

INTERNATIONAL MAGAZINE FOR MENTALISTS & MAGICIANS

# VOODOO

THE MAIL ON FEBRUARY 2019



*SPECIAL FEATURE*  
**The Zancigs**



ANNIVERSARY  
EDITION

ONE  
YEAR  
ON



GRAPHOMETRY

SLEEP PROGRAMMING

**THE ZANCIGS**

ZANCIG CODE

VOODOO STYLE

PSYCHIC SPOON BENDING

SPIRITUAL ATTRACTION

COLD READING DEMOGRAPHICS

# CONTENTS

*Inside this*  
edition 13

EDITOR'S  
NOTE 

Hi everyone,

It's our One Year Anniversary!

On the one hand, it feels like I've been doing this for a lifetime, while on the other, I find myself wondering "Where did the months go?" It's been a year of excitement, highs and lows, long work days and sleepless nights, but I wouldn't trade it for any other.

I invite you to feast your eyes on our beautiful anniversary cover below to see the rest of the amazing features we have for you in this issue, all of which you can read here.

Today I toast our collective well-being – here's to many more years doing together!

saji vijayan



—Saji Vijayan, on behalf of the team Voodoo  
EDITOR-IN-CHIEF (MASTHEAD)



## MAGAZINE

EDITOR-IN-CHIEF (MASTHEAD)  
Saji Vijayan

FEATURES EDITOR / MULTIMEDIA & CREATIVE DIRECTOR  
Veena Saji

SME / CIRCULATION DIRECTOR  
Joe

PR & CUSTOMER SUPPORT DIRECTOR  
Malar

CREATIVE DESIGNING & LAYOUT  
Retro Group

PUBLISHER & MARKETING  
VOODOO SCHOOL

ALLEN, AN AVID FAN OF ROBERT NELSON'S WORK, IS ALWAYS LOOKING FOR ORIGINAL NELSON MANUSCRIPTS AND PRODUCTS TO ADD TO HIS COLLECTION.

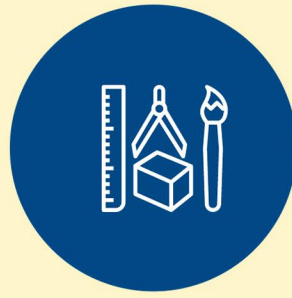
"The human mind speaks in many languages and dialects," begins the Mentalist, "It communicates non-verbally as well. A raised eyebrow translates into an awesome range of commentary; a shrug bears its own message. Nature allows some species, people included, to interact through scent and aroma. Is it so surprising then, that our handwriting has distinguishing characteristics which reveal hidden attitudes, aptitudes, and even thoughts?"

The performer hands each of several persons a pen and a folded checklist, about the size of a greeting card. "On the inside page, please write a sentence or two in your everyday handwriting.

The only restrictions are that the statements must be truthful and you must reveal something personal self." After the participants have begun writing, the Mentalist addresses one more person, "Take one of these checklists and, just for fun, write a personal statement which is false. Please don't write something obviously untrue such as 'my nose is missing.' The sentence must read true but be factually incorrect. Understand?"

After the checklists have been collected and mixed, the performer takes them and reads the first one. He notes certain formations and characteristics in the handwriting sample and then checks on the card's interior tic sheet some of the traits they reveal. He makes an appropriate (and usually humorous) comment about each participant's statement and then declares whether the sentence is truthful.

After analyzing all of the samples, he identifies the fraudulent specimen and returns that checklist to its owner, saying, "Playing detective isn't difficult with a person as naturally honest as you are. Sherlock Holmes could have stuffed Moriarity and Watson into the holes in this alibi. You're a lousy fibber."



## GRAPHO METRY

- Affectionate
- Speculative
- Romantic
- Modest, reserved
- Determined
- Stubborn
- Selfish
- Self-Critical
- Lazy
- Good Natured
- Jealous
- Sensitive
- Excitable





Continuing, the performer relates, “This next specimen tells me that the writer is generous, impulsive, and strong willed. What most people find fascinating is that your unspoken communication is shouting the very same thing!” He hands the card to one of the participants and declares, “This is your handwriting, isn’t it?” The Mentalist correctly returns each sample, then takes his applause. Allen indexes his tic sheets (modified from a 1950's era Robert Nelson checklist) in a very subtle manner: with a sharp pencil, he lightly shades in one side of the ( ) parenthesis next to a different characteristic on each card (look next to Romantic). His check marks cover the evidence before the checklists are returned. Here’s a no-brainer mnemonic which will free your mind to focus on entertaining the audience: A different trait, one of the top four, is shaded on each of the first four cards. Using the example list, one card goes to someone who looks affectionate. Another recipient appears speculative, a 3rd is romantic, etc. Easy to remember. The fibber takes one of the remaining, unmarked checklists.





# THE SLEEP PROGRAMMING

According to a U.S. Department of Commerce Technical Services bulletin, the power of sleep programming may extend well beyond the levels of alpha and theta.

