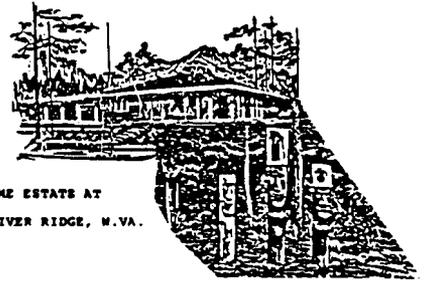
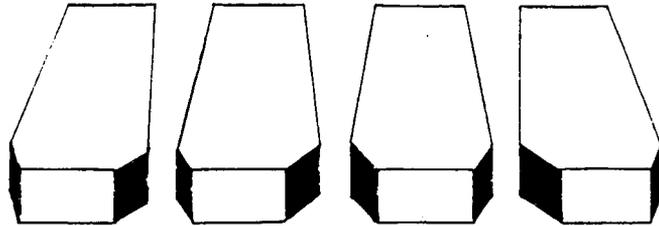


AL MANN *Exclusives*



Tel. 304-947-7730
P.O. Box 155
Great Cacapon, WV 25422

The Psy-Force And The



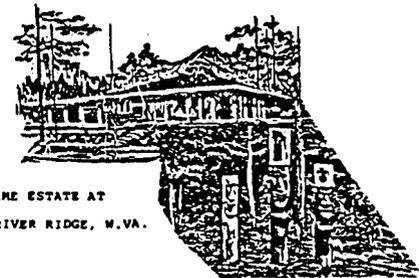
Unknowns

A study of the
Psychological Force
and the Equivocal



THE AME
MAJOR ARCANA
SERIES





THE AME ESTATE AT
RIVER RIDGE, W.VA.

Tel. 304-947-7730
P.O. Box 155
Great Cacapon, WV 25422

The Psy-Force And The Unknowns

Copyright by AME 1994

The novice Mentalist looking for material might read an entire book like Expert Card Technique and of all the practical facts gleamed, one would stand paramount, The Psychological Force!

To a seeker of ways to miracles, the psychological force must be the ultimate. The magic happens openly, without cover or manipulations and apparently beyond the physical control of the operator. To the unlooker, it manifests pure mind power. In fact the effect can be done over the telephone! The miracle worker apparently and positively can tell which card of four (or 5 or 16 or more) will be chosen!

It would appear that this ability can not be an earthly power but one from a higher dimension.

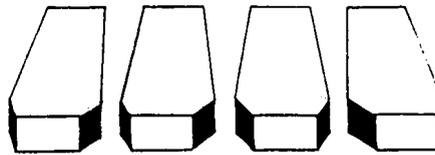
The secret is most exclusive and suited to the chosen few who will devote attention to it. The unchosen many will pass up the psychological force in favor of their cherished trick with the double lift. If the rules are followed to the letter the outcome of the psychological force is infallible.

So let's see what our old masters had to say about it:

The authors of Expert Card Technique tell us, that if four cards are placed in a row in front of the spectator so that the line of cards is perpendicular to the spectator (as in Fig. 1) and "Although he is given free choice he will point to the card second from his end of the row." The authors further state that on the rare occasions when the wrong card is chosen, then the equivoque is resorted to. BUT they also say, "It will be found, however that the use of the equivoque need not be resorted to more than once in one hundred trials (!), for this psychological force is almost unfailing."

How about that Gentlemen? Almost unfailing they said. In support of this let us look at how the Unknown Soldier was chosen from many and an enigma of disagreement between a diplomated psychologist and what we magicians know about The Psychological Force.

Four Coffins



March 1st, 1921, our president Woodrow Wilson signed a bill to honor our fallen unknown warriors of World War I.

The remains of an unknown soldier was to be chosen from 1600 graves in four cemeteries in France and re-entered in the Tomb of the Unknown Soldier at Arlington National Cemetery across the Potomac from Washington D.C.

On October 22nd, 1921, one body was disinterred from each of the four cemeteries and placed in identical coffins.

This Unknown Soldier was to represent all fallen unknown heroes of the war. Great pain was taken to obliterate anything that might result in the identity of the bodies. All records and permits of the plots and the cemeteries from where the bodies were taken were destroyed. All tattoos and other body markings were removed.

The four bodies were transported under honor guard to the City Hall at Chalons-sur-Marne, France for final random selection. During the night the honor guard shifted the four coffins around several times so that not even the grave diggers could tell what coffin came from which cemetery.

On October 24th, 1921, decorated war hero Army Sergeant Edward F. Younger was given the honor of selecting the Unknown Soldier of WW I.

