

*The*  
CALOSTRO  
MIND  
READING  
ACT

BY

*Ralph W Read*



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# THE CALOSTRO MIND READING ACT

A New, Complete, Improved System for Presenting an Act Demonstrating  
*"Transcendent Mentalism", or "Thought Projection"*

CONCEIVED *and* ARRANGED

*by*

RALPH W. READ



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## PUBLISHER'S COMMENT

This system is, without doubt, the crowning achievement in this line. The author, an exponent of the mystic art for over thirty years, and former magic dealer, is widely known for his many original contributions in the field of Mind Reading, Spiritualism and Psychic Phenomena. Among these world-famous creations were the "Wireless Mind Reading Act," the Talking Teakettle," the "Spirit Telephone," the "Improved Reading of Written Messages," etc. These are all outstanding effects and you will find this is equally true of "The Calostro Mind Reading Act."

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## THE CALOSTRO MIND READING ACT

**T**HIS act is the result of the author's many years' familiarity with, and study of, all the various methods and systems employed by Mentalists of every type and character, single, or "one man" acts, and those requiring two or more persons. In the Calostro System all writing has been eliminated on the part of both audience and performers hence there are no question slips to collect, switch, or handle. No mechanical equipment is employed and therefore nothing to install, nothing to get out of order, nothing for inquisitive stage hands to "discover" and no baggage to handle. No "signs," or motions are used since these are more or less obvious, and, with any distance between the performer and medium, are often indistinct and unreadable. Nor are the usual codes employed—those terrible jumbles of words that don't fit together in sequence, and sound like a half-wit schoolboy stumbling around for words to express himself, with the entire audience aware of the fact that the performer is trying to "code" something to the medium. And last, but not least, the curse has been removed from the terrible job of memorizing that is required in all mental acts using lists of questions or articles. Anyone who has committed to memory those long lists and their identifying numbers knows what a nerve-racking job it is, and how difficult it is to keep it all straight in the memory even with regular daily study.

So far, you have been told nothing to indicate just what the Calostro System is based upon, and you will be pardoned if you are a bit restless at this point. But the drawbacks and difficulties of the old methods have been pointed out in order that you may fully appreciate the wonderful ease and smoothness with which this new system can be presented.

### WHAT IS THE CALOSTRO MIND READING ACT?

It is a new, complete and perfect system for doing the "Question Answering Act," requiring two persons whom we shall call the performer and the medium. Once acquired, you are ready to present the act on a moment's notice, at any time or place, stage, hall, platform, club, residence, or on the open prairie—all you need is an audience who have questions they wish answered.

The Effect:— After a short introductory talk, the medium, usually a lady, is introduced and may be seated, or remain standing. She may be genuinely blindfolded, if desired. The audience is requested to merely think of any questions they wish answered—questions relating to business, finance, travel, health, love, marriage, etc. The performer says, "I will now step down among you—are you ready with your questions?—one at a time, please." He locates somebody who has a question, leans over, and in a whisper, asks the party to whisper the question in the performer's ear. This party is then directed to raise his hand for identification, and say, "Please answer my question."

Without a moment's hesitation, the medium proceeds to outline the nature of the question, and gives a suitable reply. In the meantime a second person with a question has been located by the performer who stands quietly motionless until the medium completes her answer to question number one. The instant she finishes her answer, the performer has the number one questioner verify it, whereupon number two raises his hand, says "Please answer my question"—and the performance thus continues in snappy fashion without waits or interruptions from start to finish.

### THE SYSTEM EMPLOYED

Although a verbal code is used to transmit the questions from the performer to the medium, this is so beautifully worked out that it will never be suspected. Years of careful study have been given by the author to this important part of the system. The Code Words are not only kept to a minimum, but were chosen because of their seeming similarity to the audience. Another important point was the selection of Code Words which have the greatest interchangeable use, thus making the performer's remarks smoothly natural and very brief. This is a very valuable feature of this act because——

ALL OF THE PERFORMER'S REMARKS ARE ADDRESSED TO AUDIENCE AND NOT TO THE MEDIUM.

The few remarks made by the performer appear to be only the natural and casual directions which are necessary to guide the cooperative actions of the audience.

IT IS IN THESE REMARKS THAT THE PERFORMER SUBTLY AND QUICKLY "CODES" THE QUESTIONS TO THE MEDIUM, UNKNOWN TO THE AUDIENCE, AND NEVER EVEN SUSPECTED.

The performer, in a few words, directs the questioner what to do, the questioner's hand goes up, he (the questioner) says, "Please answer my question," and the medium starts. To the mass of spectators, the performer is mostly in the background, silently waiting to verify the last question, and direct the next questioner when to make his request.

THE GREAT MAJORITY OF THE AUDIENCE ARE NOT AWARE OF THE FACT THAT THE QUESTIONS ARE WHISPERED IN THE PERFORMER'S EAR.

Of course, the performer must know the question in order to code it to the medium, but if anyone objects to whispering his question to the performer, the latter simply states that he must judge the propriety of all questions offered. Once in a lifetime the spectator may still refuse to whisper it, in which case the performer assumes it to be improper and goes to another questioner.

The medium never addresses the performer nor does she ever ask any questions, or for any confirmation, from the spectators. In other words, there is no "fishing" for information, and no interruption to her speech as she gives the complete answer to the question. The perfected code is given on a later page but before discussing it in detail, certain facts should be pointed out regarding——

## THE FUNDAMENTAL PRINCIPLE RELATING TO QUESTIONS

While thousands of questions may be propounded, an analysis reveals the fact that all of them may be "boiled down" to about a hundred or so. People in general are not aware of this, having never given it a thought. It means nothing to them, but it is of vital importance in an act of this kind. Our system doesn't have to handle very much in order to cover practically everything that will be asked.

After analyzing thousands of questions propounded in actual mind reading and spiritualistic work, a list of 110 basic questions was found to cover about all that are likely to come up. A list of the "standardized" questions is given herein, and forms the basis of the act. The blank spaces which appear in many of the questions are for the filling in (mentally) of the detailed information as to the person, place, article, etc., involved in the question offered. All of this information is coded to the medium, and with these facts in her possession, she is able to give "readings" that truly seem miraculous.

## MEMORIZING MADE EASY

Of course, the Question List, the Code Words, etc., must be memorized by both the performer and the medium. But the author has made this easy by the application of a system of "artificial memory" otherwise known as mnemonics. This is based on the association of ideas and is quite simple. Make no attempt to memorize the Questions, or Code Words, until you have mastered the following easy lessons—

### KEY LETTERS

- 0—means "s" or "z" (cipher is pronounced as though it starts with "s," and "z" is the first letter of "zero").
- 1—means the letter "l" (The figure one (1) is made with the letter "l" on the typewriter).
- 2—means "n" (Typewritten "n" has two down strokes)
- 3—means "m" (Three down strokes).
- 4—means "r" (Sounds like "Four" and is its last letter).
- 5—means "f" or "v" (Both in the word "five." Also "V" is Roman for "five")
- 6—means "b" (Same shape and general appearance).
- 7—means "t" or "d" (Extend top of 7 and you have T. "d" sounds like "t").
- 8—means "sh" or "ch" (Not much reason for this but not hard to remember).
- 9—means "k" (Think of "Canine" which is pronounced as though "Kanine" [K-9]).

IT IS THE SOUND WHICH COUNTS SO ALWAYS REMEMBER THIS AND THE REST WILL BE EASY.

You will learn the foregoing in five minutes so you can quickly call the letter for any figure, or the figure for any letter.

Then learn the following list of numbers and words. You will note that the Key Letters just given, are the only consonants pronounced in these words—in “sue” you pronounce only the consonant “s”—“sue” therefore means “s”—and “s” means the cipher, or zero (0). In “nee” you will get the letter “n”—and “n” means the figure (2). And so on with the others.

0—sue	5—if
1—oil	6—boo
2—nee	7—it
3—amo	8—sh (hush!)
4—arrow (aro)	9—K.O.

After a few minutes you will have the above down pat, then take the following list of double numbers which represent words made up from a combination of the two letters which correspond with the single figures—(12) is “L”-“n” and the word is “lion,” etc.