There is no question as to the power of sleep programming suggestions heard as you relax and drift into first-stage and second-stage sleep. The cycle-per-second activity of your brain slows down to alpha, then to theta (hypnagogic level). These are levels accessed for hypnosis programming.

But deeper delta sleep usually isn't considered to be effective for programming. That may not be so, based upon the research projects reported by A.M. Svyadoshch in a 26-page bulletin printed and distributed by the Office of Technical Services, United States Department of Commerce.

Most of the American and Russian research was based on reading stories to their sleeping subjects then questioning them when they awakened. The researchers didn't start reading the stories until the subjects had been asleep at least an hour, which would assure a level of deep sleep.

The following are quotes directly from the report:

"There can be no doubt that a sleeping person can also perceive speech without distorting it. Evidence of this is to be found in the observations of physicians who have treated children by 'reeducation during natural sleep.' When they awoke the next morning, the children did not know that they had perceived speech during their sleep, but the therapeutic effect that they manifested was evidence that they had assimilated the speech.





# SLEEP PROGRAMMING

*Reprogram your mind – while you sleep!*



"In another experiment, a boy of 12 years was found, after hearing 20 repetitions of a poem while deep asleep, to be able to memorize this poem eight times as fast as a control subject. When questioned upon awakening, he remembered nothing of what had happened during his exposure to the recitation."

"It was shown by the experiments that were performed that of the 25 subjects selected by us for testing, 20 were found experimentally to be capable of developing an ability to perceive speech during natural sleep."

"The data shows that it is possible in some cases, during natural nocturnal sleep, to perceive speech: lectures, stories, chapters from books of literary, philosophical, technical, and other content, as well as words of a foreign language, either uttered by known or unknown persons or reproduced by a tape recorder. The speech that is perceived under these conditions is assimilated, does not undergo distortion, and can be reproduced after the subject awakens.

"Unlike dreams, which are forgotten rapidly, this speech is retained in the memory just as well as speech heard while in working state. Hence, it is possible, in principle, to acquire knowledge during natural sleep.

"The psychological peculiarity of the perception of speech during sleep lies in the fact that the very act of perception is not consciously realized by the sleeping subject, i.e., the sleeper is not aware that he is hearing speech, that he is lying in bed and listening to speech. For the majority of our subjects, the speech assimilated during sleep was 'experienced' after awakening either as ideas that had arisen spontaneously, so that the subject 'could not imagine how they came into his head,' or as notions that had arisen in the logical course of the dream process. A minority of the subjects noted that they had heard speech during their sleep, although at that time they too were not conscious that they were asleep and were hearing speech."

"The experience connected with the perception of speech during sleep can sometimes find their expression in subsequent dreams. Thus, a boy in whom the ability to perceive speech during sleep was developed without the aid of hypnosis (suggestion while awake and autosuggestion), next morning remembered verbatim a story about a small dog named Nelly that had been read to him during his sleep. 'At first, in the morning,' he reported, 'I thought I had dreamed it. Then I thought to myself: How could I have dreamed it when I didn't see anything!'"

"In the process of perception, the speech perceived during sleep, unlike that perceived in the waking state, does not undergo critical reworking and is experienced after awakening as an idea whose source of origin has remained outside the consciousness, and for this reason it appears, to some extent, as an alien personality."

"The ability to assimilate speech during natural sleep can be developed artificially by: 1. suitable suggestion to a person who is in a waking state; 2. during hypnotic sleep; 3. by means of autosuggestion with the cultivation of voluntary efforts to establish a suitable mental set for the perception of speech; 4. by autogenous training; 5. by applying weak stimuli to the sleeper in the course of his sleep, without awakening him. It can be brought about most easily by using a combination of the methods indicated above. This ability can be developed in persons of both sexes and of various ages and cultural levels.

"Both in sleep and in the waking state some parts of the brain may be in a state of inhibition, while other parts are in a state of excitation. The cerebral cortex in the waking state presents a mosaic with intermingled points of excitation and inhibitions, i.e., it is permanently in a state of partial sleep. The region of optimal excitability, the creative portion of the large hemispheres, according to L.P. Pavlov, is constantly shifting. Thus, the cortex is simultaneously alert and resting."





# THE ZANCIGS

**JULIUS AND AGNES ZANCIG** WERE STAGE MAGICIANS AND AUTHORS ON OCCULTISM WHO PERFORMED A SPECTACULARLY SUCCESSFUL TWO-PERSON MENTALISM ACT DURING THE LATE 19TH AND EARLY 20TH CENTURIES. JULIUS ZANCIG (1857–1929) – BORN JULIUS JÖRGENSEN IN COPENHAGEN, DENMARK – AND HIS WIFE AGNES CLAUSSEN JÖRGENSEN (c.1850s –1916) – ALSO BORN IN COPENHAGEN, AND KNOWN AS AGNES ZANCIG – WERE THE ORIGINATORS OF THE ROUTINE.

THE ZANCIGS MANAGED TO FOOL MANY SPIRITUALISTS INTO BELIEVING THEY HAD GENUINE PSYCHIC POWERS. JULIUS LATER CONFESSED THAT THEIR MENTALIST ACTS WERE BASED ON A COMPLEX CODE THAT THEY HAD UTILIZED.

