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## ROSICRUCIAN FORUM

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*On the Cover: The Robert Fludd Rose and Cross mural in the Rosicrucian Cultural Center of New York City. Photo by Joshua Norman.*

## Rosicrucian Utopia

Claudio Mazzucco, FRC

Imperator, August 18, 2019-present

“Two things fill the mind with ever-increasing wonder and awe the more often and the more intensely the mind of thought is drawn to them: the starry heavens above me and the moral law within me.”

These words, from Immanuel Kant’s *Critique of Practical Reason*, one of the most important works of the great philosopher of the Enlightenment, might be considered the perfect synthesis of the Sacred manifestation within the human mind.

The idea of the Sacred is one of the most fundamental concepts, a pillar upon which our Order rests. By exploring this subject, we are therefore paying homage to all the Masters of the past, whose light brightened the path for us. We are also commending the mystery of the soul’s incarnation and its descent into this world dimension, while trying to grasp concepts that are hidden from our own understanding. To this end, we need to stir within ourselves a sense of wonder and gratitude that starts from a consideration of the rational mind and then proceeds with the exploration of the dimensions of the soul.

To reach this special inner place, I invite you to follow me in this journey with your own mind and imagination. We will retrace the history of our universe and the embodiment of the Universal Soul into matter.

Much of what you will hear will probably come to mind tomorrow, when you will listen to the words of the Chaplain during the Lodge Convocation.

Please listen carefully – what is about to follow is our very history, as it is experienced inside the mind of the Divine:

Imagine a moment in time so remote that it cannot be described by the space-time system we are familiar with. In this moment, which is located in a non-space and in a non-time, our universe begins. It’s the zero point, or singularity, that marks the beginning of everything. This is

the beginning of our own history, known by science as the “Big Bang.” It happened 13.8 billion years ago.

We use the expressions “non-space” and “non-time” because space itself did not exist yet. And to exist, it did not take any time at all, because time itself did not yet exist.

The term “Big Bang” suggests a big explosion, and yet this is just a mental image that does not correctly define what happened. In fact, since there was no time and no space, there couldn’t be an explosion. By definition, an explosion is a rapid and forceful expansion of gas and matter through a preexisting space at a given time.

To help our visualization, imagine an inflating balloon. However, right before you start inflating the balloon, you realize that it has no dimensions. It is not there. But then, as soon as you start blowing into it, it materializes and expands with every breath. Now imagine that this balloon encompassed the entire reality, and that nothing existed outside of it. Or rather, we should say that outside of it no place existed. Right before we started inflating it, the balloon was not there yet, but it did exist potentially, for we know that “nothing cannot give rise to something.”

The Conscience of the Divine projected itself throughout this primordial manifestation of matter, descending the ladder of Cosmic vibrations until it reached the lowest level of frequency. In a moment that, according to scientists, lasted about two hundred seconds, the first form of matter was born. The very first atoms were able to separate themselves from antimatter. It was this infinitesimally small quantity of atoms that allowed the manifestation of all the subsequent structures.

In those primordial instants, energy was the main feature of our universe. According to Einstein’s field equations, this energy began to turn into matter and to express the laws of Creation in an admirably precise, geometrical, and mathematical manner. As Pythagoras taught, in the beginning “the Divine geometrized!” We symbolize this Sacred Geometry by walking in a square inside the Temple. Our gait revisits the Creation and expresses its balance and its harmony.

Matter cancels out antimatter, which itself was created in the very first instants of the universe. The subtle asymmetry between matter and antimatter produced a very small excess of matter. Without this asymmetry – that is, without this infinitesimal quantitative difference that made possible for a small aggregate of matter to prevail – nothing of our known universe, including ourselves, would exist.

This is how the mind of the Divine started its journey from form to form, experiencing each one of them, shaping and pushing them towards an ever-growing complexity. After the first atom of hydrogen, the helium atom also came to being, and so forth, adhering to precise mathematical relations and constant geometrical harmonies.

Should we summarize these initial instants, we might just utter “Light!”

The combination of light and energy was the essential quality manifested by the universe in those early moments. Indeed, according to science, light first appeared in our universe about three hundred eighty thousand years after the Big Bang. Before that time, the universe was so dense that light could not travel and reflect.

An immense energy pushed the atoms against each other and generated atomic fusions spawning increasingly complex structures. In accordance with the principle of thermodynamics, as the universe expanded, just like an inflating balloon, it also began to cool down.

Its initial temperature of ten to the thirtieth power Celsius degrees – that is, billions of billions of billions of degrees – gradually decreased.

As the universe expanded and cooled, the condensation of gasses generated stars and planets. Galaxies also came into being: there could be as many as two hundred billion of them in our visible universe, including our own Milky Way. But there could be more in the parts of the universe we cannot see, perhaps three hundred or even five hundred billion! Each of these galaxies could contain about one hundred billion

stars similar to our sun, which generate light by nuclear fusion, and irradiate such light across the universe.

About four billion years ago, our planet was born. In the beginning, it spun so fast that a day lasted only a few hours.

At that time, the surface of our planet was not suitable for life as we know it. Factors such as heat, atmospheric composition, and unfiltered solar light with a high concentration of ultraviolet light prevented life from emerging. Furthermore, tremendous earthquakes shook the planet, and lava lakes as vast as continents belched from the bowels of the Earth.

There is still intense debate about how life began on Earth. A number of theories suggest that ancient bacterial life forms might have reached the planet onboard meteorites. However, the question remains: how could chemical reactions between inanimate matter, colliding atoms forming complex molecules, and increasingly complex molecular structures finally manage to establish a structure able to feed and reproduce itself and, at the same time, react to external stimuli?

And yet, about three billion years ago, the earliest life forms finally appeared in the seawater of our planet. While experimenting with these new organisms, the consciousness of the Divine shaped and adapted them to ever-emerging external conditions and needs – in its eternal movement and progress, Being expanded itself.

