves.

He who passes out to the world a counterfeit life, gets paid for it in confederate money.

"This day we fashion destiny, our web of Fate we spin."

## The Law of Balanced Compensation

We come now to the final ingredient in our mental chemical prescription for attainment.

It has been made very plain throughout these instructions, we trust, that not by formulae, nor by rule, nor by affirmation, nor by magic can you be made whole or reach perfection. You must do something about it.

That we may reveal to you the secret—that you may consciously recognize the truths contained in these instructions is not sufficient. The power to change your conditions, mental, physical and material, is within you. To develop that power calls for action—the answer to your desires lies within the field of reaction.

You want certain effects—effects always follow causes.

This world is built around the law of cause and effect. For every effect there is a cause. From every action, there is reaction. You cannot wave your hand in the air, without affecting the elements throughout the universe, which you will come to appreciate as you progress.

The fifth element in our success program calls for action,—doing something about it,—paying the price, selling the idea, actively and not passively becoming worthy and deserving of this "heart desire."

'Tis said the Gods give anything to any man—  
at a price.

Great civic service clubs such as the "Rotary Club," are modern organizations teaching and stressing one phase of a complete success formula. The Rotary motto is "He profits most, who serves best." That is but another form of expression of "as ye give, so shall ye receive."

Note carefully, "He profits most,"—profit is an effect—"who serves best,"—service is the cause.

Likewise observe "As ye give"—giving is action,—"so shall ye receive"—receiving is the reaction.

How perfectly natural therefore is it, that a complete and successful attainment program must contain as one of its points the recognition of these natural laws, evident throughout nature. Life principles are always in balance.

You may vision — you may crave — you may faithfully expect and you may doggedly determine, but the end is accomplished only when you observe the law of balanced compensation,—when you pay the price,—when you give of yourself,—when you forego the pursuit of side issues and concentrate your time, talent, effort and strength to the main objective.

Christ taught by parable; today pictures and illustrations are widely used to convey news and views. We cannot and do not expect you in one lesson to grasp the full import of our teaching.

If you are a sincere individual we can give you

the principles involved, and illustrate our meaning by the experiences of members of our order, and you can build or rebuild your body along the lines you may earnestly desire; you can have abounding, vibrant health—you can be supremely happy, and gloriously successful, but we repeat you must act as well as know—you must do and not just think—you must give that you may get—you must be untiring in your efforts—you must be persistent in determination and in performance. You must sacrifice desires which oppose, restrict, or interfere with the main purpose you pursue. You must control your likes and dislikes, your feelings and emotions which you recognize do not assist in reaching the desired ends.

It is human nature to value things almost entirely by the efforts that have been required to secure them.

We learn to love those things more because of the sacrifices we made.

When one labors long, endures much, working toward a goal, and finally arrives, there is an intense appreciation of the rewards. Had they come without effort—they would be valued but little.

If you are a weakling, and are willing to always remain so, that is one route. If you will recognize that you have the power to make your own patterns and your own molds, and with it the power to make your life and circumstances fit into those patterns and molds, that is another route.

On the one route you are docile and passive—you are yielding and content, you change with every passing whim or fancy; on the other you are bold and demand your birthright—you are constant in your efforts, and let not indisposition slacken your efforts, you let not your desires cool down, nor your energies wane. You pay the price of your great desire.

The fifth and last step in this formula for attainment is just to observe the law of balanced compensation—put forth the necessary effort—an effort equal in value to the thing you most desire.

Now let us illustrate this with a simple, perhaps amusing case history.

A highly intelligent man of 54 years of age was getting bald on the back of his head. His hair was thinning greatly around his temples and his high forehead.

He wanted to know if he could stop that and grow a new head of hair.

He was assured that he could and was given the formula you have now been given.

"Now, Mr. H., can you in your imagination see that hair growing back—see yourself with a full head of hair. You know what you want, do you?" He replied that he could, and did.

"Do you want it badly—you really want it—you have a reason for it?" He said that he did.

"If we convince you that it is possible, and explain to you why it is so, that it is in accord with nature's law, can you have faith in your own reasoning power and in natural laws, so that you will confidently expect it to grow?" He answered, "Yes."

"If you are convinced, and do start to get it back, can you be persistent in your determination to prove that it can be done, and that you are the man who can do it?" "If it can be done I'll do it," was the reply.

One more question, Mr. H., "Are you willing to pay the price?"

"How much is it?" Was the reply.

"Nothing in money. It must be in effort. You have been 54 years getting in that shape. For ten or fifteen years you have been gradually getting bald back there and you can't get that back in a day or a week, or a month—but you can get it back in one tenth the time it has been thinning and leaving."