Several versions of "The Zancigs" that have appeared over the years:

From their first professional appearance in the 1880s, until her death in 1916, the act consisted of Julius Zancig and his wife Agnes Claussen Zancig. Julius and Agnes were very close to one another in real life as well as on stage and were known as "Two Minds with but a Single Thought." They had been childhood sweethearts in Denmark but grew apart, then met and fell in love again after both had emigrated to the United States. They were married in 1886. Theirs was the most popular and famous version of the act, and was successful for 30 years.

As a performing duo, The Zancigs toured the world, visiting England, India, China, Japan, Australia, and South Africa. After several years of travel, they again settled in the United States.

During the early 1900s, Julius Zancig wrote articles for magazines and both individually and as a pair, Agnes and Julius also wrote and published several books on such occult methods of divination and fortune telling as cartomancy and scrying with a crystal ball.

In 1916, at around the age 59, Agnes died. Julius remarried to a schoolteacher named Ada, who had been born in Brooklyn, New York, and she became his new partner in the mentalism act.

By 1917, Ada's dislike for public appearances had become so strong that Julius hired Paul Vucci (later known as Paul Rosini) to take her place, under the stage-name "Henry."

In 1917, Vucci was drafted into World War I and was replaced by David Theodore Bamberg (1904 - 1974), the teenaged son of a stage magician named Theo "Okito" Bamberg.

In 1919, the Bamberg family left for Europe and Ada rejoined the act.



Famous Danish thought-reading couple, whose mentalist demonstrations at the London Alhambra in Britain fooled many people, caused much public excitement, and led to a minor scientific controversy. Mrs. Zancig could correctly name any article, number, or word at which her husband cast a glance. The Daily Mail arranged a series of tests in their offices on November 30, 1906, and published the conclusion that the performance was the result of true telepathy. The Daily Chronicle differed and considered a clever code system sufficient explanation. The questions and answers were registered by a phonograph record. Nothing was discovered.

The psychological researcher W. W. Baggally conducted some experiments. He concluded that although the alleged transmission of thought might possibly depend on a code or codes that he was unable to unravel, the performance was of such a nature that it was worthy of serious scientific examination.

The Society for Psychical Research, London, investigated on January 18, 1907. The result was not published. However, it appeared sufficiently favorable for some of the members present to subsequently form an official committee to carry on further tests. The report stated: "While we are of opinion that the records of experiments in telepathy made by the SPR and others raise a presumption for the existence of such a faculty at least strong enough to entitle it to serious scientific attention, the most hopeful results hitherto obtained have not been in any way comparable as regards accuracy and precision with those produced by Mr. and Madame Zancig.... Those who have only witnessed the public theatre performances, clever and perplexing as these are, will not appreciate how hard it is to offer any plausible explanation of their modus operandi.

The Zancigs claimed telepathy as an explanation, and Mrs. Zancig had well-developed clairvoyant faculties. At the Spiritualist British College of Psychic Science, London, she successfully passed book-reading tests..

Magician Will Goldston was among the first to publicize the Zancigs' method of operation. His book Sensational Tales of Mystery Men (1929) spoke of their mentalism from the inside knowledge of a practitioner of stage magic: "The pair worked on a very complicated and intricate code. There was never any question of thought transference in the act. By framing his question in a certain manner Julius was able to convey to his wife exactly what sort of object or design had been handed to him. Long and continual practice had brought their scheme as near perfection as is humanly possible. On several occasions confederates were placed in the audience and at such times the effects seemed nothing short of miraculous. All their various tests were cunningly faked and their methods were so thorough that detection was an absolute impossibility to the layman." In his book Rudi Schneider (1930), the psychological researcher Harry Price expanded upon Goldston's observations: "The Zancigs' performance took years of study to perfect, and several hours practice daily were needed to keep the performers in good form. I have the Zancigs' codes in my library and know the hard work that both Mr. Julius Zancig and his wife put into their 'act,' a matter which I have discussed with Mr. Zancig himself."

Just when the Zancigs were at the pinnacle of their career Agnes died in 1916. Julius tried to continue the act with several other people, but never to the same effect.



During the early 1900s, Julius Zancig wrote articles for magazines. Both individually and as a pair, Agnes and Julius also wrote and published several books on such occult methods of divination and fortune telling.

The Zancigs worked their stage act by means of an extremely elaborate and undetectable code, which in later years became known as the Zancig Code.

March 7 is the birthday of famed mentalist Julius Zancig (Julius Jorgenson, 1857-1929). Zancig was an iron smelter from Copenhagen who developed an elaborate verbal code with his wife Agnes (Agnes Claussen, c. 1850s-1916) that made it appear that Julius could read Agnes's mind. (When finally revealed to the public it became known as the Zancig Code within the industry). At its most basic, the code allowed Agnes to convey to Julius the identity of an object he could not see by the manner in which she posed a question (i.e., the word order she employed, the choice of phrase, intonation, etc.) With this code as their secret weapon, the Zancigs launched an awe-inspiring mind reading act in the U.S. in the 1880s. They styled themselves "Professor Zancig" and "Madame Zancig". Around the turn of the century, Zancig began publishing articles and books, such as 20th Century Guide to Palmistry (1920), New Complete Palmistry (1902), How to Tell Fortunes By Cards (1903), and the one that would thenceforth become the title of their act as well, Two Minds with But a Single Thought (1907).