Primitive life forms, lacking self-awareness but stirred by the law of love, yearned to express the will that dwelled inside of them. The urge to express the Cosmic Law begat more and more complex forms of life, capable of sensing external stimuli with ever-growing precision. At the same time, as evolving life forms, their activities and existence modified their own external environment. For instance, consider the marine algae which, by means of photosynthesis, produced oxygen that progressively modified the atmosphere. Over time, this process produced an ozone layer in the stratosphere that filtered out ultraviolet light, allowing new life forms to appear.

As each life cycle reached its end, the Universal Soul took delight in what was being created. By experimenting with every possible form, those which could not evolve further were abandoned, whereas the most promising ones were improved and perfected to become vessels of the will of the Divine, the very creator of the entire process.

This is how life on Earth continued to evolve in manifold ways, expressing with growing complexity the cosmic intelligence and the Universal Soul. For instance, fish began to develop respiratory organs to survive on dry land. This is how the first amphibians were born and ultimately evolved to become reptiles and dinosaurs.

There is a common thread that connects all living forms. I am referring to a very special molecule called DNA. From the very first living form – from dinosaurs to human beings – life has always been based on the combination of just four molecules which, bound together, form the typical DNA double helix chain. Every cell of our body contains a DNA chain that is estimated to be two meters long, and only ten atoms large. If we could tie together all the DNA molecules of our body, the resulting thread would fit in the palm of our hand. However, if we were to uncoil such a thread, it would be long enough to encircle the entire solar system twice. A true microcosm/macrocasm relationship, indeed!

Francis Crick, one of the scientists who discovered DNA and was awarded the Nobel Prize for this discovery, was a known agnostic with a strong inclination towards atheism. In spite of his beliefs, he reportedly once said that it seems very unlikely that such a complex mechanism could have occurred by chance. In every atom of this special molecule, just like in every other atom of the universe, the Divine projected Itself as love, with the aim to know Its own creation. Of this projection, we know or, more precisely, we perceive the intelligence that permeates the entire universe and every form of nature. Rosicrucians call it the Cosmic.

The Universal Soul continued its work of love until it built a structure capable of observing the creation while also being able to observe itself as a separate being. And through that, the Divine made its first invocation. When the first human being was born, he looked at the

sun and acknowledged himself to be a reflection of the Builder of the entire creation.

We have now reached our present time and dimension. I don't need to go any further with this story, because it is now your own story. However, there is something else that I need to discuss.

All of you have reached the portals of the Order by choice. No one forced you, you made this choice yourself to follow your inner call, the voice of your Inner Master.

It is telling you that the work is not done yet, and that its completion depends upon those who have realized the meaning behind this story. There are pages still to be written which will shape the very outcome of the whole story.

Today, nature is being exploited and denied its purpose. By considering it just a relaxing backdrop for our holidays, we neglect the only channel that has the power to bring us face to face with the fundamental questions of who we are and why we are here.

As Rosicrucians, we need to reclaim this path to restore nature's true purpose, not as a means to an end but as an end in itself. We need to appreciate it not just as a resting place, but rather as a language that points to the eternity within the smallest structure, inside and outside of ourselves.

Along our path, we learn to see beneath the surface, to grasp the transcendence of every being. We learn that the whole universe is behind every smile and every face, and that the Universal Soul reflects itself in the eyes of every being, yearning to experience life.

These are hard times for mystics. Humans attempt to delay the encounter for which we were all made and refuse to acknowledge the symbolic significance of nature and the universe. Technology is shaping a reality where things exist as mere instruments – that is, without any intrinsic value. We understand nature as a warehouse of commodities meant to satisfy our physical needs, and not as a sanctuary, where the mysteries of being are revealed to those who are able to approach them.



It is important to understand that everything that exists was not created to be exploited, but rather it is the outcome of a long journey that started almost fourteen billion years ago, when the Universal Soul began to reflect itself. We have to keep that in mind, or else we won't be able to understand that the Sacred corresponds to the unique point of view of those who are able to approach nature, others, and the Self, fully aware that they are drawing closer to a mystery. This is a mystery from which we cannot turn away because it originates from us and lies within us.

You are now the ministers of this sacred knowledge; the universe itself relies on you. No one can refuse this responsibility. The celebration of this mystery requires everyone to do their part. Each one of us is called to preserve the sacred fire, to propagate the Light, and to face life with a renewed awareness.

To this end, we must remember that the basic paradigm of our current age of power and domination is coming to an end and should be replaced by a new idea, a new attitude – a higher-order paradigm based on the idea of caring. Over the centuries we have conquered, subjugated, and stockpiled, responding to a fearful frame of mind.

We learned that we must pursue success, engage in competition, and devote ourselves to winning...but we forgot that for every winner, there must be a loser.

We've conquered outer space, the depths of the oceans, and the remotest lands and their people. We are now realizing that this journey has estranged us from the essential goal we are meant to reach. However, it was a necessary experience, and by virtue of the knowledge we've gathered, we now shall find a new route.

We might start by accepting that nothing around us is hostile, or adverse, and that there are no traps set up against us in the universe, but rather there is just one Law, operating on different planes of reality. This Law is called love.

The universe beholds itself through our own eyes, and perfects itself according to what it sees through us. Cosmic Consciousness flows within us. As the source and foundation of everything that exists, it moves us towards its original Unity.

I therefore urge you to think about the new mindset that we all need to adopt, which is all about “taking care.” That is, taking care of the planet, of its inhabitants, and of ourselves.

At the conclusion of its evolutionary path, Cosmic Consciousness will complete its journey across the cycles of matter, from beginning to end, and our planet’s purpose too will be fulfilled. By then, the expression “So Mote It Be” will realize its full potential, and all its facets will be unveiled. And finally, Being will speak to the being.