He gave assurance he was willing to pay the price.

He was instructed that nature always works for perfection. That it was perfectly natural to have hair on the head; that it was purely a matter of giving nature a chance; that the scalp was by nature intended to be rather loose; that it was largely a matter of the circulation of the blood.

He was told to have no tight hot bands to impede circulation; that he was to each morning massage his head and scalp for at least three minutes, and every other day, or at least twice a week have a barber do it, loosening the scalp and massaging the head and the veins and arteries to the head. That twice a week or oftener he should put hot towels on his head to open the pores and help the blood circulation; that leaning over to get blood to the head would help, if he was physically fit. That when he brushed his hair, he should have a stiff brush, and brush it at first vigorously twenty-five times, and increase it one time a day until he was brushing it one-hundred times—and not to wash it too often and let the natural oil of the hair be on the scalp, and that if dry a few drops of just plain mineral oil (petroleum product) be rubbed in twice a week.

He was told that possibly in a month or two a fine fuzz like hair would start, next to where he had hair, and it would gradually fill in and the bald spot get smaller and smaller, and grow back just the reverse of the way it went out, and that it would be slower coming in on the temples and forehead.

He was faithful—paid the price and in one year and a half had a new head of hair.

That is just one simple illustration of the meaning of paying the price.

Physically perfect bodies are obtainable at a price; right mental attitude—systems of physical

culture—correct breathing—proper food—proper sunshine—just observing nature's laws.

Every second of the day nature is throwing off and discarding, and adding new material to the body. It is not adding aged material; it is new, youthful material, and you are to learn that you need not grow old, you can retain youth—and we mean to show you why and how in the course of these instructions.

Florida, with a population of over three million, is the home of many people who have already reached their century year.

One hundred per-cent of those studying with us to this point, who have applied our instructions, and have "paid the price" are far better men or women than when they began, and this is but the beginning.

One of the best known stage and screen stars, noted for her graceful and beautiful figure, upon being asked the secret replied, "Confetti."

"What on earth has confetti to do with your figure," was the natural response.

She explained that she had a small bag of confetti, and each morning she sprinkled it over the carpet in her room, and then proceeded to bend over and pick it up, piece by piece, and put it back into the little bag.

We are perfectly familiar with the fact that the tasks of the housewife are many and sometimes arduous, but the spirit in which the work is done, and the state of consciousness as done, have everything in the world to do with the effects.

If each time the housewife has occasion to stoop and pick up something, she will keep in mind the story—and a true story it is—of "confetti," and recognize it as an opportunity for useful service and at the same time an exercise beneficial to her form, figure, and carriage, it will tend to make housework a game, the object being the attainment of beauty and grace and the improvement of the figure.

Stretching is highly beneficial as a form of exercise; so, if in the daily tasks of home-making, reaching is called for, it can become a thing of interest if recognized as an opportunity for the best form of attaining and retaining health. The spirit in which done, and the holding in the mind a definite picture of health and strength building, can lift housekeeping from drudgery to pleasure.

If every act of the day in housekeeping is studied, to determine which muscles and what members of the body are exercised, and how firmness and strength in them can add beauty—and if each act is performed with the consciousness of improved form and the cultivation of beauty—that consciousness will surely bring about the pictured results.

Even if the oven be hot and the labor strenuous, and perspiration pours forth from every pore, remember that thirty million dollars or more annually are spent by men and women for the privilege of being put in steam or electric cabinets to induce perspiration. That is one of nature's principal ways of throwing off poisons from the system, it is an aid to beauty—it clears the complexion. In every facial massage hot towels are applied to the face—a cleansing process from within outward.

Thus, the most strenuous household duty, which causes perspiration to flow freely, if thought of in terms of a turkish bath, a cabinet bath, and as an aid to beauty and health, can be made a pleasure—and when thus held in the consciousness, beauty will be the result, instead of lines of care—and likewise daily strength will be added, and all sense of fatigue will pass away.

Prize fighters, wrestlers, and athletes in training actually put forth more effort and energy than the most lowly ditch digger or common laborer.

One looks upon it with joy—with a definite picture of improvement of the physique; and daily finds what he looks for and expects. The other labors with fear of fatigue and exhaustion, and likewise finds what he confidently expects. The one grows stronger and more perfect—the other wears away and gets no joy for his efforts.

If one is compelled to climb stairs, doing so

with head and shoulders erect, putting the weight on the ball of the foot, and rising on the toes with each step, will add poise and grace and symmetry to the body.

If one has to walk, doing so with head up, body erect, chest out, abdomen in, and with springy step, practicing correct posture and bearing, one can acquire that which only five per cent of the people of America possess—graceful carriage.