The Zancigs circled the entire globe with this act, and fooled famous people like Sir Arthur Conan Doyle and W.T. Stead into thinking their abilities were proof of psychic phenomenon. Houdini considered them the greatest in the Second Sight line. In 1916, Agnes died, and Julius replaced her with various partners over the years: his second wife Ada, "Henry" (Paul Vučić a.k.a. Paul Rosini), and a young David Bamberg.

In the 1920s, the Zancigs retired from public performance but continued to give private readings for wealthy clients, mixing palmistry, astrology, crystal balls, and tea leaves. In 1924, Julius revealed the secret of their code in an article, although the fact that he was a member of the Society of Magicians should have tipped people off. That year he also published the book Adventures in Many Lands (1924). His last book was Crystal Gazing, The Unseen World: A Treatise on Concentration (1926).



# Zancig Code Can Turn Anyone Into A Telepath – This Mind-Reading Technique Works

*With help of the Zancig Code anyone can become a telepath. It's no joke, and it has been proven.*

*This mind-reading technique works, but it takes a very long time to learn the proper code and it's not something you do overnight. Still, once you've mastered the proper method, you can impress your friends and family with your telepathic abilities.*

*Zancig Code was developed by Julius And Agnes Zancig who performed for many years on stage exhibiting their remarkable psychic powers.*

*Were Julius And Agnes Zancig Real Telepaths?*

*During the late 19th and early 20th centuries Julius Zancig (1857–1929) and Agnes Claussen Jörgensen (c.1850s –1916) who were from Copenhagen, Denmark performed as stage magicians and they wrote several books on occultism. Their show “Two minds with but a single thought!” became a huge success world-wide.*

*The couple traveled to many countries and became famous as telepaths. Their audience and scientists were stunned. Could telepathy be real? Were Julius And Agnes Zancig genuine telepaths or were they relying on some tricks?*

*Julius and Agnes Zancig – Two Minds With But A Single Thought by the Zancigs, 1907. Credit: Public Domain*

*Many were astonished when Agnes demonstrated her mind-reading ability. Having her eyes blindfolded, Agnes could describe what people in the audience were holding in their hands.*

*During an ordinary demonstration, Julius approached one person in the audience, borrowed some items from the him or her, and asked Agnes who had a strip of cloth covering her eyes to describe what the object was. Without being able to see anything, Agnes could provide accurate descriptions. So, how did she do it?*

*The answer to this question lies in the ingenious Zancig Code that can turn everyone into a telepath.*

*What Is The Zancig Code And How Does it Work?*

*While watching these incredible psychic abilities of the Zancigs, scientists and journalist became curious whether these people were hoaxers or very unusual humans with extraordinary mind powers.*

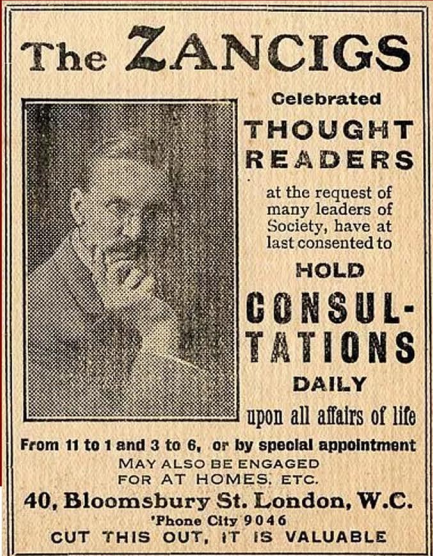
*Julius And Agnes Zancig were subjected several times to the various tests, and their abilities were studied by institutions specializing on psychic powers, like for example The Society for Psychical Research (SPR) in UK.*

*No-one could proof of their dishonesty and all tests to expose them as frauds failed. They were recognized as real telepaths.*

*Julius and Agnes Zancig fooled everyone. Journalists, scientists, and the public were convinced the Danish couple possessed extraordinary telepathic abilities. Arthur Conan Doyle, famous author of Sherlock Holmes and W. T. Stead, pioneer of investigative journalism were enthusiastic about Zancigs' telepathic powers.*

*Unfortunately, later when the truth emerged it became evident that Julius And Agnes Zancig were no genuine telepaths.*

*Agnes died in 1916, and her husband passed away in 1929. In 1924, some years before Julius died he revealed his secret to psychical researcher Harry Price. Julius explained that he and Agnes had been using a verbal code that fooled people to think they were telepaths.*



**The ZANCIGS**  
Celebrated  
**THOUGHT READERS**  
at the request of many leaders of Society, have at last consented to  
**HOLD CONSULTATIONS DAILY**  
upon all affairs of life  
From 11 to 1 and 3 to 6, or by special appointment  
MAY ALSO BE ENGAGED FOR AT HOMES, ETC.  
**40, Bloomsbury St. London, W.C.**  
Phone City 9046  
CUT THIS OUT, IT IS VALUABLE



Price said that “the Zancigs’ performance took years of study to perfect, and several hours practice daily were needed to keep the performers in good form.”