07—(s-t)—sight (site)	58—(f-sh)—fish
12—(l-n)—lion	63—(b-m)—bomb (last b is silent)
24—(n-r)—Nero	77—(d-d)—deed
35—(m-v)—move	89—(ch-k)—check
45—(r-f)—roof	90—(c-z)—cozy

The above twenty numbers and corresponding words are a part of the “Key List” which follows. From these examples you will readily grasp the principle involved, and the next step is to learn the whole Key List from (0) to (99). You will find it quite easy to take any number, say, (58), and instantly know that it means “fish.” Or, take any of our Key Words such as “nun” and right off you will think of (22). The complete “Key List” will be found on the page immediately following this one.

The beauty about this system is the fact that once having learned the Key List, you remember it without any effort—numbers suggest letters, and the letters suggest the Key Words, or vice versa. You may learn them in order but after that the words or numbers will come to mind regardless of any order. Having acquired the foregoing, you are now ready to take up the next step which is—

### MEMORIZING THE QUESTIONS

These are to be committed to memory through the use of the Key Words which you should now know perfectly from (0) to (99). Let’s take the first question from the list given on a later page and see how our “artificial memory” system is applied:—

- 0—Will case be (1) appealed?  
(2) postponed?  
(3) settled out of court?

“Case,” of course, means a court case, or lawsuit—somebody decided to prosecute or SUE somebody else—SUE means “s”—and “s” means zero (0). Quite simple isn’t it? The question suggests the number, and the number suggests the question. This same principle applies throughout the whole list. The above question happens to have three Variations, and so do some other questions. How these Variations are handled will be explained later, as will also the method for filling in the “Blank” spaces which appear in many of the questions listed.

“KEY LIST” OF NUMBERS AND CORRESPONDING “KEY WORDS”

0—sue	18—leech	46—robe	74—tar
1—oil	19—lock	47—rut	75—tough
2—nee	20—noose	48—rich	76—tab
3—amo	21—Nile	49—rock	77—deed
4—arrow	22—nun	50—fez	78—dish
5—if	23—name	51—fool	79—tick
6—boo	24—Nero	52—fan	80—shoes
7—it	25—knife	53—fame	81—chill
8—sh	26—knob	54—fairy	82—chain
9—K.O.	27—note	55—fife	83—sham
00—S.O.S.	28—niche	56—FAB	84—share
01—sale	29—neck	57—fad	85—chief
02—sign	30—Mose	58—fish	86—Sheba
03—seam	31—mail	59—fake	87—sheet
04—seer	32—moon	60—biz	88—choo-choo
05—safe	33—Mum	61—bull	89—check
06—S.O.B.	34—mire	62—bone	90—cozy
07—sight	35—move	63—bomb	91—call
08—sash	36—mob	64—bar	92—can
09—sick	37—meet	65—Buff	93—come
10—lease	38—match	66—boob	94—car
11—lily	39—Mick	67—bid	95—cafe
12—lion	40—raise	68—bush	96—cab
13—lame	41—role	69—book	97—cat
14—liar	42—rain	70—ties	98—cash
15—life	43—room	71—tale	99—cake
16—lobby	44—roar	72—tin	.....
17—lot	45—roof	73—tomb	.....

After each question on our list, the Key Word for that question is given together with any explanation deemed necessary to show the tie-up between the Key Word and the subject matter of the question. This will aid you in forming the "mental pictures" which are suggested by the associated ideas. In reading, or memorizing a question you will, of course, memorize it in skeleton form if there are any blank spaces for "Fill-ins". Any such question may be read as per these examples:—

00—Will "Blank" assist "Blank"?

28—Who will win the "Blank" contest?"

#### LIST OF QUESTIONS

- 0—Will case be (1) appealed? (2) postponed? (3) settled out of court? \* (sue)  
—court case—lawsuit—sue in court.
- 1—What, or who, caused (1) accident? (2) damage? (3) fire? \* (oil)—often  
the cause—slippery streets—fires.
- 2—Who forged (1) check? (2) signature? (3) will? \* (nee) means "born"—  
suggests "name" because used to indicate the maiden name of a mar-  
ried woman, hence think of a forged name.
- 3—Which one loves me best? \* (amo) Latin word for love.
- 4—What caused (1) broken engagement? (2) separation? (3) trouble? \* (ar-  
row) Cupid's arrow did the dirty work.
- 5—This cue means (1) Insincere. (2) No. (3) Yes. \* (if) The question is of  
a doubtful nature.
- 6—Who will get custody of (1) child? (2) children? (3) property? \* (boo)  
The cry of a child.
- 7—What will be the sex of (1) baby? (2) grandchild? (3) niece or nephew?  
\* (it) humorous association, assuming some joker would answer "The  
child will be an "it".
- 8—Who is the author of anonymous (1) letter? (2) phone call? (3) telegram?  
\* (sh) meaning "hush!",—don't tell on me!
- 9—Who poisoned the (1) animal? (2) cat? (3) dog? \* (K.O.) meaning Knock-  
Out drops, or poison.
- 00—Will assist—? \* (S.O.S.) The wireless call for help.
- 01—Will—make sale or deal? \* (sale).
- 02—Should—sign the papers? \* (sign).
- 03—What is in—pocket? \* (seam) in the pocket.
- 04—Is—psychic or mediumistic? \* (seer) a medium.
- 05—Who stole the—? \* (safe) contents stolen.
- 06—Are statements about—true? \* (S.O.B.) a mean person—son of a gun!
- 07—Will—see—again? \* (sight).

- 08—Is—pregnant? \* (sash) picture a girl wearing a large sash to hide condition.
- 09—Is—(1) going to get well? (2) well? \* (sick).
- 10—How long will—live at present address? \* (lease).
- 11—Will—make up? \* (lily) a peace offering after the argument.
- 12—Will—win the—contest? \* (lion) the King of Beasts always wins.
- 13—Will—recover? \* (lame).
- 14—Can—trust—? \* (liar).
- 15—What is—(1) age? (2) birth date? (3) life expectation? \* (life).
- 16—Where will—find—? \* (lobby) think of all missing articles as being lost in a theatre lobby.
- 17—Should—buy property? \* (lot) a building lot is usually the first real estate purchase.
- 18—Will—live with—always? \* (leech) will stick like a leech.
- 19—Will—get out of trouble? \* (lock) troublesome to get out of.
- 20—Should—make a change? \* (noose) would you want to make a change if a noose hung over you?
- 21—Will—travel? \* (Nile) the river in Egypt—delightful travel.
- 22—Will—have (1) any children? (2) more children? \* (nun) not supposed to.
- 23—What is—name? \* (name).
- 24—Who will be elected—? \* (Nero) the powerful King and first election grafter who personally counted himself in when the voting was over.
- 25—Is it advisable for—to have an operation? \* (knife).
- 26—Where will—spend vacation? \* (knob) meaning Bald Knob, famous vacation spot.
- 27—Did—leave a will? \* (note) they found only a note re- his property.
- 28—Who will win the—contest? \* (niche) and thus get a niche in the Hall of Fame.
- 29—Is—married? \* (neck) got it in the neck.
- 30—Will—get back the money loaned? \* (Mose) the pawnbroker.
- 31—Will—get letter from—? \* (mail).
- 32—Will—future be better than past? \* (moon) future is read in the moon.
- 33—Will—stop (1) drinking? (2) gambling? \* (Mum) a brand of champagne.
- 34—Will—be able to pay debts? \* (mire) party is in the mire.
- 35—Will—move? \* (move).
- 36—Have—any enemies? \* (mob) enemy of everybody.
- 37—Will—get or keep appointment? \* (meet).
- 38—Will—marry one now going with? \* (match) is it a match?
- 39—Will—patent or invention prove successful? \* (Mick) an Irish “Mick” named “Pat. Pending” is credited with the invention of nearly everything.



