

Address AIGA mail to Joplin, Mo., U. S. A. "for the duration". AIGA moved to Joplin to get office help when our staff, one by one, went into Service or War Work.

Grapho-Analysis

A lesson in self-explanation, in understanding of others, broadened thinking, in hope for the future through knowledge and added faith in life and in people.

Prepared especially for the American Foundation of Grapho-Analysis, by M. N. Bunker, Founder of grapho-analysis.

WHAT YOUR HANDWRITING REVEALS

No matter what your mental make-up or what complexities of personality you may have, you show yourself in your handwriting. You reveal intimate mental habits that lie back of your actions, as you use either pen or pencil in preparing a written page. This writing is a permanent record of you, so long as the pen-strokes of which it is made, lasts. You may write on a blackboard—you may even write in the sand on the seashore, and still reveal the depths of your character.

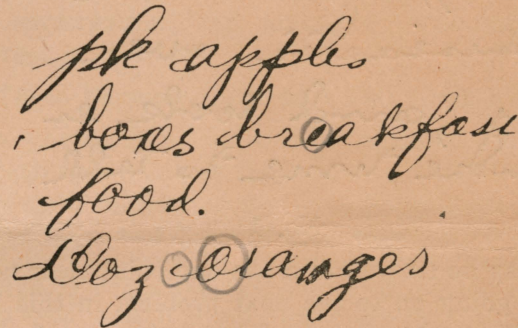
This applies not only to yourself, but to the people who write to you, and those you meet in the course of a day's affairs. Take a few lines of a complete stranger's writing, and you may be able to distinctly picture how the man or woman will act under any given circumstances. This is not magic, but the application of simple principles that can be learned by you, either at home or in a class. It requires only a few minutes a day to learn principles, and then to PROVE for yourself the accuracy of those principles.

What About People?

Do you like people? If not, why not? If so, why? Handwriting answers these questions so exactly that you can take that of a person you have never seen—even that of a man or woman writing in a language that is unfamiliar to you, and you can know at once whether you will like that writer, whether you will trust him or her.

This is important because today a large part of your association in business and social life has to do with people whom you need to know and understand. It is even essential that you understand motives, reasons back of actions; **that you know what to expect.** Grapho-Analysis gives you this knowledge which is so valuable in dollars and cents and in daily happiness.

An example of the value of such understanding of strangers came up in my early practice of grapho-analysis. A printer who did a great deal of work for me joked frequently about grapho-analysis, calling it "fortune-telling". Even though I had taken the writing of various men in his organization, and without knowing any of them, had described their actions and interests accurately, he was still skeptical.



pk apple
boes breakfast
food.
Coz oranges

One day his errand boy brought to my office a half dozen lines of writing with the printer's request that I make my analysis, and send it back to the printing house immediately. A single glance at the writing told me that the writer was a crook at heart; that he would steal, deceive, defraud, and in other ways betray confidences or responsibilities given to him.

It was easy to turn the scrap of paper over and write, "Do business with this man and inside of six weeks he will steal your shirt."

A few minutes later my phone rang, and the printer told me with pointed humor that for once I had stumbled. The man who had written those few lines was an applicant for a sales job in his organization; he created a favorable impression and had references from preachers, lawyers, and substantial business men. I was mistaken. **THE PRINTER SAID SO.**

However, within six weeks the man who did the writing was in jail for forgery, bad checks, falsified orders. "He laughs best who laughs last" held good, and proving a point that every business man knows, i.e., that a reference is rarely given unless the person giving it is sure it will be good. "Salted gold mines" in the fields of character reference are all too common for the average employer to give much consideration to a letter of recommendation.

In this case the salesman used names of men who knew him casually—who were acquainted with his "good side," but not the **inside** of the fellow's character. These men gave him a good word without knowing they were mistaken. Like the printer they looked on the outside. The printer in turn accepted their lack of knowledge, and so lost hundreds of dollars worth of stock on

falsified jobs that were not ordered, but on which he paid commissions.

In the years since I have heard that printer tell the story over and over again, because his \$600.00 loss converted him to grapho-analysis. My remark based on this scrap of writing was not hit and miss. It was backed up by just such evidence as you will recognize, once you have studied grapho-analysis and learned for yourself how to "read handwriting".

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more time to tell*

No. 1

It may be as well to make one point clear now, before going on to the next problem in this lesson. You analyze handwriting, but primarily you learn to understand or recognize the strokes out of which all handwriting is built or created, just as you first learned your a, b, c's. It was not hard to learn your letters, and it is not difficult to master grapho-analysis. After you learned the twenty-six letters of the alphabet you began combining those letters into syllables, then the syllables into words. You do the same with handwriting. You learn strokes, and then how to read those strokes as they are combined to make letters. Following this fascinating method you move steadily forward to a thorough master of grapho-analysis, and find that you can pick up a specimen and get a photographic picture of the writer's character almost in the twinkling of an eye.

As you go with me through the solution of our next problem you will gain an intimate understanding of certain human characteristics as revealed in handwriting and which are of great importance in judging men and women.

My client whom I shall call Mr. Richards because that is not his name, had been going over details of other analyses when he pulled several letters from his pocket, and asked me to make confidential reports on the writers.