“I have the Zancigs’ codes in my library and know the hard work that both Mr. Julius Zancig and his wife put into their ‘act,’ a matter which I have discussed with Mr. Zancig himself,” Price commented. In the book *Sensational Tales of Mystery Men*, Will Goldston wrote that “the pair worked on a very complicated and intricate code. There was never any question of thought transference in the act. By framing his question in a certain manner Julius was able to convey to his wife exactly what sort of object or design had been handed to him. Long and continual practice had brought their scheme as near perfection as is humanly possible.

On several occasions confederates were placed in the audience and at such times the effects seemed nothing short of miraculous. All their various tests were cunningly faked and their methods were so thorough that detection was an absolute impossibility to the layman.” There are many versions of this code and it can be used in different manners. Sometimes the number of breaths determines the selected letter, object or something else. Performers can also use other tricks to tell numbers, letters, dates, names and so on. The Zancig Code is still considered one of the best methods ever developed to create the illusion of mind-reading, and it is not real telepathy. On the other hand, just because Julius and Agnes were exposed as frauds doesn’t necessarily imply that telepathy cannot be genuine. Scientists are still skeptical about telepathic abilities, but as previously explained on [MessageToEagle.com](http://MessageToEagle.com) it is possible quantum mechanics could explain telepathy.

In the recent years, more scientists have become interested in humans’ possible telepathic abilities. For example, Dean Radin, who is author or coauthor of over 200 technical and popular articles, a dozen book chapters, and several books including the bestselling *The Conscious Universe* and *Entangled Minds* is convinced telepathy is real and suggests that quantum mechanics may ultimately provide an explanation how mind to mind communication works.

“There is doubt because we don’t have a good explanation for it yet,” Radin said.

Meanwhile, for those who are truly eager to test telepathy, there is always the Zancig Code one can try, even if it is just for fun.





## HERE ARE THE GUIDELINES FOR SUBMITTING MATERIAL TO BE PUBLISHED IN VOODOO

**P**otential contributors have asked what criteria are considered when material is submitted for publication. First and foremost, the item must be something that suits my personal tastes. Mind you, my opinion is no more valid than anyone else's but it goes beyond that. It is tough enough to edit and rewrite material about which I am enthusiastic. If a submission generates only a lukewarm response, it is almost impossible. Subscribers deserve an editor's best efforts, not 'good enough.' Part of an editor's job is to screen submissions for more than content.

VOODOO has certain style standards as well. Submissions must be Mentalism, not mental magic. Pieces which require unexplainable props or employ awkward logic to achieve the effect will not be considered for publication. If the performer wants a random word selected, he shouldn't have to use a calculator to add a column of figures for selecting a page, etc. A less convoluted methodology is preferred. The premise should be simple and direct. Is it thought transfer? Or PsychoKinesis? Maybe clairvoyance? The audience should have a clear idea of exactly what the performer is trying to accomplish and, more to the point, accept the process as genuine. If suspension of disbelief is necessary, the piece doesn't make the cut. Entertainment value is important. Effects which serve only to amuse the performer or spotlight a supercilious demonstration of his 'mental powers' are boring.

Contemporary Mentalism is engaging and touches its audience on many levels beyond "How did he do that?" In fact, if that question is asked, we're probably in the realm of mental magic again.

Presentation takes priority over method. VODOO is not just about neat new gimmicks or handlings. The old magicians' adage applies here. If you have fifty methods to discover what is on your participant's mind but only one way of revealing it, you are a one-trick pony. On the other hand, if you have only one method to gain your information but myriad ways to reveal that knowledge, you are perceived as a master of your craft. The Modus Operandi should simplify the performer's task. Far too often we see Mentalism which does just the reverse, requiring the performer to solve a complex logic problem in his head while concurrently attempting to entertain an audience. Novelty of method alone will not qualify a piece for publication.