- 40—Will—salary be raised? \* (raise).
- 41—Is—career to be—? \* (role) role, or career in life.
- 42—What will the weather be—date? \* (rain).
- 43—Where will—make home? \* (room) no home, just a room.
- 44—Is—in danger? \* (roar) suggests danger.
- 45—Shall—sell property? \* (roof) with an old leaky roof!
- 46—Will—go to college? \* (robe) cap and gown.
- 47—Will—be promoted? \* (rut) get out of the rut.
- 48—Will—ever be rich? \* (rich).
- 49—(1) Will—get insurance? (2) insurance money? (3) Should—keep insurance? \* (rock) The Rock of Gibraltar, the trademark of the Prudential Insurance Co.
- 50—Will—marry again? \* (fez) cap worn by the harem keeper—many wives.
- 51—Will—be happy? \* (fool) always happy.
- 52—Does—love or care for—? \* (fan) some doubt about this coquette who waves her flirtatious fan.
- 53—Will—be successful—date? \* (fame) —the reward of success.
- 54—What about (1) a “hereafter”? (2) “spirit” return? (3) the world coming to an end? \* (fairy) directs our destiny.
- 55—Will—join (1) army? (2) navy? \* (fife) fife and drum corps.
- 56—Should—join (1) Catholic Church? (2) Christian Science Church? (3) Church? (4) Union? \* (FAB) name of a cleaning powder—purification!
- 57—Will—new venture be successful? \* (fad) only a fad.
- 58— —will get how many (1) ducks? (2) fish? (3) game? \* (fish).
- 59—Can—trust the (1) doctor? (2) lawyer? (3) nurse? (4) servant?  
\* (fake) so many fake doctors and lawyers.
- 60—Will—business improve? \* (biz) business.
- 61—Will—get—(article)? \* (bull) only a lot of bull.
- 62—Will—wish come true? \* (bone) wish-bone.
- 63—What or who killed—? \* (bomb).
- 64—Is—judgment correct? \* (bar) the bar of judgment.
- 65—Will—get to go to—(function)? \* (Buff) suggests the old game of Blind Man’s Buff, hence games, sports and meetings.
- 66—Will—regain his (1) hearing? (2) mind? (3) sight? (4) speech? \* (boob) weak minded, but suggests the other variations also.
- 67—Will mortgage be foreclosed on—property? \* (bid) bid in at the mortgage sale.
- 68—Should—accept offer? \* (bush) a bird in the hand is worth two in the bush.
- 69—Will—pass—examination? \* (book) contains all the answers.



- 70—Will—(1) divorce? (2) live together again? (3) separate? \* (ties) that bind and also break.
- 71—Will—appear in court as witness? \* (tale) has a tale to tell.
- 72—When will—estate be settled? \* (tin) tin box full of stocks and bonds.
- 73—Who will live longer—or—? \* (tomb) only arrival at the tomb will tell.
- 74—What will—verdict be? \* (tar) tar and feathers.
- 75—Is—guilty? \* (tough) suggests guilt.
- 76—Where is—(person)? \* (tab) wants to keep tab.
- 77—Will—ever own property? \* (deed) goes with the property.
- 78—When will—get position? \* (dish) will even wash dishes.
- 79—What will—stock sell at—date? \* (tick) meaning stock ticker.
- 80—When will—marry? \* (shoes) always use old shoes at weddings.
- 81—Will—have good health in future? \* (chill) chills and fever.
- 82—Will—be pardoned? \* (chain) member of the chain gang.
- 83—Is—living? \* (sham) pretending to be dead—shamming.
- 84—Will—receive share of estate? \* (share).
- 85—Shall—sell—(article)? \* (chief) Indian Chief considering whether to sell his beads.
- 86—Will it be—(date) or—(date)? \* (Sheba) A “date” with the Queen of Sheba.
- 87—This cue is for Special Questions—see Note later on. \* (sheet) The front sheet of a newspaper which is held open to insert the latest news features.
- 88—Will—go to—(place)? \* (choo-choo) baby’s name for train.
- 89—Will—get dividends from stock or investment? \* (check) for dividends.
- 90—Where will—meet future (1) husband? (2) wife? \* (cozy) corner.
- 91—Will—get former position back? \* (call) call is the circus word to call back former employees for the new season.
- 92—Will—lose position? \* (can) canned—dismissed.
- 93—Shall—buy—(article)? \* (come) meaning “come-on”, the slang term for the salesman’s confederate who “buys” the first article offered, to create a market and thus induce you to buy.
- 94—When will—leave the city? \* (car) as soon as his car is ready.
- 95—What is—doing at this moment? \* (cafe) idle curiosity, or suspicion prompts this question so we remember it by thinking the party is in a cafe having a good time.
- 96—Will—start court action? \* (cab) collision with a cab.
- 97—Will—come back? \* (cat) “the cat came back”.
- 98—Is—property of any value? \* (cash).
- 99—What is—occupation? \* (cake) cake eater!

The List of Questions, and their Key Words, as given in this finished form give no indication of the tremendous amount of time and study devoted to their selection. The author has been working on this system for about twenty-five years off and on, making many changes and additions from time to time before deciding on the final words and wording adopted. This is likewise true of the Code Words which are given elsewhere. The result of this care and study is the Calostro Mind Reading Act which has been held a close secret by the author all these years, and is now offered to the Profession for the first time. With the Variations and "Fill-in" spaces, the 110 basic questions really cover an extensive list of queries—probably in the thousands.

### METHOD FOR STUDY AND PRACTICE

The best method for memorizing the Questions, Numbers and Key Words is to get some light weight cards, or slips of heavy opaque paper about  $2\frac{1}{4}$  inches high and  $3\frac{1}{2}$  inches wide. Copy one of the questions from the list on the front of a card—just the actual question—then on the back of the card put the number near the top edge, and the Key Word near the bottom edge. Do this with the whole list, and DO THE WRITING YOURSELF as this will fix them in your mind. With the cards face up, you can see the question and test your memory as to its number. Also reverse the operation by reading the number and translating it into the question. You should know them both ways, but the performer's routine will be the translation of the spectator's question into the proper number, while the medium will reverse the process. With the performer and the medium practicing together, each should have a set of cards.

CLASSIFYING THE QUESTIONS:—Go through the questions and write down classified lists of each type—those relating to love and marriage, business, buying and selling, employment, travel, etc. Write them down yourself, study and compare them so you will see the difference in the "mental pictures" suggested by the Key Words. In this way you will quickly appreciate the difference between the question for "neck" (29), and the one for "shoes" (80), etc. There is a distinct application, or meaning for each Key Word that makes it suggest the particular question.

### REGARDING CERTAIN QUESTIONS

Many people ask silly questions, or try to be either funny or smart by asking about things they already know. (03) What is in my pocket?—and (23) What is my name?—also (95) What is my husband doing at this moment?—these are a few examples. Some performers state in their introductory talk that such questions are not acceptable. We prefer to leave the matter open hoping that some such questions will be asked because we are prepared to transmit them, and furthermore, some good fun can be gotten from the answer which turns the laugh on the questioner. If the question is not on our list, it can probably be

answered by coding No. (5), otherwise the performer simply refuses the question as trivial or improper.

No. (5) takes care of questions not on the list, and which the performer knows to be insincere, or frivolous, or which can be answered by a simple "No" or "Yes". The general audience doesn't know the question, and neither does the medium but she is credited with knowing it because of the answer given, such as—(5) (Request) has been coded, the medium says, "These are conflicting thoughts which don't make sense to me. There is an element of insincerity in this question, and it would only be a waste of time to consider it further". (5) (Acknowledge) has been coded—answer may be along this line, "The nature of this question is such that I don't care to go into details—I will simply say "No" in reply to your question—you will understand, I'm sure". Handled in this manner, the questioner is satisfied and the rest of the audience are really mystified by the supposed suppression of intimate facts.

(09)—Note the two forms of this question. There is a big difference between—"Is my son going to get well?"—and "Is my son well?"

(14) and (59) are the same basic question but (14) is used with Fill-ins from the regular Person List (see later), while (59) takes care of four separate types of persons. Note the form of (14)—Can—trust—? If the question refers to husband, wife, or sweetheart, it would indicate doubt regarding sex, or sentimental relations, and would be answered accordingly. With other persons involved it would refer to business relations.

(15)—What is—(1) age? (2) birth date? (3) life expectation? The questions coming under variation (3) are usually worded,—“How long will—live?”. or, “When will—die?”