## **MARK YOUR CALENDARS**

2023 AMORC World Convention

Montreal, Quebec, Canada

August 17 - 20, 2023



## Heritage of the Rose-Croix

Christian Bernard, FRC  
Imperator, 1990-2019

Although this text is especially geared to the members of AMORC, more than likely it will strike a responsive chord in the life, thoughts, and deeds of everyone. Indeed, when we think of the word “heritage,” we immediately think of material goods that we may receive from the past or hand on to the future. However, mystically speaking, not only it is possible for us to inherit something that does not yet exist on the earthly plane, but also to build in the present a heritage of ideals or spiritual values. Consequently, I suggest that you reflect upon the meaning that a Rosicrucian must give to his present life so that the material and spiritual heritage he bequeaths to his successors will be worthy of a Rosicrucian adept.

What does our material heritage consist of? To answer this question, we must bear three facts in mind: first, that we are members of AMORC; second, that we live in a particular country; and third, that we are citizens of the world. Our material heritage is therefore threefold. Applied to our Order, it designates all the buildings – especially those of the various Grand Lodges throughout the world – which have been erected or converted into quarters for Rosicrucian activities since the beginning of the twentieth century. Each of these edifices constitutes a part of the material structures bequeathed to us by our predecessors or by Providence so that the Rose-Croix may accomplish its mission with dignity in today’s world. In this respect, we must do everything in our power to preserve this legacy in one form or another for future Rosicrucians. As things stand at present, we must never forget that we live in a material world and that it is impossible to administer spiritual guidance without resorting to material means. If AMORC owned no buildings, it could not play its spiritual role and, therefore, would have no reason for being. I am sure that you are perfectly aware of this, and consequently I feel it is unnecessary to stress this point. Moreover, I know that each Rosicrucian is proud of the material edifices which the

Rosicrucian Order has always consecrated to Truth and dedicated to each of its members.

I would now like to broach the subject of our responsibility as members of a nation or, if you prefer, as inhabitants of a particular country. In the first place, we must realize fully that it is not by chance that there are a multitude of languages and a certain number of races. Likewise, the fact that the world is divided into several continents, each made up of different countries, is not the result of some arbitrary cosmic decree. It is a necessity, for Unity on all planes and all levels can evolve only through the process of multiplicity. In fact, such a process increases the number of experiences. To prove this, we need only to think of the Great Universal Soul. It is one in essence, but, because of a cosmic necessity, it split into billions of soul particles. Our very existence is in the image of multiplicity, for each of us reincarnates a multitude of times in different bodies, families, countries, races, cultures, and religions, but preserves deep within ourselves the same spark of Divinity. Thus, notwithstanding all appearances, the great law of evolution is served when division, difference, and multiplicity are channeled into a constructive goal. This principle is very well expressed in the Hymn to Aton, one of the most beautiful symbolic writings bequeathed to us by Akhnaton.

Today, there are British, American, German, Spanish, and French Rosicrucians speaking the languages of all the countries in which AMORC is active. But the mere fact that they are members of the Order binds them to one common ideal, for each vibrates to a common note – that of Cosmic Harmony. It is therefore very important that each one of us, in the course of our lives, becomes thoroughly imbued with what constitutes the beauty, greatness, and worth of the country in which we reside. Thus, Rosicrucian Thought will emerge ennobled and enriched, for it shall offer a synthesis of the most positive characteristics of each nation. To accomplish this, we must immerse ourselves as much as possible not only in our country's culture, history, and traditions, but its goals as well. In short, we must strive to attune to its collective consciousness, for it is a testament to its past and presages its future. If we do so earnestly, a deep bond will develop between ourselves and the

nation in which we reside, either at the beginning of our incarnation or later. It is common knowledge that we take care of those things to which we have become attached, and it is this attachment to things that makes them a part of not only our own history, but also of that of the collectivity to which we belong; for a country is nothing but a group of individuals linked to a common memory.

It is true that not all nations have the same past and that some among them are much newer than others. But, as the well-known adage states, “age has no bearing upon worth,” for the rose which blooms upon a two-year-old rosebush is just as beautiful as the rose which adorns a fifteen-year-old rosebush. What matters is not the magnitude of a nation’s historical past, for most often this consists only of a succession of struggles and wars, but rather the mystical scope we give to its present. Thus, regardless of the country in which a Rosicrucian lives, she must prove every single day that it is possible to rebuild that which centuries may have contributed to destroy. How? Simply by constantly serving as a humanitarian example, eager to preserve traditional and moral values that constitute the glory of all civilized societies. With this aim in mind, wherever we may be and however great or small our responsibilities are, our duty is to act in such a way that our fellow citizens may evolve while raising the collective consciousness of the nation they form.

In this respect, I am convinced that in the scheme of human evolution, every country has a distinctive part to play, for each nation has a particular feeling in regard to good and evil. They are like different chords of a single musical instrument which, in the hands of the Great Architect of the Universe, are tuned to play the same melody. This explains why each nation reacts differently to identical events, but also that the solution to most international problems lies within the combination of all the reactions. Consequently, as mystics, we must channel the highest feelings which our nation can express politically, economically, socially, and above all mystically. If we all succeed in doing this in our respective countries, future generations will inherit societies which are distinctive but united in the defense of every person’s rights and duties.

The foregoing leads me to examine the third aspect of the material heritage we must bequeath to humanity of the third millennium. It is a fact that every Rosicrucian is a member of a particular nation, but mystically he is primarily a citizen of the world. Consequently, it would be a grave error to behave as a nationalist determined to defend exclusively the interests of one's own nation. To return to our previous analogy, it is impossible to play a melody by using one single chord of an instrument. Likewise, humanity will not attain its ultimate goal of evolution – that is, Absolute Perfection – if every nation acts without taking into consideration the welfare of others. On this level, it is important to understand that, whatever our individual nationality, we all belong to the same collective body. Therefore, it is obvious that the finest heritage we can bequeath to tomorrow's children is none other than Earth itself. As you know, Earth is ill and suffers from many ailments. Because of self-interest and selfishness, humans have altered the planet and, as scientists will readily admit, have greatly endangered it.