According to psychologist Dr. L. Vaughn, Professor of Psychology of Boston University, Sergeant Younger picked the third coffin from the left because "it is a human tendency to pick an odd number." (?) The soldier had two odd numbers to pick from said the good doctor, the 1 and the 3. The 1 was too obvious so the soldier settled for number 3. - - - That, Gentlemen, is just so much hog wash! Since the coffins were not numbered, how did the doctor know which coffin was number 3 or number 1? The same coffins could be designated as number 2 and number 4, depending from which end one counts.

Taking a closer look we see that the four coffins, to avoid favoritism were all draped alike. The coffins were not numbered or marked in anyway and they were all in a straight line. The psychologist probably, no doubt, invented the theory of the odd numbers when asked.

Applying the facts that Master Magicians know we can surmise the following: The soldier, Sargeant Younger, was probably right handed, or he approached the coffins from the right end and he chose the second coffin from his end, which is the correct psychological choice!

Any lay person witnessing the selection would no doubt arrive at the same conclusion and accept the Doctor's theory, and they did, for it seems rational. Many magicians also believed the good Doctor and then tried to produce miracles with the odd number theory and the number 3 and failed more often than not.

Our Master Magicians have proven the Doctor wrong by simply adding a fifth choice! If five cards, for example, are laid on the table in a row face down all-backs-alike and a lay person is asked to choose one, that person will choose the second card from his end. A lay person is not suspicious or knows anything about a psychological force, so when he or she is asked to choose a card they do what comes natural and the natural thing is to choose the second card from their end.

The above totally disproves what the Psychologist said. For when five items are used the person has a choice of three odd numbers. The 1, 3 and 5. And if the Doctor's theory is correct the person would again choose the third item from the left, or is it the right? because the 1 and the 5 were too obvious. But that is never the case.

If four number cards are placed face up with the numbers from 1 to 4 showing, perhaps a person will choose the number 3. But this is an entirely different type of psychological force from the choosing of the coffins. If the cards are face down so that all look alike the tendency is to choose the second card from the nearest end.

No one refuted Dr. Vaughn's assertions perhaps because in 1939 when his theory was mentioned in print, only a few magicians were conversent with the fine points of the Psychological Force. Although the force was known for many years, the fine points did not become known generally to magicians until it started appearing in books of card magic.

Master Magicians have spent a lot of thought and burned the midnight oil pondering and experimenting with the fine points of the Psychological Force. And all of them arrived at the same technique and agreed in its value although some place the four cards in a row perpendicularly in front of the chooser while in other cases the cards are placed in a diagonal line away from the chooser. Yet the fact remains that if all the fine points of the presentation are attended too, the test is infallible.

We read on page 333 of The Encyclopedia of Card Magic, (Second Printed Editon 1937, revised and edited by Jean Hugard)

"Assuming that the spectator is right handed, place the FOUR cards down in an even row in front of him with the card to be forced in the second place from the right end of the row according to his point of view, the left from yours. When the spectator is induced TO TAKE ONE QUICKLY, the right handed person will always take the second card from the right."

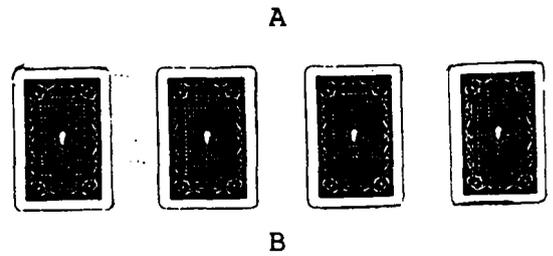


Fig. 1

This has been my experience with the lay public. The only time it fails is when the spectator knows about the psychological force and wants to trip you. According to the above theory, a left handed person would be offered a line of cards with the force card second from his left end. (Try something else with an ambidextrous person, like the four Ace trick. More on this later.)

The above method uses the cards in a horizontal row from left to right in front of the spectator. All other methods use a row running away from the spectator or diagonally away as follows: (from The Encyclopedia of Card Magic, Jean Hugard)

"Another plan is to deal FIVE cards face down in front of the spectator so that they stretch out diagonally away from him. In this case again the choice is almost certain to fall on the card second from the end nearest to him."