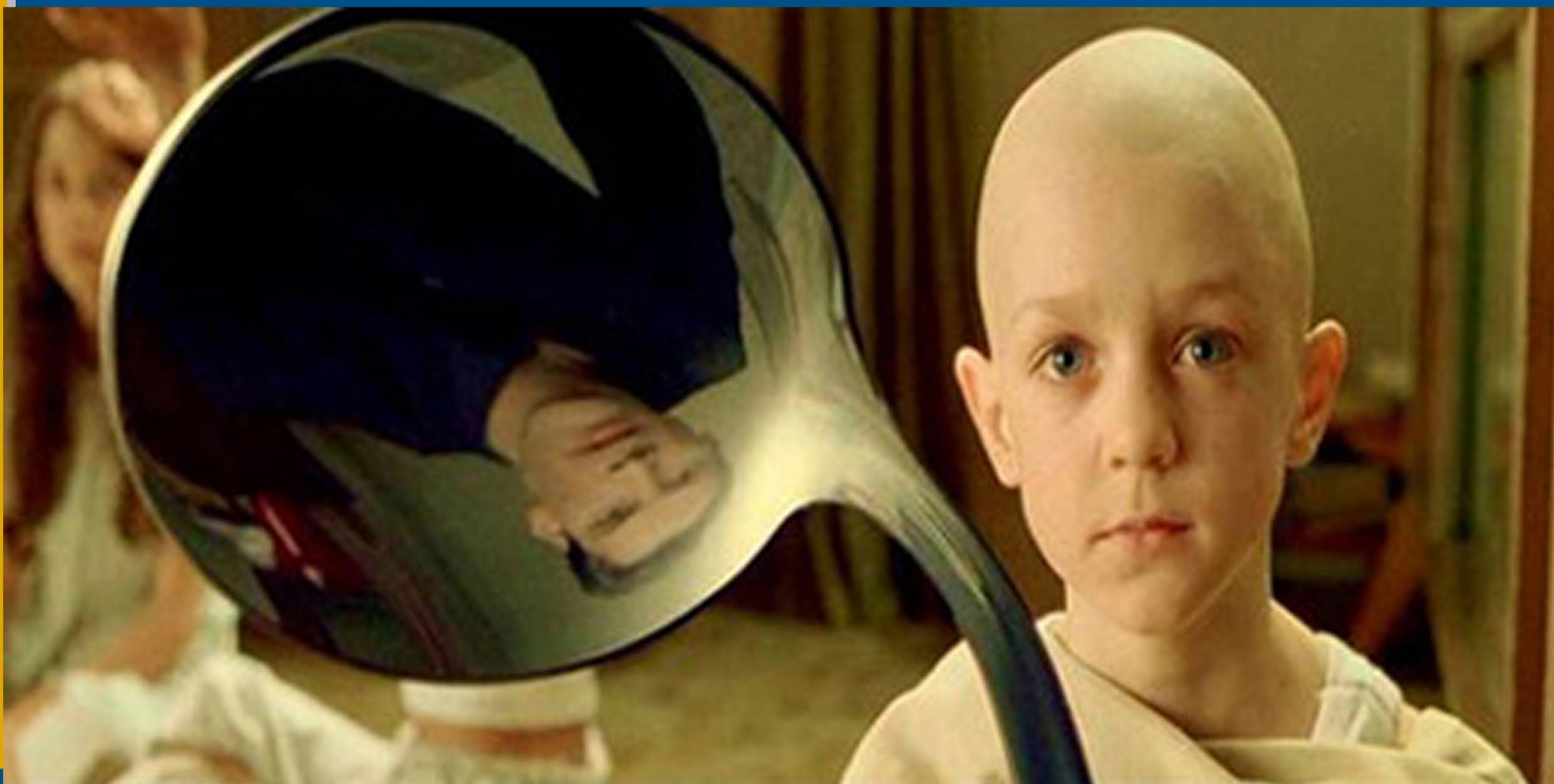


The ability to bend a spoon with your mind is a staple for magicians and illusionists, and learning to do this skill seamlessly will always enhance a performance. Since this is such a popular trick, there are various ways of doing it. Let's walk through two different ways to do this trick. Choose which method fits you best according to your magic preferences. One way to do this trick is to have two, separate pieces prepared. You need a spoon that is already bent and a straight stem that is separate from this spoon. You will be relying on sleight of hand and angles to complete the illusion. When you begin the trick, you will have the already bent spoon in your hand, and you will position your fingers to hide its stem from view.

The straight stem will be held as if it is coming out of the spoon, giving the illusion that the spoon is straight. When you're ready to bend the spoon, you should slowly release your grip on the straight stem. Doing so will allow it to fall gradually down to rest on top of the spoon's already bent stem that is hidden. Once you complete the bending, keep the straight, separate stem hidden in your hand as you pull the pre-bent spoon out by the bowl and draw the audience's attention to it. Viola! You've bent the spoon. Another way to complete this illusion is to not just bend the spoon with your mind, but to totally break it! To do this trick, you will need a pre-cut spoon that has been cut almost the whole way through. Pick up this spoon. Show it to the audience, and let them know that you are going to focus your energy on it as hard as you can. Be sure to be holding the spoon between two fingers on the break so that it seems to be in one piece. While you seem to be concentrating your energy, you will really be snapping the spoon along the cut. Squeeze tightly so that neither piece slips. Then, begin bending the spoon.

Hold the spoon horizontally so that the audience can get a good look at it, and keep pressure along the break point. Gradually release this pressure so that each side will begin tilting towards the ground. Once you release enough pressure, the pieces will fall apart showing that you have cut the spoon with your mind. Who knew breaking a spoon was so easy? With these two techniques, you'll be able to show both fan and skeptic alike your ability to bend or break a spoon. Perfect both styles to add the greatest versatility to your magic repertoire.