My remarks are not intended to be an assessment of all forms of pollution that jeopardize the future of the human species, for this has been for some time the topic of an increasing number of lectures, newspaper articles, and television broadcasts. However, I deem it important to emphasize the fact that if Earth were to disappear because of our activities, it would not only mean the end of humanity – at least such as we know it now – but also the beginning of a great upheaval in our solar system, which would extend to the adjacent universe. Indeed, it is easy to understand that the cosmos is governed by order and harmony, and that any disturbance occurring at a particular point of that world reverberates into infinity. The same thing applies to our body, for it is well known that when one of our organs is afflicted with illness, our whole organism becomes affected.

Thus, the choices we must make to remedy the havoc now endangering the survival of our planet not only affect the evolution of humanity, but also the very existence of the other planets of our solar system; for all planets are connected by extremely subtle sympathetic bonds. It is therefore important that each of us, not only as a member of a particular

country but also as a world citizen, be concerned with the future of our Earth. From this viewpoint, we must be perfect examples of respectful behavior towards Nature. We must oppose with determination all petty interests that have been responsible for the massacre of certain plant and animal species. We must not belittle the danger represented by some forms of energy – I am thinking of nuclear energy most especially – and the transportation of other forms of energy, such as oil. It seems obvious that all scientific research should converge toward renewable energy. Incidentally, this is what has been happening for many years, but unfortunately the application of renewable energy has not yet manifested as it should have.

The Sun has always been the source of all life. It does not belong to any particular nation and therefore cannot be the object of any appropriation, which is not the case with coal, oil, and gas. Since we admit that the Sun symbolizes the Great Light of Cosmic Consciousness, and since we know that “as above, so below,” it should also be chosen to bring light and warmth to all humanity. I am perfectly aware that this kind of discussion is nothing new, but today we must choose, for the time for official statements has long passed. This is the reason why it is so important to review the problems that have been the theme of so many ecological campaigns. Therefore, let us be responsible; let us not allow our conscience to fall asleep over problems that it is aware of but does not want to face; and let us give our wholehearted support to those people who have the authority to preserve the health of our planet, for the earthly heritage we bequeath to future generations rests upon their will to succeed.

Now, let us examine the spiritual heritage we must build up for the future. As you know, this heritage is based upon the knowledge of the laws and principles which, from time immemorial, have united humanity with the Creator. All those who have the honor and privilege of belonging to a traditional Order such as AMORC have the specific mission to transmit the knowledge they have inherited from a thousand-year-old past. I believe I can truthfully state that our Order constitutes the oldest and most comprehensive mystical path to spirituality in the

Western World. Of course, there are other philosophical and mystical movements which for centuries have echoed certain religions or traditions, but to my knowledge none of these possesses a cultural and spiritual heritage as vast as that of the Rose-Croix.

On the other hand, there is a host of pseudomystical orders, societies, or groups which are mostly new and only reflect the personal and, consequently, temporary philosophy of their founders. Finally, I shall add that authentic movements of international scope, such as the Ancient and Mystical Order Rosae Crucis, are extremely rare. So, for these reasons and many others, I believe that AMORC can and must meet the mystical requirements of the New Age. To do so, it is quite obvious that it must make itself known, and I sincerely hope that this book will contribute to the accomplishment of this purpose. In this respect, I truly believe that the legacy we must bequeath to the third millennium rests primarily upon the spirituality that the Rose-Croix has endeavored to convey since remotest antiquity.

The Ancient and Mystical Order Rosae Crucis has always adapted itself to the various eras that have marked the history of evolution and the evolution of history. Thus, never in the past have its teachings been frozen in time. They have been constantly updated, clarified, and enlarged upon throughout the centuries, so as to keep up with the progress of society, while at the same time anticipating the future. In its present cycle, it does not evade this rule, especially since the pace of life is accelerating. Of course, the purpose of this updating is not, and has never been, to change the direction, spirit, or essence of the Rosicrucian Tradition, for the Cosmic would not agree to this, and therefore it could not be done. Its objective is rather to ensure that its teachings be completely adapted to the evolution of consciousness and mentality, for it is important that present-day and future Rosicrucians do not feel that the teachings lag behind in regard to cultural, or even social, references of a particular era.

Concerning the mystical teachings perpetuated by the Order, I must also mention the cultural activities conducted by the Rose-Croix



University International, which is composed of Rosicrucians who are authorities in some particular field such as science, art, literature, and so on. The research they are conducting individually or collectively is regularly published in Rosicrucian magazines, and sometimes in specialized “profane” magazines, so as to contribute to the evolution of consciousness while at the same time proving the dynamism of Rosicrucian research. Their work is also discussed in lectures and seminars, some of which are open to the public. Due to the activities sponsored by RCUI, the scientific, literary, and artistic knowledge bequeathed to future Rosicrucians and to all our human brethren will clearly illustrate the progress achieved in these various fields of knowledge during the last few decades.

Naturally, not all Rosicrucians are qualified to conduct research in physics, chemistry, astronomy, music, medicine, psychology, and so on. Consequently, what legacy can they bequeath to knowledge? In answer to this question, I wish to remind you that being a Rosicrucian means primarily studying and applying conscientiously the teachings of AMORC in every thought, word, and deed. It also entails working on the spiritual plane so as to set into motion energies capable of purifying and regenerating the collective consciousness of humanity. Further, it requires a person to meditate upon the great truths of life so as to enlighten those less advanced than herself upon the path of life. Finally, it means praying for each human being to receive the Illumination we ourselves are seeking. To live Rosicrucianism fully is therefore to radiate Light around us and, by our example, to give more people the desire to follow the same path as we are following. At this level, there is absolutely no need to be an authority in the scientific, artistic, or literary field. All that is needed is simply to will it, for if we accept this Cosmic Mission of guiding towards the Light those who still walk in darkness, then opportunities to help will not be wanting. On the other hand, the more we invest in this guiding role, the more support and energy we will receive from the Cosmic Masters. I will add that the more we use this support and channel this energy, the more powerful will be the spiritual legacy for Universal Good that we shall bequeath to the future.