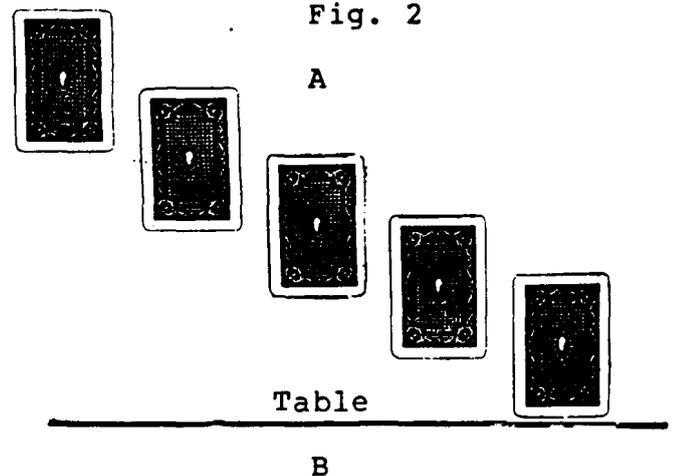


Fig. 2

NOTE: In using FIVE cards face down like the five ESP symbols it is good to learn whether the spectator is left or right handed. This is easily done by having him sign his name on a pad for a short handwriting analysis. If the spectator is sitting across the table from you and he is right-handed, lay the cards on the table in a diagonal line between his right shoulder and your right shoulder. NOTE: In Fig. 1 and 2 the Mentalist is at "A" and the spectator at "B." If he is left-handed then the cards are layed diagonally between his left shoulder and your left shoulder.

Jean Hugard who edited the Encyclopedia of Card Magic (1937) and also Expert Card Technique (1940), was very knowledgable in card magic and the Psychological Force was a favorite with him. He

also authored the Royal Road to Card Magic (1948) and again included the force (page 95) but this time he placed FOUR cards in a row perpendicularly in front of the spectator, Fig. 1

John Northern Hilliard also included the Psychological Force in his Card Magic from Greater Magic (1945) on page 198 and 341.

Hilliard again places FOUR cards in front of the spectator from left to right. According to Hilliard, any person approaching the table from the right will pick up the second card from his end and if the table is approached from the left, the second card from the left is picked. (This may be only partially correct. The interested reader may want to experiment. AM)

On page 341, Hilliard says the following: "If you lay down FIVE cards face down in a row stretching diagonally away from him and ask him to fix his choice on one, he will generally take the second card."

Phil Goldstein in his excellent "Verbal Control" stated that if the person reaches with his right hand for a card in a spread of five he will take the second card from his right, and if he reaches for the card with his left hand he will take the second card from the left. Phil did a lot of experimentation with the Psychological Force before he wrote the treatise.

TRY OUTS

We may all agree that the modern Magician and Psychic Entertainer does not know enough about the psychological forces. This is no doubt due to the lack of practice. The following tests are recommended to the interested:

The GOLDEN RULE is to do only one test with one person.

TESTS:

WITH FOUR CARDS AS IN FIG. 1.

1. Have right handed person approach table from the RIGHT and pick one card with his RIGHT hand.

2. Have right handed person approach table from the RIGHT and pick one card with his LEFT hand.

3. Have right handed person approach the table from the LEFT and pick a card with his RIGHT hand.

4. Have right handd person approach the table from the LEFT and pick one card with his LEFT hand.

5, 6, 7, 8. Repeat above tests with FIVE cards placed as in Fig. 2.

9 to 16. Repeat above tests with left handed person.

All above tests can also be tried with the chooser standing in front of the table.

The serious student may also want to try the following:

According to clinical psychologists if you place objects in the form of a cross as shown in Fig. 3, the most likely choice is the center object.

If objects are placed in the form of a triangle, like in Fig. 4, the most likely choice, they say, is the top or apex object.

If you place the 12 objects in a circle designating the face of a clock (not shown), the most likely choice is the object to the left of the top object.

The proper thing to do here for the AME readers is to find out for yourself. Have both left hand and right hand persons choose and keep records of the choices.

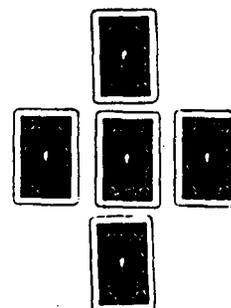


Fig. 3

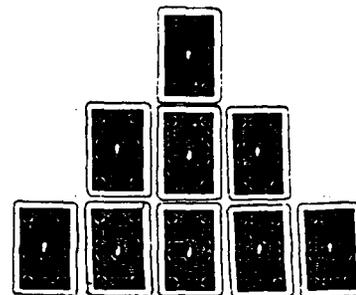


Fig. 4



OVER THE PHONE

To do the psychological force over the phone, proceed in the same manner. Ask the person to get a deck of cards and to shuffle them and to not look at the faces.

1. Have him deal four cards on a table in a row in front of him.

2. Asked him if he is holding the deck in his left hand. If yes, than you know he is right handed. If he is holding the deck in his right hand then he is left handed.