(23)—What is—name? They often ask “Who will I marry?”, or “What is the name of my future husband?” You simply code (23) with the Fill-in for husband (8), and the medium understands it to mean “future husband”.

(52)—Does—love or care for—? If they ask “Does my boy friend love or care for ANOTHER?”, you would code “STRANGER” (44) for the second Fill-in which, of course, means “some other person”.

(63)—What or who killed—? No one can ask, “Who killed ME?”, therefore the coding of this number without any Fill-in for the person, can be used to mean a Special Question, if desired,—something timely, or of local importance. At the present time this Special Question might well be,—“Will Dillinger be caught?”

(70)—Will—(1) divorce? (2) live together again? (3) separate? You only need to fill in one person since the other is understood.

(79)—What will—stock sell at—date? No list of stocks has been supplied because it is not advisable to make “any predictions on matters of speculation or chance which would encourage the gambling spirit, etc.” If a stock list is desired

the twenty leaders can be chosen and "Keyed", (0) for Steel, (1) local, (2) Nickel, (3) Motors, etc.

(83)—Is—living? Here also, no one can ask in the first person,—“Am I living?” This makes another opening for a Special Question when (83) is coded without any Fill-in for the person. In view of the recent Connor baby kidnapping, this Special Question might appropriately be,—“Is the kidnapped child still alive?”

(86)—Will it be—(date), or—(date)? This question takes care of certain problems where the spectator knows an event is going to take place but the time, or date, is doubtful, such as,—“Will a certain event occur this month, or next month?”, or, “Will I catch the Tuesday, or the Friday boat?”, or, “Will everything be finished up this year?” You simply code (86) and the date, or dates, involved—the medium doesn't know what event is involved but she can easily answer regarding the date, or time, feature which is the prominent thing in the questioner's mind anyhow.

(87)—This cue is for Special Questions, local, national, or other items prominent in the news of the day, for example,—(1) What about Hitler? (2) San Francisco strike? (3) Relief from the drouth? (4) Will Governor Langer, or Olson, win out in North Dakota?, etc., etc. You would know all about such matters from the newspapers, hence there would be no Fill-ins, thus permitting you to use (87) for any number of questions each with a Variation Number, as shown.

(88)—Will—go to—? This takes care of “Will my son COME to see me?”—by coding (88-77-0)—“Will my son GO to THIS TOWN?”—to get HERE, he has to COME, of course.

### THE CALOSTRO PERFECTED CODE

The author of this system was interested from boyhood in psychic phenomena and mystery acts. He will never forget the first time he attended an exhibition of “Mind Reading”, or “Second Sight” given by a professional who had been given a high rating. Great things were expected but he was doomed to disappointment. On the stage sat the medium who was to describe the articles handed by the spectators to the performer who worked in the audience. She described them all right but only after a lot of “talk”, mumbling, hesitation and interruptions on the part of the performer. It was obvious to all that he was “coding”—many spectators spoke of it—and it was so crude and jumpy that the author was thoroughly disgusted. Witnessing other mental acts, the same shortcomings were noted—always a lot of unnatural talk, prompting the medium, etc.

The author decided these clumsy methods were not only objectionable, but totally unnecessary, and he made up his mind to evolve a system of his own free from these drawbacks. This is the CALOSTRO MIND READING ACT, and here is the perfected code.

## THE CODE

Numbers to be Coded	1st Column	2nd Column	3rd Column
	Good as "starters" and for general use.	For getting verification, and for general use.	Used after getting verification.
0	HOLD	SATISFIED	WHO'S NEXT
1	WILL	REPLY	NEXT ONE
2	NOW	ANSWER	NEXT
3	GO	MESSAGE	you who COME NEXT
4	READY	READING	YOU'RE NEXT
5	REQUEST	ACKNOWLEDGE	HERE'S the NEXT
6	JUST	TEST	NEXT PARTY
7	THINK	THOUGHT	AND the NEXT
8	ALL RIGHT	RIGHT	WHERE'S the NEXT
9	KEEP	CORRECT	NEXT QUESTION

Immediately following are given some special Code Words to be used to repeat a number, and to take care of errors in transmission, or in translating the coded message sent by the performer.

### SPECIAL CODE WORDS

**TO REPEAT**—For repeat of the preceding number, the performer uses "SIR" or "MADAM". Examples:—"Is that RIGHT, SIR?" is (88). "Is that CORRECT, MADAM?" is (99). "JUST HOLD up your hand, SIR" is (60-0). If working in a club, or residence, or before a booking agent, where you know the name of the questioner, and it would sound too formal to say "SIR", or "MADAM", you can say,—*"NOW, MRS. SMITH, raise your hand, etc."* for (22); or, *"GO ahead GEORGE"* for (33); or, *"Are you SATISFIED, MR. JONES?"* for (00), etc.

**IN CASE OF ERROR**—An error in coding must be instantly corrected either by a bit of strategy, or by starting over and transmitting the numbers again. This is easily taken care of as follows:—

"CONCENTRATE" means that the performer has discovered his own error, and will start over. He addresses the questioner—"You must CONCENTRATE" (or "CONCENTRATION is essential"). The medium knows the performer is starting over after she hears the word CONCENTRATE. The performer then says, for example, "WILL you NOW please THINK only of your question?"—in which remark he has re-coded (12-7).

"VAGUE" is the code word used by the medium when she feels she did not understand or translate the original coding correctly. She starts out as though to answer the question, but says—"This is very VAGUE, I get no clear impression." The performer always listens for her opening sentence, and immediately

breaks in when he hears her say VAGUE, and he proceeds to re-code, saying to the spectator, for example—"To get a SATISFACTORY READING you must KEEP your mind on your question, please"—which remark has re-coded (04-9).

"INTERFERENCE" is the code word used by the performer when he hears the medium start to answer the wrong question. They both thought the coding was correct, but the medium has made an error in translating it, and she therefore starts out boldly, but on the wrong track. The performer immediately and quietly says to the questioner,—“That isn't your question . . . she is answering this party (imaginary) over here.” At the conclusion of the answer, the performer turns toward the imaginary questioner and pretends to get his confirmation, then turns to the questioner on whom the error was made, and finishes the re-coding of that question which is then duly answered. This procedure will usually take care of the situation without anyone being the wiser, but if it seems desirable to actually stop the medium, the performer boldly breaks in and says, for example—"There must be INTERFERENCE from some other spectator—I REQUEST the one having that question to please HOLD off a moment so we can GO ahead with this question"—and you have thus easily re-coded (50-3) in the most natural and appropriate language.

#### DETAILS REGARDING THE CODE

As will be noted there are three columns of Code Words, each number from (0) to (9) having three Code Words. "NOW" means (2), so does "ANSWER", and so does "NEXT".

ONLY ONE CODE WORD FOR EACH QUESTION FROM (0) to (9).

Note that each of the first ten questions from (0) to (9), except (3), has three variations, and none of them has blanks to be filled in. This makes the coding very simple for these questions because only one code word is needed to transmit them. But how do we code the variations? This is easily handled, as for example:—

(8)—Who is the author of anonymous (1) letter?—you code ALL RIGHT from the first column, and it means LETTER, the first variation.

(8)—Who is the author of anonymous (2) phone call?—you code RIGHT from the second column, meaning PHONE CALL, the second variation.

For TELEGRAM, you code WHERE'S THE NEXT from the third column.

In the event the opening question in your act is (8)—Who is the author of anonymous TELEGRAM?—you would instruct the questioner to "Raise your hand and say, "Please answer my question." The medium is still waiting for the cue . . . as soon as the questioner says, "Please answer my question", you quickly turn to another spectator and quietly say, "WHERE'S THE NEXT?" . . . the medium gets the cue, and proceeds to answer.

(3)—Which one loves me best? has no variation, but it is intentionally left this way so you can put in one or two special questions that might be found



desirable such as some local excitement, or calamity, etc. for example—"Will we have any more earthquakes?" or "Will the robbers be caught?" These would be variations (2) and (3) of the basic question Number (3), and would be coded by using the different columns, of course.