Generally speaking, the most beautiful thing we can bequeath to those who are to follow us is none other than a pyramid of ideals that will be sufficient to extricate humanity from the apparent chaos in which it is now immersed. It is therefore in the invisible that we must lay the foundations for spirituality, for we must never forget that everything arises from the invisible. Rosicrucians have all the necessary mystical tools at their disposal to carry out this mission. If they do not use these tools and are simply content with possessing them, then they will have failed in their duty and their karmic responsibility will be considerable at the final moment they cross the Threshold to the Higher Initiation. Therefore, let us be worthy laborers and, casting aside mercenary or even unworthy thoughts, words, and deeds, let us work earnestly for the cause in which we believe: the final blossoming of the human rose upon the temporary cross of this earthly world. If we succeed in this undertaking, our children's children will inherit a world where, for the first time in known history, the ideal of Peace will be a material and spiritual reality.

So Mote It Be!

### Vowel Sounds for Daily Meditations

Monday	<b>MEH</b>	(pronounced May, on C natural above middle C)
Tuesday	<b>KHEI</b>	(pronounced Kay ee, on E natural)
Wednesday	<b>EH</b>	(pronounced A, on middle C)
Thursday	<b>EHM</b>	(pronounced Aim, on B natural)
Friday	<b>THO</b>	(pronounced Tho, on F sharp)
Saturday	<b>RA</b>	(pronounced Rah, on A natural)
Sunday	<b>OM</b>	(pronounced Ohm, on D natural above middle C)

For a description of the Daily Meditation, please see *Rosicrucian Forum* 2018 No. 2 or the Grand Master's Message - Fall 2018 video.

## Entering the Silence

Ralph M. Lewis, FRC

Imperator, 1939-1987

A phrase which students of mysticism often use indiscriminately is “entering the silence.” It is a mistaken idea with many modern students, as it was with ascetics of old, that mortal existence is an evil one. The physical body is considered a shackle and a negation of the spiritual powers. This conception springs from ancient Greek Orphism and Zoroastrianism. There is a tendency on the part of these misguided persons to consider the objective faculties as in some way continually conspiring to deceive and debauch the soul of humanity. Ultimately they become so unreasonable in this belief that not unlike Pyrrho, the ancient skeptic, they will not walk from the path of an oncoming vehicle, believing its appearance but a trickery of their senses.

A writer on mysticism in the past has said that the ascetic is a kind of athlete, for he is continually wrestling with his religious beliefs. The ascetic seeks to subjugate all of his physical desires and to oppose worldly appeals to his senses, because he is of the opinion that temporal things are in continual conflict with the Divine self, and he wishes the latter to be supreme. By practicing self-mortification and abnegation – namely, a torture of the body by a failure to recognize its needs – he expects thereby to liberate the spirit. The ascetic, therefore, is wont to be a recluse, to exclude the world, to climb to a mountaintop or find a cave in the depth of a forest, and thereby enjoy that *physical* silence by which he feels the spiritual self alone can reign supreme. The early Christian monks were such ascetics. They, too, felt it was necessary for a person to depart from the world of people so as to be alone with the soul.

There is no doubt that our physical senses do engender illusions. To a great extent the entire physical world, all of its reality, is an illusion and must remain so. Our empirical conception of it is not what it actually may be. Between our ideas of the physical world and of what the physical world may actually consist, lie the sensations and the impressions of it which must be translated and interpreted, and which undoubtedly suffer accordingly. Consequently, if we are going to be technical, we

live in a world of illusions. But we need these illusions to exist on this plane. When you discover that something is not what you previously thought it to be, change your interpretations. Don't damn away your objective senses or body as worthless. Furthermore, all enlightenment, even if it is gained mystically, must be translated into material realities, things which can be utilized right here on Earth, or otherwise it has no benefit for you. This means that, to utilize freely a Cosmic impression, you must harness it to some reality that you can see, hear, feel, or touch objectively. A negating of your physical faculties eventually affects your ability to use them to serve your mystical conceptions.

Too many students of mysticism use the term "entering the silence" as an escape from the realities of this existence which it is their duty as mortals to confront and master. Whenever a material problem of business or domestic affairs arises, instead of first objectively investigating with open eyes, ears, and mind how it may be met and surmounted, they enter the silence. To them this means shutting out the distracting facts of the problem and seeking to pass it on to a higher mind or intelligence. Such a practice is not true mysticism and is often nothing more than *indolence*.

Mystically, entering the silence often does not mean communing with the Cosmic or escaping in consciousness to another plane. It can and often does mean freeing yourself from all other realities except the paramount one with which you are concerned. It can mean intensive objective concentration on one important factor. In other words, it can consist of creating a *mental* world, perhaps for a few minutes, in which nothing exists but self and the problem at hand. One can enter the silence so that she is oblivious of her surroundings and yet be using her objective powers of reason, applying them to the matter at hand. A true mystic feels unworthy of an appeal to the universal mind, of entering the silence of the Cosmic for the purpose of soliciting help, if she has first failed to exercise her Divine gifts of reason and the other mental faculties which have been given her at birth.

To the real mystic, silence means for one to be alone with the consciousness of self, with self as the only companion. After all, a person may be physically alone, and yet he may be so preoccupied with

problems of the day, with thoughts of things of the world, that insofar as self is concerned it has been precipitated into the midst of a teeming world of ideas, and self is thus far from being alone, even though the body is. The real mystic can enter the silence – that is, *mystical solitude* – the aloneness with self anywhere, even while standing in the midst of a busy thoroughfare, because he has shut out all else but self.

