

**How to Analyze People on Sight**

**By**

**Elsie Lincoln Benedict and Ralph Paine Benedict**

## WE THANK YOU

To the following men and women we wish to express our appreciation for their share in the production of this book:

To DUREN J. H. WARD, PH. D., formerly of the Anthropology Department of Harvard University, who, as the discoverer of the fourth human type, has added immeasurably to the world's knowledge of human science.

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## THE AUTHORS

New York City, June, 1921

DEDICATED TO OUR STUDENTS

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## What Leading Newspapers Say About Elsie Lincoln Benedict and Her Work

"Over fifty thousand people heard Elsie Lincoln Benedict at the City Auditorium during her six weeks lecture engagement in Milwaukee."-- Milwaukee Leader, April 2, 1921.

"Elsie Lincoln Benedict has a brilliant record. She is like a fresh breath of Colorado ozone. Her ideas are as stimulating as the health-giving breezes of the Rockies."--New York Evening Mail, April 16, 1914.

"Several hundred people were turned away from the Masonic Temple last night where Elsie Lincoln Benedict, famous human analyst, spoke on 'How to Analyze People on Sight.' Asked how she could draw and hold a crowd of 3,000 for a lecture, she said: 'Because I talk on the one subject on earth in which every individual is most interested--himself.'"--Seattle Times, June 2, 1920.

"Elsie Lincoln Benedict is a woman who has studied deeply under genuine scientists and is demonstrating to thousands at the Auditorium each evening that she knows the connection between an individual's external characteristics and his inner traits."--Minneapolis News, November 7, 1920.

"Elsie Lincoln Benedict is known nationally, having conducted lecture courses in many of the large Eastern cities. Her work is based upon the practical methods of modern science as worked out in the world's leading laboratories where exhaustive tests are applied to determine individual types, talents, vocational bents and possibilities."--San Francisco Bulletin, January 25, 1919.

It's not how much you know but what you can DO that counts

## **Human Analysis--The X-Ray**

Modern science has proved that the fundamental traits of every individual are indelibly stamped in the shape of his body, head, face and hands--an X-ray by which you can read the characteristics of any person on sight.

The most essential thing in the world to any individual is to understand himself. The next is to understand the other fellow. For life is largely a problem of running your own car as it was built to be run, plus getting along with the other drivers on the highway.

From this book you are going to learn which type of car you are and the main reasons why you have not been getting the maximum of service out of yourself.

Also you are going to learn the makes of other human cars, and how to get the maximum of co-operation out of them. This co-operation is vital to happiness and success. We come in contact with our fellowman in all the activities of our lives and what we get out of life depends, to an astounding degree, on our relations with him.