Any questions on these single numbers (0 to 9) must not have any Fill-in blanks. See later regarding additions to the question list. The variations in the questions are given in alphabetical order as an aid to the memory.

## TWO CODE WORDS USED FOR ALL BASIC QUESTIONS FROM (00) to (99).

In coding questions from (00) to (99), you must use two code words to transmit FIRST the basic question, followed by the addition of such other code words as are necessary to cover the "blanks" or "Fill-ins". When two or more figures are coded, the medium always understands that the first two figures give the basic question. In coding these questions you may use any column taking whichever word fits best to make sense in your remarks, and this gives great flexibility. The words in the first column particularly, and also those in the second column will be the ones used as "Starters" to code the first question in the performance. You have not given much in the way of instructions to the audience in your opening address, thus giving you an opportunity to talk to the first questioner after you know his question. Assuming he has whipered "Will my new venture be successful? you say—"Quiet is REQUESTED—raise you hand, THINK of your question and say, Please answer my question". He does so, the medium gets the (57), and starts to answer immediately. While the medium is answering, you locate the second questioner who may whisper for example—"Where will I spend my vacation?"

While you are waiting for the medium to answer (57), you are translating the second question into numbers, (26) in this example, and you have your code remarks all ready to speak the moment the medium stops talking. On this, and later questions you will be using the code words in all the columns.

The medium has stopped talking—you want the (57) question verified—you look toward the first questioner and say—"Does that ANSWER your TEST?" (26). Or you can say—"Does that ANSWER your question?" (2), and then turn toward the second questioner and say—"NEXT PARTY, raise your hand and say, Please answer, etc.," (6), thus transmitting the (26) in the two sentences. And the performance proceeds from question to question in this same manner.

## USES AND VARIABLE FORMS OF THE CODE WORDS

If you are observant, you have noted in the examples the words "SATISFACTORY" and "REQUESTED" have been used instead of "SATISFIED" and "REQUEST" as given in the List of Code Words. This is intentional, and is one of the fine points of the system. It gives a wider use of the words and is not in the least confusing. Here is a list of the variable forms of the code words:—

HOLD, HOLDING—REQUEST, REQUESTED—THINK, THINKING,  
THOUGHT, THOUGHTS—CORRECT, CORRECTLY, CORRECT-  
NESS—SATISFIED, SATISFACTORY, SATISFY, SATISFACTION  
—REPLY, REPLIED—ANSWER, ANSWERED—READY, AL-  
READY, READING, READ—ACKNOWLEDGE, ACKNOWLEDGED,  
ACKNOWLEDGEMENT—TEST, TESTED—

The word ANSWER is used as a code word to mean (2), but we also use it many times in giving instructions to the spectator to say "Please answer my question". When used in this latter way it means nothing. But when you use it in getting the previous question verified it always means (2). The fact that you say it so often, and the questioner repeats it in his request to the medium, "Please answer my question", helps create the impression in the minds of the audience that "all they said was "Please answer my question". Here are some examples of the phrases or remarks in which the code words in the first and second columns may be used:—

HOLD up your hand (0). WILL you JUST raise your hand (16).  
WILL you HOLD up, etc. (10). GO ahead, or GO on (3).  
Are you READY, or All READY (4). REQUEST the lady to Please  
answer etc. (5).  
Make the REQUEST, NOW say "Please answer etc. (52). JUST raise  
your hand (6).  
JUST THINK of your question (67). THINK of your question (7).  
All RIGHT GO ahead and say (83). Or after a verification say, All  
RIGHT (8).  
After party raises hand you can say, That's RIGHT (8).  
KEEP your mind on your question (9). KEEP HOLDING your hand  
up (90).  
KEEP THINKING of your question (97).

Suggestions for phrases used in getting verifications:—

(Are) you SATISFIED? (0). Is that SATISFACTORY? (0).  
Are you SATISFIED with the CORRECTNESS of the ANSWER?  
(09-2).  
(Is) that REPLY o.k.? (1). Does that REPLY to your MESSAGE? (13).  
—that ANSWER your question? (2).—that ANSWER all RIGHT?  
(28).  
—that ANSWER ACKNOWLEDGED? (25).  
—that MESSAGE o. k.? (3).  
—that MESSAGE cover your TEST? (36).—that READING o.k.? (4).  
Did she READ your THOUGHTS? (47). Were your THOUGHTS  
READ CORRECTLY? (74-9).  
Please ACKNOWLEDGE that question? (5). ACKNOWLEDGE that  
ANSWER? (52).



—that TEST o.k.? (6).—that TEST SATISFACTORY? (60).  
 —that TEST ACKNOWLEDGED? (65).—that your THOUGHT? (7).  
 Were you THINKING of that? (7).—that THOUGHT cover your MESSAGE? (73).  
 (Did) she get your THOUGHT CORRECTLY? (79).—that the RIGHT REPLY? (81).—that RIGHT, please ACKNOWLEDGE? (85).  
 —that a CORRECT READING? (94).—that CORRECT, MADAM? (99).—that the CORRECT ANSWER? (92).  
 —that the CORRECT REPLY to your THOUGHT, SIR? (91-77).

Up to four figures can often be combined into one sentence. Combine as many as you can with ease, but you always have the third column to use while going to, or pretending to hunt for the next questioner—the one whose question you have all ready to code. You then use the third column. Every line here contains the word NEXT, either alone, or with other words to make different code phrases. In saying these words, the one word NEXT stands out prominently, since you put no emphasis on the other words. It gives the impression that you only say “NEXT” in all cases. Say quickly—“You COME NEXT”—pronounce it as though spelled “Yookum NEXT”, and you get the idea. This is for number (3), and you can also say “Who COMES NEXT?” (Whookums NEXT?) if desired—they both sound alike.

While learning you may use the third column words to transmit single figures. But there are many combinations that can be smoothly used to convey two figures, such as:—

WHO'S (the) NEXT ONE? (01).  
 WHO'S (the) NEXT PARTY? (06).  
 WHO'S (the) NEXT QUESTION? (09).  
 YOU'RE (the) NEXT ONE (41).  
 YOU'RE (the) NEXT PARTY (46).  
 YOURS (the) NEXT QUESTION (49). etc., etc.

NEXT for the number (2) must always be used alone, of course.

After using the third column words, if you still haven't completed your coding, you have the first column words to finish out with as you give your instructions to the next questioner, as already explained. And always everything you say or do, seems perfectly natural. Learn to speak quickly and clearly.

#### THE ARTIFICIAL MEMORY SYSTEM AS APPLIED TO THE CODE WORDS

The Key Words could be switched around to tie in the best “word picture” with the questions. But this is not possible with the Code Words since they had to be carefully selected for naturalness and easy use in the performer's remarks. Thus it was necessary to match them up to the figures as far as possible, and

use straight memory where no tie-up was possible. These suggestions will give you all the artificial aids that apply to the Code Words:—

HOLD suggests "hole" (0). GO (3) is arbitrary but is on the same line with COME, and MESSAGE has the "m" for (3).

REQUEST, ACKNOWLEDGE, HERE'S THE NEXT (5) are all arbitrary.

JUST (6), "J" is like a (6) made backwards. TEST is somewhat like JUST, and NEXT PARTY is arbitrary.

RIGHT (8) has "gh" in it same as in eiGHt. REPLY has an "L" in it.

WHO'S NEXT (0) suggests "S" or "Z". NEXT ONE can only mean (1).

YOU'RE NEXT (4), YOU'RE sounds like FOUR.

AND THE NEXT (7) and WHERE'S THE NEXT (8) are arbitrary. NEXT QUESTION (9), the "Q" has the sound of "K".

The other words such as WILL, NOW, ANSWER, READY, READING, THINK, THOUGHT, KEEP, CORRECT and NEXT either start with, or have the sound of the key letter to suggest their proper figures.

The Code Words should be memorized crosswise as well as up and down, in fact you should be able to visualize in your mind a mental chart with the whole Code staring at you. This will enable you to quickly choose the most suitable Code Words to use in your remarks.