Maurice Maeterlinck, comparatively modern mystic, said with respect to the import of this silence, “No sooner are the lips still than the soul awakens and pursues her labors.” He meant by this that no sooner do we attune ourselves with self, separate our consciousness from the objective world, than we become fully aware of the activity of the soul. People are always inclined toward silence when they are in the presence of that which is greater than what they can express in words. Thus they are inclined toward devotion and humbleness in the presence of the great, and as we introvert the consciousness to self, we experience the Great Silence.

Mohammed is reputed to have said that silence begins a life of devotion and a frequent remembrance of the Divine. The Quakers, too, were said to have a doctrine that required periodically, at least, that the soul must withdraw into silent waiting, there to harken unto the voice of the Divine. Meister Eckhart, German mystic, affirmed that the student of the Divine rises above the scattered, which may be interpreted to mean that the student of the Divine leaves the things of the world behind him – temporal interests and desires – and tries to find that seclusion and that silence where naught exists but the Divine.

To summarize, the occult principle of silence is to permit the soul to *hear without ears*. It is also to permit the soul to speak or commune with man by other means than that of the mouth. It consists of a complete submission of the will to the Cosmic mind, to hear that which the human ear cannot hear, and to speak through the soul rather than through the mortal self.

## Impressing Others

H. Spencer Lewis, FRC

Imperator, 1915-1939

There are certain psychological principles that may be used and applied very efficiently, even by those who have not taken a thorough course in subpsychology or who have not had long experience with the intricate principles involved. The most careful use of these psychological principles – in connection with that of impressing the mind of another person and the art of making the proper impression – is very important to those who are attempting to convey a message of a definite nature.

Whether you are trying to sell some merchandise to a person, or sell yourself, it is absolutely necessary that you create in the mind of your prospective buyer a duplicate of the picture that you have in your mind. Really it is the art of thought transference, but instead of being accomplished by the process of mental telepathy exclusively, you have the additional advantage of using words and using some other psychological laws that I will explain.

With some people, the most difficult thing in the world is to talk to another and talk so impressively or so efficiently that the correct message is conveyed. Many people find it more convenient and certainly more efficient to write letters than to talk, and I have known hundreds of successful salespeople who did all their selling by correspondence and who were eminently successful. However, the moment they faced a prospective buyer and attempted to say in words what they had been accustomed to saying in letters, they became self-conscious, unfocused in their concentration, and weak in their presentation.

If you are one of those persons who can write a strong letter or message and present your proposition in writing better than you can in person, you certainly have an advantage and I question whether it will pay you to attempt to change your methods. But if you are in a position where you must face your prospective buyer, or where personal interviews are absolutely necessary, then there are certain principles that you can use which will make your work more sure of results.

As I have said above, whether you are selling merchandise, or applying for a position, or seeking favors or benefits of any kind, you are either selling some material thing or selling yourself. In either case, you must create in the mind of your prospective buyer, or the person you are interviewing, that sort of impression and that sort of picture which you already have in your own mind.

Just as you cannot send a message to someone if you do not know what it is you wish to say, neither can you convey an idea from your mind to the mind of another if you do not have a clear picture of that idea in your mind to begin with. What you want your prospective buyer to build up in her mind must be so concrete and definite in your own mind that you never have to hesitate a moment in the process of transferring the impression from your mind to the buyer's mind.

On the other hand, you cannot convey to the mind of another person an impression of positive affirmation and of wholehearted conviction if, in your own mind, the impression you have there is weak or negative, or the opposite of what you wish to convey.

In other words, you cannot face your interviewer and glibly talk, positively, about the goodness and merits of something you wish to sell, while in your own mind there is doubt about the goodness of the product and a conviction that the product has no merit. You can train your lips to speak a lie, and you can glibly juggle your words so that you are conveying a double meaning, but you cannot trick your mind into forgetting the facts it knows and creating momentarily a false picture in agreement with the false words you are speaking.

The average business executive who is accustomed to dealing with salespeople or interviewing persons who are seeking favors, benefits, or assistance, is keenly aware of the vibrating impressions from the mind of the speaker, and I will tell you frankly that I know thousands of such business people who secretly admit that they seldom pay as much attention to the words being spoken by their interviewer as they do to the thought impressions they are receiving in between the words.

I know from my own experience, and from the experience of many business executives and managers who have discussed this matter with

me, that very often they reach a conclusion as to what they are going to do long before the salesperson or the interviewer is halfway through talking. Often after the first half-dozen words are spoken by the salesperson or interviewer, the business executive who is listening has received direct from the mind of the talker an impression that all is not as it seems and that the sales representative is attempting to fool, trick, or deceive the executive, through his or her sales pitch. Under such circumstances, most business people immediately decide that they will not buy and will not grant the requests being asked, and nothing that the salesperson or the interviewer says changes that impression.

The very opposite of this is also true. The average busy person in big business will often interrupt a salesperson or an interviewer by saying: "All right, I will accept," or "I agree," or "I will grant what you wish." It would appear that the business executive has made up his mind before the interviewer or talker has half explained the proposition. Some who witness such circumstances may think this is due to the fact that the business executive has a hunch or some intuitive way of deciding what should be done. However, this is not true. The business person has simply received from the interviewer's mind an impression that reached him before the interviewer had spoken a half-dozen words. Busy people in business have little time for long discussions and lengthy interviews. If they can pick up impressions from a salespersons mind mentally in a moment, they would rather have it that way than wait a half-hour to eventually reach a conclusion after a long series of complex statements and descriptive explanations.