"Two years ago my wife died," he explained. "I have a little girl twelve years old, whom I have been trying to mother and I have about given it up as a bad job. I have been corresponding with these ladies, whom I have known for a long time, but I would like for you to tell me which one will prove a permanent companion for me, and a good mother for my child."

I have numbered the specimens which he gave me, and as you work with me now, we shall see just what kind of man he was, and also study the women with whom he was corresponding. As we do this you will uncover definite character principles and rules which you can test out on your own friends and associates. Memorize these rules because they are important.

This first specimen is written by Mr. Richards. His strokes are light and decidedly backhand. This backhand writing, when you have light pen-strokes, is evidence of a reserved character that is never very expressive of feeling. Such a man or woman may have some very great disappointment or some surprising joy but the face and general actions will not show any extreme or even highly expressive reaction. Instead such people take things as they come, or seem to do so.

When you look closely you will find the words "you" in the first line, "took" in the third line, and "more" in the fourth line, also "time" in the same line, have rather long finishing strokes. These long finish strokes show true generosity. As a result we know that Mr. Richards is a reserved and quiet man, who is very generous with those with whom he is associated. There are two other principles illustrated in this writing that you will do well to master. Notice how the letter "d" in the word "and" is made into a loop. A very large "d" loop instead of a d-stem indicates a writer who is very sensitive.

*have a te
hand we
enclosed,*

No. 2

This is the writing of a lady; it slants well forward and the strokes are at least twice as heavy as those in the previous specimen. She makes very tall "d" stems that are very straight and when you look closely, you will find the distance between the letters of each word is about the same. The slant of her writing is forward showing an expressive nature; one of those expressive women who like to meet people, who show their pleasures by a happy ring in the voice, or sparkling eyes, and whose sympathies are expressed in an open manner. As you study the final strokes on "have" and "a", and "hand" and "enclosed" you will find them long—or generous.

The lady has a generous nature; one that is not only sympathetic and expressive of generosity, but one who wants to do for others, wants to give to them.

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the State of New York. Study the signature. It slants far forward showing a highly responsive emotional nature. The down-strokes are blunt—a sure sign of decisive, even blunt thinking. The “o’s” are open, indicating ease of verbal expression. These “o’s” explain the fireside chats, the direct conversational style of the man who has been rated one of our greatest radio speakers. The “i” is dotted close to the point, showing attention to details, a retentive memory.

Unexpected Revelations in Unusual Places

Jack Dempsey.

Jack Dempsey's signature does not reveal any great love for physical sport — but it tells

Siegmund Klein.

the story of his success — it gives the

reasons for that success more directly than any writer has done. The Siegmund Klein story is the one we study here however; a story told in just a few pen-strokes. Mr. Klein conducts one of the great physical culture studios in this country; probably the greatest of its kind, but his writing has the small letter “e” made like a capital “E”. This signifies culture, even literary ability—and Klein has written books. They are on body building and his profession, but they have a distinct polish of expression that show the literary quality of the man. When you find the small “e” made like a capital, look for literary interests. The writer may be ignorant, lacking in education, but the tendency for the finer things will crop out in spite of environment and lack of training.

On the other hand there are many men and women who fail in life in spite of having real talent. The writer of this specimen is one of them. It does not take a seer, a mystic, or a gypsy to look ahead and tell this girl will not win nor see the fulfillment of her dreams. She has ability. She can do many things—but she lives in a perpetual desire to do something different. She has individual qualities of character sufficient to build a real future, but she does not understand herself.

Eventually she will be blamed for failing, because outsiders do not understand her any better than she understands herself. The truth is however, that she will not be to blame, unless she learns the truth from a grapho-analyst who can take her writing and help her. In her daily life she impresses her friends and strangers with her ability. She has talent. Naturally people expect much of her but they do not know her; they do not see the weakness that is ruinous.

In exactly the same way men and women may succeed, not because of outstanding talent, but

because they have various qualities of character that support one another—that lay the foundation for a strong life. One of the most successful women in the country in her field sent me her writing years ago. She did not show talent, but she showed, in summing up her ability, enough strong qualities to enable her to succeed. She used them, and today her name is known to thousands for her success built on use of her ability, and her understanding of herself gained through grapho-analysis.*

*It to decipher
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- I can't stand
- I like a
- y. For it hurt
- I'm hard give
- by a type -
- some or join
- I mean it!*

What is Your Guess About This Writer?

It never pays to guess about anyone. In the truth lies safety, but the women who received warm, affectionate letters from this man trusted

*Will you write for me?
you may care to ask for
best of my ability and my
all you will be considered
I have a small photo of
you would be greatly
pleased. - Please me
and cause for regret that
tell me what about you*

him, and—they died. Just as simple as that. He was a scoundrel, a liar, selfish, sexual—but he wrote glowing lover-like letters—and then murdered his sweethearts. “They did not know” but it is also a fact, **THEY COULD NOT HAVE MADE THIS HORRIBLE MISTAKE OF TRUSTING**, if they had known even the simple principles of grapho-analysis. For you, long before you are through your training, will be able to pick a “dead-beat”, a scoundrel, a wishy-washy weakling; you will know how to identify loyalty, and intelligence and dependability. You will **KNOW** how to **KNOW PEOPLE**, yourself included. That is what grapho-analysis offers you.

*Name of this writer on request.