### "FREE" WORDS

Certain words were left "free", that is, they were not adopted as Code Words because they are needed for your use in ordinary conversation with the audience. Some of these free words are:—please, thank you, question, raise, proceed, your turn, who else?, say, O.K., etc. There are many times when you are through coding a question, and the questioner sits there awaiting your instructions—you tell him to Raise his hand, or to Proceed and say....Or, some questioner doesn't know you are ready for him, and you must say "It's your turn, etc." "Who has a question" may be necessary—or, "Who else?" if you are really looking for a person with a question. They are generally ready, however, and you don't have to hunt them.

### QUESTIONS HAVING "BLANKS" OR "FILL-INS"

This is not a "Second Sight" act, the medium "sees" no objects, no names or numbers—she is a "Mind Reader" receiving "thoughts", "mental impressions" and "situations". Instead of giving names, she gives the relationship of the person or persons involved in the question. She also gives a lot of information regarding ARTICLES, PLACES, DATES, FUNCTIONS, etc. On all of these the questioner usually includes the details in his whispered question except

as to persons. If they ask, "Will George go to Chicago?" (88), the performer simply asks in a whisper, "Who is George?" thus learning that George is the husband, son, or father, etc. Some one asks "Who will win the game?"—you must ascertain what kind of game. Also, "Where did I lose my bag?"—Is it a lady's handbag or pocketbook, or is it a traveling bag? As soon as you are familiar with these nine lists of Fill-ins, you will readily know what information is needed from the questioner.

### THE FILL-IN LISTS

The numbers and items in these lists conform in general with our system of artificial memory as to the first letter, or the sound. Plain memory must serve on a few of the items, as will be noted.

#### P E R S O N S

- |                       |                              |
|-----------------------|------------------------------|
| 0—son                 | 00—sister                    |
| 1—lady friend         | 11—Lee and Lee (PARTNER)     |
| 2—niece               | 22—Aunt Annie (AUNT)         |
| 3—mother              | 33—M. Mfg. Co. (any COMPANY) |
| 4—relative            | 44—Richard Roe (STRANGER)    |
| 5—fiance (SWEETHEART) | 55—nephew                    |
| 6—boy friend          | 66—big BROTHER               |
| 7—daughter            | 77—dad                       |
| 8—husband             | 88—child                     |
| 9—wife                | 99—Uncle Ike (UNCLE)         |

#### A R T I C L E S

- |                    |  |
|--------------------|--|
| 0—securities       | 00—sun shade (UMBRELLA)                    |
| 1—lizzie (AUTO)    | 11—lens (GLASSES)                          |
| 2—pin              | 22—notes and negotiables (valuable PAPERS) |
| 3—money            | 33—miscellaneous                           |
| 4—ring             | 44—R. R. Baggage                           |
| 5—feline (CAT)     | 55—fine fur                                |
| 6—bag (POCKETBOOK) | 66—book                                    |
| 7—dog              | 77—ticket                                  |
| 8—watch            | 88—chains and charms (any JEWELRY)         |
| 9—key, or keys     | 99—clothing (WEARING APPAREL)              |

#### P L A C E S

- |         |                               |
|---------|-------------------------------|
| 0—north | 00—sea shore (WATERING PLACE) |
| 1—south | 11—London (ENGLAND)           |
| 2—east  | 22—New York, N. Y.            |

- 3—west
- 4—Europe
- 5—Florida
- 6—Boston (New England)
- 7—Toronto (CANADA)
- 8—Chicago
- 9—coast (WEST COAST)

- 33—Mexico
- 44—Rio Janeiro (SOUTH AMERICA)
- 55—Philadelphia
- 66—Bermuda
- 77—This town
- 88—Shanghai (ORIENT)
- 99—Cuba

#### DATES AND SPECIAL DAYS

- 0—today
- 1—Sunday
- 2—Monday
- 3—Tuesday
- 4—Wednesday
- 5—Thursday
- 6—Friday
- 7—Saturday
- 8—this month
- 9—this week

- 00—tomorrow
- 11—local holiday
- 22—next national holiday
- 33—this year
- 44—next year
- 55—vacation
- 66—ballot box (ELECTION DAY)
- 77—outdoor (PICNIC)
- 88—next month
- 99—next week

#### CONTESTS

- 0—swim
- 1—local ball pennant
- 2—National ball pennant
- 3—American ball pennant
- 4—wrestling
- 5—football
- 6—ball game (local)
- 7—track (athletic meet)
- 8—ship (BOAT RACE)
- 9—case (LAWSUIT)

- 00—sweep stakes (LOTTERY)
- 11—lovely lady (BEAUTY CONTEST)
- 22—net (TENNIS)
- 33—emblem (PRIZE—REWARD)
- 44—horse race
- 55—fist fight
- 66—basket ball
- 77—double diamond (WORLD SERIES)
- 88—Scotch game (GOLF)
- 99—contract (CARDS)

#### ELECTIONS

- 0—State office
- 1—Lehman (GOVERNOR)
- 2—National senator
- 3—mayor
- 4—representative (U. S.)
- 5—office (local)
- 6—bench (JUDGE)
- 7—delegate
- 8—chief executive (PRESIDENT)
- 9—councilman, or alderman

#### EXAMINATIONS

- 0—civil service
- 1—lawyer
- 2—university (any SCHOOL)
- 3—miscellaneous
- 4—air plane pilot
- 5—physical examination
- 6—building trades
- 7—driver's auto license
- 8—school teacher
- 9—accountant (C.P.A.)

## FUNCTIONS

- 0—sport
- 1—luncheon (BANQUET)
- 2—entertainment
- 3—meeting
- 4—ring ceremony (WEDDING)
- 5—funeral
- 6—birthday (PARTY)
- 7—outing (PICNIC)
- 8—show
- 9—cotillion (DANCE or BALL)

## CAREERS

- 0—singer
- 1—lawyer
- 2—nurse
- 3—miscellaneous
- 4—radio
- 5—fine arts
- 6—bass drum (INSTRUMENTAL MUSICIAN)
- 7—doctor
- 8—school teacher
- 9—actor (MOVIES or STAGE)

### CODING THE "FILL-INS"

Most of the questions are in the first person, in other words, concern the questioner, for example—"Should *I* sign the papers?" or, "What is *MY* occupation? In such cases you would code only the basic question, (02) in the first example, and (99) in the last one. Where no code is sent for the Person, the medium understands that it refers to the questioner. Where the question has two Blanks to be filled in for Persons, one being the questioner and the other a different Person, you only code the "different" Person and the rest is understood, for example:—"Can *I* trust my FIANCE?"—(14) is the basic question, and (5) is FIANCE, so you code (14-5),—"Is that REPLY o.k.?—YOU'RE NEXT—make the REQUEST, etc., (14-5).

If two persons other than the questioner are involved, you would code them both, as for example—"Will FATHER help my BOY FRIEND?"—(00) is the basic question, (77) is FATHER, and (6) is BOY FRIEND. You would code (00-77-6) something like this—"Are you SATISFIED, SIR?—AND THE NEXT, MADAM (you turn to this party)—JUST raise your hand, etc."

Where there are two Blanks to fill in, a different Person, and some Article, or Date, etc., you ALWAYS CODE THE BASIC QUESTION FIRST, then the Article, and FINALLY the Person, for example—"Will my LADY FRIEND get to go to the DANCE?" Your coding would be—"that TEST ACKNOWLEDGED?—NEXT QUESTION—WILL you raise (or say, Please answer), etc." thus transmitting (65-9-1), the basic question, then the FUNCTION (the DANCE), and FINALLY the LADY FRIEND. If you coded no Person, then it would mean—"Will *I* get to go to the DANCE?" (65-9). If you coded only (65) and no Fill-ins, it would mean "Will I get to go to some general function?" (one not on the list).

None of the Fill-in Lists has more than twenty items and this number is ample to cover all important information. The single numbers need no comment, but the second column of Fill-ins has only double or repeat numbers,

(00), (11), etc. This simplifies the coding, making it easy for the medium to separate the Key Numbers properly for translation.

“Where will I find the money?” (16-3).

“Where will mother find the money?” (16-3-3) NO REPEAT CODE USED.

“Where will the Company find the money? (16-3-33)—the (3) for MONEY is coded straight—the (33) for COMPANY is coded with a REPEAT.