From all of this you will see that the salesperson who attempts, nowadays, to sell something that has no real merit, or in which she has little faith or confidence, is lost unless that salesperson is going to try to sell the product to ignorant, unsophisticated, and inexperienced buyers. Even there the seller may fail because it must be remembered that a lack of education and culture does not prevent the human mind from being very sensitive to mental impressions. Many people lacking sophistication or education are nevertheless mighty sensitive in reading the auras and mental impressions of those trying to take advantage of them. Salespeople, or anyone else, who think they can take advantage of



uneducated persons or untutored and unlettered minds and work a trick upon their inner intelligence are very apt to be fooled.

In trying to sell yourself to a prospective buyer, whether it be by seeking a promotion in business, a new position, or some special service you wish to render, remember that your own real opinion of yourself and of your service counts far more than the beautiful description that you present through words, or which may be glowingly stated in a number of testimonial letters you ask the buyer to read. If you doubt your own ability to fill the position you are seeking, if you have the least doubt in your mind about your efficiency or capability for the service you wish to render, do not think that you can buffalo your average business person by egotistical statements that are nicely worded. Glowing promises mean very little to people in business. They naturally assume that anyone who wants to work for them or serve them is going to try to do their best. The mere fact that you say you will do your best means nothing. The employer wants to know what your best really is, and if you have any doubt in the back of your mind as to how good that best is, the prospective employer is going to discover it very soon.

Many people are full of promises in their interviews, and then they are about as dry as the Sahara Desert when it comes to making good those promises. The most promising thing I ever heard of was a Mississippi steamboat that had a twenty-two-inch whistle, and a sixteen-inch steam boiler, and when it was ready to start away from the dock, it blew its whistle with such strong, promising tones that it exhausted its steam and moved backward.

So the first thing to do is to have the proper determination in your mind and a very complete, definite picture of the real service you wish to render, or the true value of the goods or things you wish to sell. If you are attempting to sell merchandise, whether it be stocks and bonds or articles of commerce, be sure you are so familiar with what you are selling that not only can you completely answer any question that is asked, but you can close your eyes and in a moment see an entire picture of the article from the time it began in its process of manufacture from the raw materials, to the last moment of its delivery.

Unless you are well versed and very familiar with the product you are offering to someone else, do not assume that you have a clear conception of the product at all. While you are talking to your prospective buyer, he will be receiving from your mind the precise picture you have in your mind, and if it is blurry or unclear, he will receive the same sort of reaction, regardless of the nice caption and glowing billboards that you paint for the prospective buyers to look at. Telling your prospective buyers all about what you have to offer, and at the same time having a poor picture in your mind, is like showing your customers the posters outside movie theatres, with all their glowing colors and provocative statements. They will tell you that the movie playing inside is what they want to see. Therefore, what you picture within yourself should be more definite and more clear-cut than what you or any poet or literary master could ever picture in words.

The next important point is to convey to your prospective buyer the fact that you are steadfast, honest, straightforward, and businesslike. Not only should your conversation be brief, your statements definite and to the point, and your whole attitude that of poise and self-confidence, but your every glance and movement should indicate a sureness and conviction that are unmistakable.

People in business do not necessarily appreciate sales representatives or interviewers who assume an attitude of humility. They are not necessarily impressed by salespeople who apologize for taking their time to explain what they have to offer. If you are doubtful as to whether what you have to offer is of value to the customer, do not pay her a call until you are sure about the value of the product. If you have the slightest feeling that you are taking up a business person's time without profit to her, then do not go near that person. Unless you feel from the bottom of your heart to the top of your head, that your time in their presence will result in profit to them and benefit their business, as well as making a profit for yourself, do not bother them. Apologizing for your intrusion, or for the time you take, is merely another way of saying to your prospective customer that you do not believe you are going to show them any profit in what you are presenting, and that after all they

are going to be the loser whether they buy your product or not; and you may just as well save your time and theirs at the beginning.

Of course, if you are asking merely for a favor, wherein all the profit is for yourself and none at all for the other person, you may properly explain your regrets for taking some of their valuable time in such a selfish manner. But if you have something really of merit to offer in the way of merchandise or your own personal services, and you believe what you have to offer is of benefit or value to the other person, do not apologize for taking his or her time. Business people appreciate having meritorious proposals brought to their attention, and make it their business to see and interview expert salespeople or persons who have something definite to say.

One of the sure signs of weakness in character, and inefficiency in mental ability, is the shifting eye. You will notice that often business executives and managers place their desks so that those who call on them or come to see them will be facing toward the light, while the executives or managers will face away from the light. This is so they can carefully observe and study the changing facial expressions of their visitors or those whom they are interviewing, and so that their visitors—the persons talking to them—cannot so readily see or observe the subtle changes of expression on the executive's face. Because of their many responsibilities for the ongoing success and stability of the companies they manage, business leaders have good reason to be concerned about the character and integrity of those whom they are interviewing. As the person being interviewed, you should not look upon this as being placed at a disadvantage, for if you are wise and adept you will take advantage of the situation and face the light as well as your interviewer's critical scrutiny, and fear nothing. In fact, you will make your face and your eyes serve your purpose, as I will explain in a few moments.

Of course it is understood that you will never go into the presence of another person seeking favors, benefits, or aid, or attempting to sell or promote any idea, if you are slovenly dressed, careless in your appearance, foul of breath, or inconsiderate and uncordial in your attitude. Approaching your prospective buyer or customer, you should

hold the positive affirmation in your mind that you are going to succeed, not by overpowering or hypnotizing the buyer, not by having the Cosmic super-induce a state of mental coma wherein the buyer knows nothing, says nothing, thinks nothing but what you describe in words. The Cosmic will not aid in such a method, through any law or principle of the universe. If you want to throw your prospective customer into a state of mental aberration, you will have to do it by the charm of your personality and the goodness and greatness of your proposition.