There is something of interest in every task—including a search for new and better ways of doing it. Many are the fortune making inventions, which are the result of studying better ways of performing menial tasks.

So whatever you do or are doing, it will be performed better with a proper mental attitude toward the task. A little mental investment each day pays dividends.

Hold fast to your mental picture of improvement, advancement, health, happiness, and success, and recognize each task as an opportunity.

It may be a thing you dislike to do, but doing the unpleasant task and tackling that one first gives strength of character; it is the observation of the law of balanced compensation.

. . . JUST TALKING IT OVER . . .

In this set of instructions we stress "doing" but action must be coupled with confident expectation of the results you seek. It is a repetition of the statement that the faith element is of transcendent importance.

Fifty million dollars annually is a low estimate of the income of "fortune tellers" in America.

It should be quite evident that if one could foretell the future, he would have no need to be in the fortune telling business at from 25 cents to \$5.00 "per tell" from the simple fact that if you start with one dollar and double it, and then double that and progressively double the result only twenty times, you have over one million dollars. So twenty correct forecasts of the future could easily make one a millionaire.

It is not our purpose to decry fortune telling—but to bear witness to the fact that very frequently those engaged in this practice do foretell the future, and admittedly, more times correctly than the laws of chance or average would decree, and to explain why and how.

Thank goodness, the average fortune teller foretells good fortune to most of the patrons.

Most people (98 out of 100), who go to fortune tellers have a mental picture of some sort in their mind—the nucleus of a plan or purpose or aim or object or expectation. You have progressed in this course far enough to know that thereby a thought form or brain child has been born, and that to materialize it requires certain progressive mental and emotional steps, and that among these is "confident expectation."

The fortune teller, in vague manner, promises some good fortune. By questions or by eagerness for some definite information, or by some suggestion, the subject gives away, in more or less detail, the aim, purpose, hope, or expectation. Gradually, the fortune teller gets a definite grasp of the hope,



aim, or desire of the subject and then, in confident and forceful manner, "tells the fortune" of the subject and gives assurance it will take place.

Thereby, there is imparted to the subject faith in the ultimate materialization, and thus an element is added, required in the formula; and, in many cases, the subject goes forward along the lines we know to be certain.

When the materialization takes place, the subject tells that a certain "fortune teller" foretold the event. In fact, he did—by vague generalities, by pumping and wheedling—and then, in all probability, in quite definite form and detail; and thus the reputation of the fortune teller grows.

The fact is, that the "fortune teller" supplied the element of "confident expectation"—faith; and the subject thereby was caused to act as though the event were a fact—to act as though failure were impossible—to carry on with determination and persistence, and bring the thought form into being. Faith lead on to action, to the observation of the law of balanced compensation.

The same thing has often happened as a result of a superstition—a person had confidence in some lucky omen, some charm or talisman of luck—and faith was imparted.

It is likewise true that some fortune tellers sometimes forecast evil—and evil comes about. In this course we tell of the death upon a birthday of a New York man, because he believed implicitly it was coming about by reason of having been told so by a fortune teller in whom he had every faith. The fact was, that on the morning of that birthday he was a perfectly well man, and yet he died on that day. He materialized his crystallized consciousness.

So if you must patronize fortune tellers, patronize those who forecast good fortune, if that is the only way you can gain faith and courage and a quickened consciousness to materialize your visions and purposes—go to them.

Do not visit one with the anticipation of evil events or with

the fear of misfortune in mind, unless you can induce from him or her the faith that it will not take place. The more sensible thing is to dismiss the fear from your own mind by the substitution of a good or positive picture; for certainly, that which you fear most will come upon you. It is scientifically true that you can have failure consciousness, or success consciousness—a sick consciousness or a health consciousness—a mind with a gloom picture or a joy picture.

Be your own "fortune teller"—you are your own "fortune maker."

We trust you are grasping the true method understandingly—and will progressively demonstrate. You can, if you will.

. . . THOUGHT GEMS . . .

Thinkers are the unseen priesthood of the Temple of Wisdom.

Statesmen and Politicians are but puppets dancing on the stage of our short life. They are moved by the thinkers, who hold the invisible threads, a priesthood that keepeth the holy fire of wisdom aglow from generation to generation.

Few are its priests, but the Temple is open to all.  
—Lang Sin.



If you know someone who, upon hearing of some good act of another, always says it was done with ulterior motive, you can be pretty sure that person is envious, or has a mercenary character.



If, in your contemplative and meditative periods, you can look upon the past and make a true analysis, and then say "What a fool I have been"—you have forged a key to the temple of wisdom. Use it—enter!



Be a person with no "isms" to battle—be natural.