“Where will I find the Miscellaneous?” (16-33)—the (33) is a REPEAT.

“Where will mother find the Miscellaneous?” (16-33-3)—Your coding in starting the act on this question might be—“WILL you JUST GO ahead SIR, raise your hand and say, ‘Please answer my question’, and wait for the MESSAGE.” Or, if in the middle of the performance you might code it—“Does that REPLY to your TEST—YOU COME NEXT, SIR—GO ahead, etc.”

No special code words are needed to indicate which Fill-in List is being coded, the proper list being evident from the question itself. This is obvious when you are familiar with the basic questions.

#### QUESTIONS HAVING BOTH BLANKS AND VARIATIONS

There are several such questions on the list such as—

(15) What is—(1) age? (2) birth date? (3) life expectation? You first code the basic question (15) as usual. Then code the Variation, (1), (2), or (3) as the case may be. And, as usual, you code the Person last. If only (15) were coded it could be agreed to mean first Variation, first person—“What is my age?”

#### WRITTEN QUESTIONS

These are not necessary in presenting the Calostro Mind Reading Act but sometimes people will write them anyhow, and simply hand you the slip as you pass among the audience. It will usually be from a person sitting away from the aisle, one anxious to ask a question but too far away for you to easily reach. Of course you accept the slip and handle it in the usual way.

Where the seats are in very long rows, it could be suggested that they “think of any question, or you may write it down if you like.” However, this seems hardly necessary except under unusual conditions.

#### METHOD OF “READING” AND ANSWERING QUESTIONS

It is a FIXED RULE that the medium NEVER STATES THE EXACT WORDING OF A QUESTION. As a matter of fact, she never knows the exact wording, she only knows the nature or substance of it,—what it is about, and the person, time, place, etc. involved.

The medium’s work is in two parts—the “reading” or “build-up”, and the answer. Since she is not supposed to know the question through any ordinary means, every one is amazed to find she knows anything about it. This gives her an opportunity to make a wonderful impression through the “build-up”

which means that she discloses **PIECE-MEAL** the general nature of the question, and the details as to Person, Article, Place, etc. She really knows all of these details before she starts to talk, but she pretends to get the "thought waves", or "impressions" out of the "great unknown", and she gives the information one point at a time. To the audience this is just as interesting and mysterious as the actual answer, and the medium will usually talk longer in making the "build-up" than in giving the actual answer or advice, for example:—

"Will my son go to Canada?" (88-7-0).

A trip is likely, so the medium may say,—*"I see people rushing around, packing their belongings and making preparations for travel . . . one of these is a man about whose trip there seems to be some doubt . . . he is uncertain . . . he must wait before the final decision comes to go . . . this man is closely related to you . . . yes, it is clear that he is your son. There will be some delay about his trip . . . he will not go as soon as expected . . . you may tell him that he will find everything all right when he gets to Canada."*

How much more effective this is, rather than merely state the bare question, and give a direct answer. This method should be followed throughout but of course, there is no fixed formula for each question. Various treatments should be used in making the build-up in order to hold the interest of the audience as well as the questioner. In the above example only the questioner, and possibly two or three persons nearby knew that Canada had been mentioned when it was whispered to you. When the medium referred to Canada, all the rest of the audience assumed that the destination Canada had been "discovered" by the medium's own powers.

In making the build-up, the medium tries to imagine herself in the same position as suggested in the question, thus visualizes the surroundings, events and conditions that would prevail under those circumstances. Many questions permit considerable leeway in the actual answer, and in such cases the build-up can be shortened and made more direct, while the answer is made longer. For example:—

"When will my husband get a position?"

The reply might be along these lines,—*"Your husband is having the same trouble that affects a lot of people these days . . . you are a bit worried, and so is he, for he wants a position . . . for a while he was all set . . . doing well . . . but he lost out through no fault of his own . . . he is capable of making good money, and has tried to get located, but he has not followed up every possible opening. He must get up earlier and look up that one place he has in mind . . . and there is a man he knows who can help him, and will help him . . . he knows whom I mean . . . In the meantime keep up your courage."*

This should satisfy them. The somewhat direct statements made will probably apply to almost any job hunter. The reply doesn't have to be that long, but gives an idea of the treatment of that type of question.



## WIT AND PUNCH NEEDED

Something to get a laugh is desirable to relieve the tension between the serious answers. Of course you can't control the type of questions that may be asked, otherwise you would have certain questions permitting comedy answers, mixed in at regular intervals. So when you get such questions be sure to take full advantage of them. Here are some examples, and you will originate some as you go along. Punch is needed as much as humor, sometimes sarcasm and sometimes direct criticism is effective if properly used. After giving the nature of the query, who it affects, etc., something like the following suggestions might be included in the answer.

(3) Which one loves me best? "... you must be very conceited to imagine every girl is in love with you ... I'm sure they don't take you seriously but you will finally make a selection, and the brunette will be the lucky one, for I see that you are going to marry the blonde."

(14) Can I trust —— ? "... if I were you I wouldn't give (——) my pocketbook without removing those private addresses and love letters." Or, they may ask,—“Can I trust my husband?” In answering any such question, no direct accusations should be made but something like this may be included "... shame on you for asking such a question ... it isn't fair to him, nor fair to yourself ... you ought to think him perfect ... I don't think he is perfect but I'm sure of one thing ... and that is ... he would never question whether you were true to him."

(15) What is my age? "... so you've lost your family bible, and your memory! ... you don't know whether or not you can vote, nor whether you can legally stand before the bar and take a drink ... I'd hate to be waiting for you to take out a marriage license ... you're just as old as you feel, and, anyhow, you don't look it."

(22) Will I have any children? (Answer, if a man) "... no, YOU will never have any children but you wife will have twins."

(23) What is my name? "... but since there seems to be some doubt about it, I suggest you "ask dad, he KNOWS." Or, "... so you're one of those fellows who lost his name! Then you must have come from one of those places where they take your name away and know you only by your number and your stripes."

(29) Is (female) married? "... she has certainly tried hard enough." If about a man "... he has certainly been dodging it but he will fall sooner or later, etc."

(58) My friend will get how many fish? "... don't worry about him, he will come back with some fish even if he has to buy them."



(80) When will—marry? “. . . if she doesn't succeed this year, she should push up leap year and go after him regardless.”

(95) What is my sweetheart doing at this moment? Performer makes sure that the sweetheart is not present, before coding. “. . . now, if he told you he had to work tonight, and you didn't believe him, you won't believe me when I tell you that he is out on a party having a grand time . . . and don't you believe that either, for he isn't doing anything of the kind . . . he is simply attending to a matter that has to be done tonight . . . don't worry about him, he is 100%.”

### CONFEDERATES OR “PLANTS”

While no plants are needed to present the Calostro Mind Reading Act, their use is desirable especially when working in theatres. Here you have mixed audiences, and you are giving shows each day for several days in the same house. You have to startle, and even shock the spectators to gain the maximum effect, put your act over in a big way, get publicity and make people want to come to the theatre to see your particular work. All in the profession know this, of course.

Some acts use as many as ten or more plants—confederates who are scattered among the audience, and who, by agreement with the performer, will ask some special prearranged questions. These are startling in nature, or offer opportunity for smart and witty answers. These plants, or their wives and husbands, can be accused of drunkenness, immorality, leading double lives, neglect of children, etc., in short almost anything except murder and robbery. One performer used to berate a woman plant, calling her immoral and recommending that she go home and look after her husband instead of wasting everybody's time by coming to the theatre and asking “Is my husband true to me?”

The plant agrees to everything and anything the medium may say, not even denying that he has some “French” pictures in his pocket—with which he wouldn't want to be caught dead. Incidentally, the “French” pictures may be mentioned in answer to any regular spectator who might ask, “What is in my pocket?” You may also tell him that his companion probably wouldn't have accompanied him if she knew he had only thirteen cents left after buying the tickets.

Three or four plants can be used to advantage, depending upon the time allowed your act, and other conditions. No. 1 plant could be used to start the act on the first question, No. 2 and 3 coming along later, and No. 4 for the last question and a strong finish.