# Psychic Spoon Bending





Doug says that he drew his inspiration from a James Delman piece, "Grave Decision."

# Spiritual Attraction

**"P** psychometry," states the Mentalist, "is defined as, '...the ability or art of divining information about people or events associated with an object solely by touching or being near to it.'

It is an intuitive skill and can be easily demonstrated." He opens a small jewelry box and takes out three rings; one with a cameo, a second with a yellow stone, and another with a cluster of pearls. All of the pieces appear to be old, perhaps antique. The final item taken from the jewelry box is a manila coin envelope from which is removed a photo of an elderly woman. "My great aunt Hazel owned one of these items and wore it almost every day. This is her photo;" the performer chuckles, "when she divorced Edgar she snipped off his side of the snapshot." "Pick up the rings, one at a time," instructs the Mentalist, "and hold each of them over the photo. Sense what your intuition tells you. Perhaps you'll imagine one ring getting heavy, or warm. Or your intuition might sound a little bell in your inner mind. If one ring seems to be drawn to the photo, place it near the photograph." After holding each of the rings, the participant places one - the cluster of pearls - next to the photograph on the table. "Amazing," remarks the performer, "it seems to happen every time. Here, see what I mean..." He opens the manila envelope and dumps out onto the table the other half of the photo. When the halves are matched together, the ring on Hazel's hand is the one with the clustered pearls! The hardest part is finding an elderly couple to pose for the photos. After you've obtained three antique looking rings, put your camera on a tripod and arrange your models into a pose which shows her hand to good advantage. Take several photos, one with each ring on her hand, moving her hand as little as possible. When the photos are developed, cut one of them in half, right down the middle between the two people. Use the woman's half of the photo as a guide for trimming the other two so her hand lines up with her arm in every shot. Then trim each assembled combination to the same size. Using a Larry Becker idea, cut two other manila envelopes to make panels which will fit into the third one, dividing it into three compartments. The first panel is about 1/4" shorter than the length of the envelope and the second one is 1/2" shorter. Thus you can insert your fingers into the envelope and easily direct them into the appropriate compartment containing the photo half which matches the participant's choice. Squeeze the envelope by the sides to keep it open to the compartment you wish and empty the contents onto the table. The photos in the other compartments remain trapped in the envelope.



# OUTSIDE INTERESTS

## COLD READING DEMOGRAPHICS

Even though this material is based on stereotypes, all of the associated lines are very positive and affirming.

### HOW TO GAIN TRUST USING COLD READING

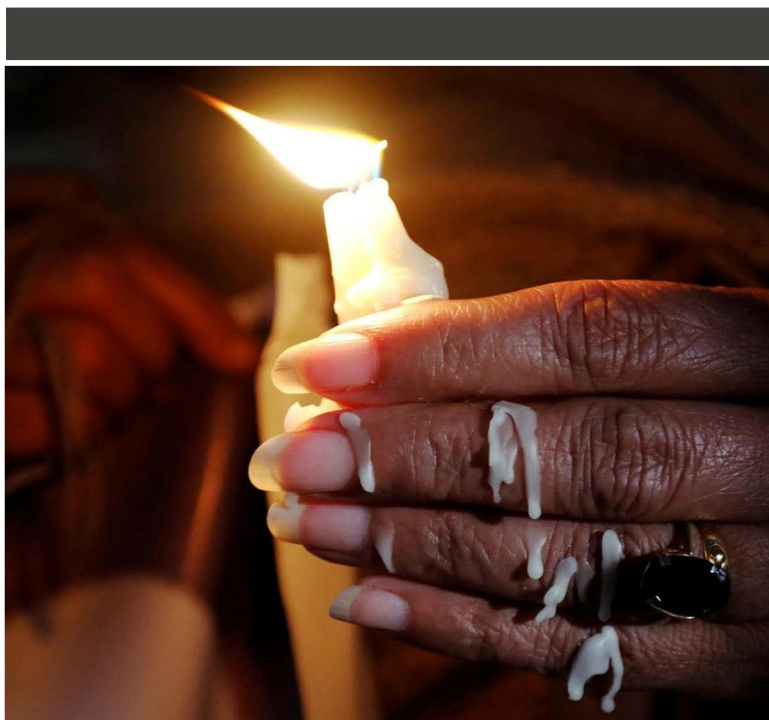
Living in and providing readings in a large city like Los Angeles, enables one to encounter a wide variety of people. This goes double if one does a high volume of readings in clubs or restaurants. Although the following information may appear stereotypical, drawing on some rather politically incorrect observations, there is a surprising 'grain of truth' in each of them.

Young to middle-age Filipino women tend to be nurses or in similar support areas within the medical field. In fact, some medical facilities actively recruit in the Philippines for labor. "Your heart line has a decided healing quality; the same indication that many nurses or physical therapists have." Please note that the line is paraded by them, not blatantly expressed, "...are you a nurse?"