3. Tell him to put the deck aside and to turn one of the four cards over with his right hand if he is right handed. (Never tell him to choose any card. That sounds too ambiguous and he may

start getting picky.)

4. Tell him to write down the card and then to turn all the four cards face up and to call them out to you from left to right.

5. You tell him that he chose the eight of hearts or whatever the second card from his right end is!

6. If it fails then do Richard Himbers, "No Questions Asked."

CUTTING THE ODDS

In 1956, Gene Grant released through Ed Mellon a booklet called Phantini's Mental Key. It rocked the Mentalist's World.

In 1956 Magicians were amazing audiences by reading minds and predicting the future but only if they had a deck of playing cards in their hands. In Phantini's Mental Key, Gene was giving us some new Methods for Miracles using scraps of newspapers and other nonsuch trinkets.

I read the booklet and was much impressed with the Psychological Force done with bits of torn newspaper. I never forgot the principles used for I was certain that some day this info could be used in a challenge. The challenge was to surface 28 years later!

POT LUCK

The Date: The summer of 1984,

The Place: New Jersey,

Occassion: The Meeting of the Minds of the 13 Invitational,

A more formidable array of mind readers, wizards and warlocks would be hard to find anywhere in the world. The rustrum itself made history: Haines, Reynolds, Ledernan, Herron, Swift, Noble, Black, Miller, Popelsky, Jones, Becker, Millet, Williams, Jordan, and on and on for some 40 plus members present.

At hand was a challenge test for all would-be Miracle Workers to be done impromptu under laboratory-like test conditions! At the head of the room was placed a small table with some articles: a newspaper, a wallet with bills and coins, a pencil and tablet, and two commercial ad-sheets 8-1/2 by 11 inches.

The powers to be had a devilish plot. Three members were to be chosen by lot and told to come forward to perform the test. The condition was that a test had to be done with the items on the

table and nothing else added. All of one's favorite gimmicks were taboo. No cards. Sounds easy, doesn't it? But it was not.

First of all no one knew who was to be chosen. The chosen ones did not know ahead of time what the items on the table would be so there was no way to present 'a well rehearsed impromptu test.'

A bucket with numbered tags was passed around and each member chose one. The lucky numbers fell to Bob Cassidy, Roy Miller and myself. Bob and Roy did some excellent effects with the bills and coins and some numbers. My number was called and I refused to answer. I refused to believe that my number had been chosen by chance. I was sure there was a plot at hand to test me personally. After all I never won at chance games. The number was called a second time and then a third time. I finally got up and walked towards the table with trepidations. I was weak in impromptu tests. I only remembered one and that was Phantimi's "Incredible Insight" from his book Mental Key. I had read this book many years before and had never forgotten the test and thought that one day it may come in handy so here was the day. BUT the element of failure loomed ugly and one dare not fail before such an august body of wizards.

When I arrived at the table I was surprised by what I saw. The two commercial ad sheets were identical (as samples in Fig. 5). Each had a banner headline across the top with large black words. The element of failure was now almost nil. I asked permission to tear up the two sheets and got it and then explained that I would tear up pieces of paper with words on them and ball them up. Naturally I tore out two sets of duplicate words. I placed two balls of paper with the same word in the center, positions 2 and 3 in Fig. 6, and the other two on the ends. I then predicted the word in the center balls by writing the word on the tablet and not disclosing it.

A volunteer was called and Elliott Black came up approaching the table from the right side. He was asked to pick one of the balls and he did what comes natural. He picked the second from the right, opened it and read it. I then showed the end ball to be different



Fig. 5



Fig. 6

and I showed my prediction. That stunned everyone as I let out a sigh of relief.

THE BRASS TACKS

Let us lay down some hard rules for using The Psychological Force in the form of steps so that all the steps done in sequence will result in 99% success for the Mentalist (if not 100%).

Step

1. Find out if the assistant spectator is left or right handed. This is best done by asking him to sign or initial a slip of paper. You can add charm to your presentation by using the spectator's signature for giving a short hand writing analyses.

2. Use five articles and use only articles that look alike like playing cards face down. or books of the same size and color, title side down and page-ends towards the spectator. That he will not be distracted by the titles.

3. Place the five articles in a line running diagonally away from the spectator. If he is right handed the line will run from his right side away from him to his left side. If he is left handed, the line will run from his left side away from him to his right. If he is ambidextrous you have no way of knowing it and it really does not matter. Chances are in your favor when you spread the cards running away from him.