In any case the act should be closed in snappy fashion, the medium using all her imaginative powers and ingenuity to make her final answer as effective as she can, and reaching a climax, if possible.

## THE CALOSTRO SYSTEM MAY BE EXTENDED

The Question List, Code Words, etc. given herein are very broad and inclusive as they stand. That they do not cover everything in the dictionary, is conceded by the author. Additional questions can be added to our basic list in which case they must be fitted to new Key Words, and, of course, additional Code Words will be needed.

The numbers can be run into three digits such as (000), (100), (101), etc. The Key Words will be longer, and harder to find, but it can be done with a little study—"Sousa's" for (000); "lasses" for (100); "Lysol" for (101); "lesson" for (102), etc. This means more coding to transmit the additional figure. A single Code Word could be selected to mean "hundred", and then code the last two figures, but here again is the added Code Word to transmit.

A better way to extend the list would be to employ Key Letters not already in use such as "G" as in "get"; "J" as in "jet"; and the letter "P". These letters would have no corresponding number because we have used up all the numbers, but this doesn't make any difference since we can combine the letters with numbers just the same. "G", "J" and "P" will each make twenty-two combinations with and without numbers, a total of sixty-six units each having a Key Word to be applied to a new question. Here are sample Key Words for these units:—

### "G" GROUP OF KEY WORDS

g—gay, goo, guy	gg—gag, gig
0g—sag, cig, zig (for zig-zag)	g0—gas, gaze, geese, guess
1g—lag, leg, log, lug	g1—gal, gale, guile, goal, gull
2g—nag, nig, nog	g2—gain, gone, gun, gown
3g—mag, mug, muggy	g3—game, gimme, gum
4g—rag, rig, rug	g4—gar, gear, gore
5g—fag, fig, fog	g5—gaff, give, goof
6g—bag, beg, big, bog	g6—gab, gob, Gobi
7g—tag, dig, tog, dog, dug	g7—gat, gate, gad, guide, goat, God
8g—shaggy, chug	g8—gash, gosh, gush
9g—keg, cog	g9—gawk

### "J" GROUP OF KEY WORDS

j—jay, joy, Joe, age, edge	jj—Jo-Jo, ju-ju, judge
0j—sage, siege	j0—jazz, juice
1j—Liege, ledge, loge, lodge	j1—jail, Jill, jell, jowl, jewel, jolly
2j—nudge	j2—jane, gin, join, Joan
3j—midge, image	j3—jam, gem
4j—rage, ridge	j4—jar, jeer, ajar
5j—fudge, effigy	j5—jiffy, Java, Jove

6j—badge, budge  
7j—dodge, adage  
8j—Chow-Joy  
9j—cage, cadge

j6—jab, jib, job, gibe  
j7—jade, jit, jute, jut  
j8—Jewish  
j9—joke, Jake

### "P" GROUP OF KEY WORDS

p—pay, pa, pie, Poe, pooh  
0p—sap, seep, sip, sop, soap, soup, sup  
1p—lap, leap, lip, lope, lop, loop  
  
2p—nape, nap, nip  
3p—map, mope, mop  
4p—rap, rape, rep, ripe, rip, roup  
  
5p—fop  
6p—boop  
7p—tape, tap, teepee, tip, top  
  
8p—shape, chap, sheep, cheap, ship,  
chip, shop, chop  
9p—cape, cap, cope, cop, coop, cup

pp—pape, pap, peep, pep, pipe, Pope, pup  
p0—pace, pass, peas, pose, posse, pus  
p1—pale, pal, peel, pile, pill, pole, poll,  
polly, pull  
p2—pane, pan, pen, pine, pin, pone, pun  
p3—Pam, palm, poem  
p4—pare, par, peer, per, pear, pour, pore,  
pure, pyre  
p5—pave, peeve, puff, poof  
p6—Pooch-Bah, pub  
p7—pate, pat, peat, pet, pit, pot, put,  
pout  
p8—pash, peach, pitch, poach, pouch  
p9—pack, peek, peck, pike, pick, poke,  
Puck

"P" would be the first choice because of the wide variety of Key Words possible with this letter thus making it easier to fit the new questions with the "mental pictures." It will probably be a harder job to find twenty-two new questions than will be the job of fitting them to the Key Words.

Three new Code Words will have to be added to the present list, one for each column, such as "put" (put up your hand), (put your mind on it), (put the question, say Please answer, etc.). Or, you can use "proceed" for the first column, "confirm" for the second column, and "next problem" for the third column.

### SPECIAL LIST OF QUESTIONS

In presenting the act before private groups such as clubs or homes, the performer can very often get advance information regarding the tastes, habits and interests of the guests. The host, or manager of the affair, may go so far as to offer to suggest certain intimate questions to some of the guests—things he has told you about. In such a group they often like to "kid" and tease their friends by asking personal and even embarrassing questions. In any such case you can use this special information to good advantage in your answers. You might get sufficient material of a private nature to make up a special list of these questions, using the "P" group to code them.

There are two questions which the present times would bring up, but which were not included in the list of basic questions. They can be easily added as a part of Question No. (3), or (87), or put in the "P" list, as explained above. They can be put in basic form as follows:—

Will there be another war?

How about U. S. Government finances?

The answer to the first question refers to the war situation in Europe, the Far East, and the U. S. with such comments as may be indicated by the current news. The answer to the second question includes mention of general U. S. financing, the gold standard, monetization of silver, "printing press" money, etc.

Another question along these lines will be about the "depression" and the "New Deal", but you will say plenty about these subjects in your answer to the question "Will my business improve?" so this latter can be used to cover the entire subject.

By handling the above in the manner outlined you will be able to take care of any form of question relating to these subjects. Obviously, a demonstration of the act can be given before one, or two, people such as in a Manager's, or Agent's, office. They may ask any of the usual questions but the nature of your visit and the conversation about your work, bookings, etc., are apt to suggest a question regarding the act itself. You should ardently hope that such a question will be asked, for you are beautifully prepared to handle it without any coding at all! And that is exactly how you transmit it to the medium,—BY SIMPLY USING NO CODE WHATEVER. The question may be,—"How do you do this act?", or "Is this act any good?", or "Should I book this act?"; etc. Regardless of the form of the question, you simply say,— "Raise your hand and say, "Please answer my question" . . . and the medium covers all phases of it in her answer.

### THE INTRODUCTORY SPEECH

You will be more concerned with this after you have learned the act hence it is mentioned at this time. A brief announcement or speech should be made by the performer at the beginning of the act. It should be carefully worded, in your own language, and should include these ideas, especially the last five paragraphs:—

—that radio waves, cosmic waves and other emanations are being projected, is known to all, and but little understood by anybody.

—many of you have had experiences indicating the possibility of THOUGHT waves being transmitted.

—the work about to be presented is in the nature of TESTS along this line.

—no attempt is made to explain how your THOUGHTS bridge the gap, or in what manner the impressions reach our psychic lady.

- the MESSAGES given in REPLY to your questions are to be understood as her personal opinions.
- in no sense is the lady to be regarded as a fortune teller, or spirit medium, and no claim is made that the demonstration is based upon the supernatural.
- it is offered solely for your amusement, and we trust you will find it entertaining.

In the above suggestions, various of our Code Words have been incorporated thus making them seem natural and appropriate when you later use them in coding.

In the introductory speech it is not necessary to deny the possession of medical knowledge, but we wish to give you some sound advice regarding the answers given to such questions. Only licensed physicians and practitioners are authorized to prescribe for treatments and operations, hence you will avoid all liability by making no recommendations in this connection other than "to follow the advice of a reliable physician".

#### IN CONCLUSION

The preparation of this manuscript giving the details of "The Calostro Mind Reading Act" has been an interesting job. You now possess a superfine system, and with it you can present a splendid entertainment before the most critical audiences. It is the author's hope that you will enjoy its useful application, and derive much profit from it.

None genuine unless signed and sealed, with best wishes from

Yours fraternally,

A handwritten signature in cursive script that reads "Ralph W. Read". The signature is written in dark ink and is positioned above a horizontal dotted line.

*The Author.*

The State Library of Victoria  
"ALMA CONJURING COLLECTION"