Educated and well-spoken Indians and Pakistanis are often in medical school or are doctors already. "You have the mind to use your skills to help and heal. I saw a medical student last week whose palm had a nearly identical line." Middle-eastern types, Syrians especially, tend to gravitate toward the garment business (known as the "rag trade"). Almost all tend to be entrepreneurs. There is something wonderful about the free market spirit these folks seem to radiate. "You have the power to put together an idea which other people could use.

It's amazing that many designers and retailers have this same component." Vietnamese who wear soft, used (but not fashionably faded) denim are frequently senior employees on the sewing floor of the garment trade (sweat shops). They confirm lots of hits when told of raising cash to buy more sewing machines. Others whom we refer to as "boat people" seem to fit into this generalization; industrious, forward-looking, and thrifty. "You have the discipline and persistence to provide things which others want, but a key element - something you need - that will help you be even more productive is just out of reach.

As little as two or three thousand dollars would do the trick." Personal experience shows that almost all Asians identify strongly with the word 'persistence' when it's used in context. Medical or engineering school seems to be the area of interest for many Taiwanese students. It has been well documented within the education fraternity that Asians do well in technical subjects, often edging out Anglos and other minorities in college entrance exams. "You have the ability to solve problems, to analyze things. You would do well as a scientist or engineer because you can get to the crux of a problem quicker than most."



### OTHER NEWS.....

Tough and trim looking W.A.S.P.-ish types tend to be in or associated with law enforcement. The tip-off is a controlled, collected manner. They have a strong sense of right and wrong. "I see you standing in a position between right and wrong as a buffer between good and evil." This line also works for military personnel. Taller trim & lean types (especially if they wear those shiny wire rim glasses ala William Sessions) are with, or thought about becoming a member of, the FBI, BATF, etc. A good line which scores like a Patriot missile is, "You can do things in a covert manner. If you were in law enforcement, you would excel in maintaining a low profile and in quietly blending into the background - like a plainclothes detective or FBI/CIA agent." Spouses of the above appear to act out marriage roles that were more the norm a generation ago (traditional family values). At a recent party attended by cops, sheriffs, and their wives, it seemed almost like going back in time 30 years! Koreans connect with statements like, "Something very close to you was wrenched away and it seems no one cares. You feel invisible and somehow blamed for others' actions." In Los Angeles, an average of one Korean shopkeeper is murdered every month. Many Koreans feel the 1992 riots have never stopped, but have been edited out of the news instead.

For some strange reason, Iranian nationals (and a few other middle eastern types) seem to want to be in trendy businesses. "You have the ability to commercialize creativity, to take an idea and put it into profitable action. You could design a popular nightclub or start a fashion trend."

Young girls (6-14 years) who have that wholesome, Marsha Brady look often have thoughts about being veterinarians or working with animals. "Your heart line reveals the ability to comfort and heal small animals or children."

*Holmes and Watson meet Mycroft Holmes in this Paget illustration from "The Greek Interpreter"*

INTERNATIONAL MAGAZINE FOR MENTALISTS & MAGICIANS





TIME  
OUT

The Mentalist says, “Persons who have traumatic experiences such as automobile accidents often recall an unusual perception. During the crisis, the flow of time seems to slow down. Events occur at a snail’s pace as the alerted brain goes into mental overdrive.” “It usually takes a powerful stimulus to trigger this phenomenon,” continues the performer, “but sometimes intense concentration can serve the purpose. Would you like to try to alter your temporal perception?” When the participant agrees, he is asked to remove his wristwatch.

The Mentalist suggests, “For this demonstration, you must be totally relaxed. Even the effort of lifting your arm to view your watch might be too distracting. I’ll hold it so you can see it.” “Please sit in your chair with your hands folded in your lap and your spine firmly against the back of your chair.” advises the performer. “As you view the face of your watch, focus upon the sweep-second hand and say to yourself, ‘Slower...slower...’ keeping that thought uppermost in your mind until you sense a result.” The performer holds the watch by its strap, displaying it at a comfortable viewing distance for the participant. As the helper concentrates, the sweep-second hand continues its measured arc around the watch dial until it seems to hesitate. And then the watch stops! Only when the participant reacts, usually looking away from the watch to the performer’s face, does the watch begin its syncopated ticking once again. “Judging by the look on your face,” offers the Mentalist, “you just experienced a subjective time warp. Did you?” Of course the participant will always answer in an amazed affirmative. The secret is a small magnet and the battery powered watch worn by the participant. The magnet is of the type ladies use to affix earrings which are not for pierced ears and are usually of the rare-earth variety, quite powerful for their size. A postcard addressed to Edmund Scientific Co., Barrington, New Jersey will bring their catalog to you which offers a selection of magnets (as well as a cornucopia of other hard-to-find goodies). Affix a small piece of sticky-on-both-sides cellophane tape to the magnet so it will adhere to your finger or hand. The precise location of the magnet is up to the individual, but near the tip of the third finger works well. When the watch is held by its strap, the magnet on the third finger will be directly behind the watch. The exact spot to position the magnet against the back of the watch will vary according to the watch design. It’s usually between the 5 and 6, but a little experimentation will prove helpful.



— *More awards shows to enter* —

# MORE TROPHIES TO SIT ON