There is one method, however, whereby you can keep your listener, whomever she may be, from letting her mind wander while you are speaking, or from coming to a conclusion too quickly. It is a method used by the most successful salespeople throughout the world and by diplomats, detectives, judges of the court, criminologists, psychologists, and mystics. It is a method whereby you can stand before your prospective customer or any other person and say what you have to say, provided it is the truth, and then make the other person realize it is the truth and cause that person to judge your statements and your mental pictures correctly.

The method is simply this: The moment you begin speaking to the person whom you wish to convince, be sure to concentrate your eyes all the time you are speaking on the center of the person's nose just between the eyebrows. That point of the nose is called the root of the nose, and if you concentrate your gaze there, you will be concentrating upon the root of the person's attention. You will find that the other person will gaze back into your eyes, and he will feel the steadfast, permanent, convincing glance and mental attitude on your part. If you have to close your eyes or change your gaze from that position while talking to the person, do not drop your eyes and look down to the floor or down to your lap or your hands or anything that is lower than the level of the other person's face, but rather shift your eyes or your glance sideways to something in the room that is on a level with his face. You can rest your eyes for a moment this way, and then bring them back to a definite view upon the root of the person's nose.

Do not attempt to stare with wide-open eyes at the other person, for she will become uncomfortable and suspicious of your motives, and you will be dismissed instantly. Let your eyes have just a perfectly natural look, and merely center them on the root of the other person's nose, instead of looking at details of the person's clothing or the papers on the desk or at your own hands or feet. Every downward glance on your part weakens your impression. Do not attempt to get close to the other person, but stay at a respectful distance. Talk softly and in a monotone. Do not try to give emphasis to certain words by pronouncing them loudly, for that will disturb the mind of the listener and upset the rhythm of the listener's thinking. Do not lean on the desk, or in any other way impose your physical self on the other person's territory. Do not become familiar, intimate, or personal. If you know the person in a friendly way, reserve your personal, friendly, more casual approach for hours after business. Make your conversations brief and to the point.

If, when all this is done, the prospective customer suggests postponing a decision, do not attempt to urge them to make an immediate decision, for the client will become suspicious. Rome was not built in a day, and whether the customer buys something from you or not, today or tomorrow, will not ruin or wreck their business. If the service or the thing you have to offer is any good at all, it will be just as good tomorrow as it is today. If you are fearful because the buyer does not accept it right away, you will convince the buyer that he will gain more by rejecting it than by accepting it.

Even in public speaking, and in dealing in business matters or in personal matters, be sure to always gaze at the person you are talking to with your eyes centered as instructed above. This will evoke a mental impression of a strong, magnetic personality, and it will tend to keep your listener from wandering away mentally in a field of speculation, and you will hold the listener fast to your line of thought.

A thousand people have told me of a thousand instances where this formula saved the day. It may not be mystical, it may not even be psychological, but it works.



## CALL FOR PAPERS - DECEMBER 31

The *Rose+Croix Journal*, the Rosicrucian Order's worldwide, peer-reviewed, scholarly journal, is seeking papers for its next issue.

Papers for this issue will be accepted through December 31.

For the Guidelines for Submission, please visit:

[www.rosecroixjournal.org/about-guidelines](http://www.rosecroixjournal.org/about-guidelines)

Subject matter experts are strongly encouraged to submit papers, especially interdisciplinary and transdisciplinary inquiries that traverse and lie beyond the limits of different fields of study.

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The Traditional Martinist Order operates under the auspices of the Rosicrucian Order, AMORC. Our Imperator is the Sovereign Grand Master of the TMO, and our Grand Master is the Grand Master of the TMO. The Traditional Martinist Order offers initiations, as well as systematic and inspiring studies conducted within a Temple, and an inspiring ritual followed by open discussion among our members.

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### **24-HOUR ASSISTANCE**

The Council of Solace is a group of Rosicrucians (at Rosicrucian Park and throughout the world) who meditate daily on behalf of others. The goal of the Council of Solace is to bring cosmic help to all those in need of it.

To list yourself, or another individual, with the Council of Solace, send an email to [council@rosicrucian.org](mailto:council@rosicrucian.org) or call 408.947.3684, then press 1, and leave a message, giving the name of the person in need of healing.

Metaphysical Aid will begin immediately and will continue for as long as it may be needed.

## **2019 REMAINING HIERARCHY DATE**

**THURSDAY, NOVEMBER 21**

Rosicrucian members who have reached Monograph No. 1 of the Twelfth Temple Degree receive instructions on how to perform a special experiment on specific dates four times per year at 8 p.m. local time. The remaining date for 2019 is listed above.

To read previous issues of the *Rosicrucian Forum*, please click on “My Account” in your online member portal.

## **Bequests and Donations**

Because of the transformative life experiences members have had as a result of studying the monographs and applying the lessons that they have learned in their lives, many members choose to remember the Rosicrucian Order, AMORC in a bequest or through their generous donations to the great work of our beloved Order.

### **Bequests**

Remembering the Rosicrucian Order, AMORC in your will is a lasting way to demonstrate your appreciation and dedication to our Order and to ensure that the Order can continue its important work in contributing to the evolution of consciousness.

If this is something that you would be interested in doing, the legal name and address to use on any legal documents is:

The Grand Lodge of the English Language Jurisdiction of the AMORC  
1342 Naglee Avenue  
San Jose CA 95126 USA  
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The Grand Lodge maintains a plaque in the Grand Temple at Rosicrucian Park that honors members who have remembered the Order in their wills, trusts, and/or insurance policies. In memory of these thoughtful gifts, the names of members making bequests to the Grand Lodge are permanently memorialized by being inscribed on this Grand Temple Memorial Plaque.

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If you have any questions, please contact [gmo@rosicrucian.org](mailto:gmo@rosicrucian.org).  
Thank you for helping the Rosicrucian Order to continue to contribute to the evolution of consciousness and to perpetuate the Rosicrucian teachings for generations to come!