4. Always predict the articles that is in second place from the spectator's end.

* * *

It is assumed that the Mentalists will use the Psychological Force only when performing impromptu. To the above, the Mentalist can add the technique used in Pot Luck to better his chances or any other ploy that is available at the time of the challenge.

For a well rehearsed program before a show, the Psychological Force is not needed.

NOTE: When the articles used in attempting the Psychological Force are all different then the force is in a different ball park and other rules apply. The reader may want to experiment with Dai Vernon's Mental Force done with five face-up cards from Expert Card Technique, Jean Hugard and Frederick Braue , page 271.

If the articles are all different like: a bottle, a pencil, a book, a cup and a coin, it is recommended to place the most

likely article, one that appeals to you the most for example, in second place from the right for a right handed person. However this type of Force may not work as often.



THE EQUIVOQUE

"How men are abused with words of equivocation - -"

THE DISCOVERIE OF WITCHCRAFT
Reginald Scott (c. 1585)

"A play on words." says Webster

The equivoque is the private tool of the high lords and arch mage. It has been around since language was invented. It takes many years of practice before the public to master it. The masters of this art can sell the listener anything.

THE YO-YO METHOD. In magic today, the equivoque is used in desperation, when the psychological force has failed. I have watched television audiences squirm in their seats as they sweat it out with the Magician on stage who is trying to force a certain book on the victim. "Pick two books. Lay one down." I call this the yo-yo method. Why pick two books if one is going to be laid down again? In most cases "the magician's choice" is most transparent.

But as I said above the masters can do miracles with the magician's choice. There are good methods and negative methods. The thing to avoid is to allow the audience to see through your scheme.

ANNEMANN: Annemann spent much thought on the equivoque and I consider his methods the very best. Read his effect called "Volition" on page 589 of his Jinx number 95. In this effect, Annemann forces four different cards to four different people using the equivoque. He used the same method when forcing a book.

Say you wish to force one book of three. The force book is placed in the center of the three books on the table.

Next you tell your audience that you need the help of two persons as you point to one person asking him or her to come forward and to pick one book (again DO NOT SAY 'Pick any book.'). Ignore the first person while she is picking a book, and point to a second person to come forward. But you have noticed what book was picked. If the book picked is the wrong one you say, "please give that book to this person." Meaning the second person." Next you pick up one book while the first person gets the force book and the test is done. The second person is asked to verify that

the choice of words would have been different if his book was used, etc.

If the correct force book is picked first you do the test with it and then show the other two books to be different.



MAGICK

Copyright 1990 - Bascom Jones

433

the Mann Mystique

• Phantini/Al Mann



Some years ago, at a legendary gathering of mental entertainers on the East Coast, Al Mann was one of three entertainers randomly-selected from the audience, who were invited, in sequence, to come forward and perform an impromptu miracle.

Part of the challenge was that they would be limited to working with selections from a pre-determined set of props, available on a nearby table.

The props included a local newspaper, some currency, and a pad and pencil. There was NO deck of cards, NO nail writer and NO invisible thread.

When it was Mann's turn, he tore some headline words from an advertisement in the newspaper, rolled the pieces of newsprint into tight pellets, and arranged them in a row on a table.

Then, he asked for a volunteer from the audience to assist him. He studied the spectator briefly, and quickly wrote a prediction on a slip torn from the pad, which he folded and placed on the table.

At Mann's request, the spectator selected one of the four pellets, and Mann immediately showed that the words to the left and right of the selected pellet were different.

However, the word on the bit of newsprint selected by the volunteer matched his written prediction.

When asked how he did it, Mann slowly stood, cleared his throat, and announced:

"My name is Al Mann. . . (and) I read minds!"

The long-ago incident has become an underground classic. Now, for the readers of MAGICK, Mann explains what he did that night and how he did it.

"Actually," he pointed out, "it was an on-the-spot modification of a brilliant Phantini concept."

The concept, called "Incredible In-

sight", makes use of the performer's-choice, or equivoque, force, and is a powerful bit of impromptu mentalism.

Mann has all but eliminated the need for the force.

Most advertisements feature large-type attention-getting headlines. In many, there is a repetition of one or more of the headline words.

And popular words may be found in the headlines of different ads. "Free" and "sale" are examples, as are product names.

Mann made his four pellets by tearing four headline-size words from the newspaper ads. TWO of the words were the same.

Since the spectator that assisted him was right-handed, Mann positioned the duplicate pellets in the second and fourth positions from the spectator's right.

Eight out of ten times a right-handed person, if given a choice, will select the pellet occupying one of those two spots.

Had one of the other pellets been selected, Mann was prepared to use the equivoque force. He didn't need to.

