

**READING  
CHARACTER AT  
SIGHT, LESSON SIX**

Published @ 2017 Trieste Publishing Pty Ltd

ISBN 9780649230846

Reading Character at Sight, lesson six by Katherine M. H. Blackford

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Cover @ 2017

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# READING CHARACTER AT SIGHT

KATHERINE M. H. BLACKFORD, M. D.

ARTHUR NEWCOMB, *Editor*

A Simple and Scientific Method of Judging Men and Women; Reading Character; Selecting Workers; Understanding Human Nature; Developing Hidden Power; Discovering Genius; Recognizing Special Capabilities; Controlling Mental Forces; Applying Talents; Choosing the Right Work; Persuasion; Securing Attention; Arousing Interest; Making Friends; Creating Desire; Getting Action; Commanding Maximum Service; Overcoming Indecision; Achieving Leadership.

Seven Easy Lessons by the Famous Character Expert, Dr. Katherine M. H. Blackford, based on a study of eighteen thousand men and women and one hundred great business firms.

FOUNDED BY

**Independent Corporation**

DIVISION OF BUSINESS EDUCATION

119 West Fortieth Street  
New York

1918

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New York

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# READING CHARACTER AT SIGHT

## LESSON SIX

### Pathfinders and Roadbuilders

#### CHAPTER I

#### WHITE AND DARK RACES

What is the first thing you notice about a man?

Not when you are consciously trying to read his character, but when you meet him in the street, on the train or in your office.

Not whether he is richly or poorly dressed, big or little, skinny or fat, an acquaintance or a stranger.

There is something you see and note instantly, before you see any of these other things. So does everyone else.

#### **The Great Human Dividing Line—Color**

It is his color, isn't it?

Whether he is white or black, brown, red or yellow?

Color is so easily seen and makes such a difference among men that you have to notice it.

It made such a deep impression on people that they used to divide all mankind into separate races by their color alone.

Perhaps you may remember your old geography which taught you that there were five principal races on the planet: white, black, yellow, red and brown.

Even yet, there is probably no deeper gulf fixed in tradition, prejudice, and what seems like a perfectly instinctive feeling, than that between human beings of differing colors.

With all this emphasis on color, how much does the average man know about the real characters of people of different colors? How much do you know?



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The history of color in human beings, intelligently studied, gives us the key.

But before going into that, let us see what popular ideas about color have been.

### Why All Angels Are Blond

Did you ever see a painting or other picture of a black or even brunet angel?

Did you ever see a picture of a blond devil?

Did you ever see a picture of a good king, a lovely queen, a fairy princess, a very gentle, perfect knight or a popular hero who was not blond?

Did you ever see a villain or a vampire on the stage or in a picture who didn't have raven-black hair, "wicked" black eyes, and a dark skin?

But stop and think a minute. Among the people you know, are all the blonds angels and heroes—all the brunets devils and villains?

On the whole, do you find the blonds any more angelic than the brunets, the brunets any more devilish than the blonds?

Neither do I.

Nor does anyone else.

Then how did all our artists, poets, playwrights and novelists get the idea?

Well, look around you.

Who runs things in this world, white people or dark-skinned people—the white race or the dark races?

Which are the more powerful nations—nations of white people or nations of dark people?

Which have the greatest wealth?

Which can bestow the highest rewards?

The white people, of course.

England, France, Italy, Germany, Austria-Hungary, Sweden, Norway, Holland, Denmark, Russia and the



United States are the great modern nations which control pretty nearly all the earth, and they are all white. Japan is the only exception and she is a very recent arrival among the "powers." China is great in population but weak in military power.

Now wouldn't it be perfectly natural for the ancient artists and writers, knowing on which side their bread was buttered, to try to please the ruling classes by making all angels, gods and heroes white and all devils and villains dark?

And the custom having once started, who was to take the trouble to break it, especially since the white race continued to conquer and to rule?

### **White Races the Only Colonizers**

There is another queer thing about color.

Practically all exploration and colonizing has been done by white men.

Some dark races, like the Tartars, Mongols and Huns, have swarmed over wide areas, pillaging and murdering, but they mostly went back home with their booty. Even when they remained in conquered territory, they built up no civilization. They left no monuments to their genius. Their descendants were absorbed into white races and have left their mark only in the Alpine bullet head and such barbarous traits of character as we see among the Germans.

New empires, new republics, new civilizations, therefore, have been built only by the white race.

Now what do you see in that as an indication of character?

Let us trace the process of race development a little.

### **Explorers and Stay-at-Homes**

Ever since the beginning of human life on this planet, there have been restless, eager, pushing, emigrating people, and quiet, conservative, thoughtful, stay-at-home people.

In action, one class has always been an explorer, a pioneer, a pathfinder. This class of people is always to be found on the frontier, and struggle still further out as settled conditions of life come up with them. The other class has laboriously made safe and smooth roads and well-paved streets out of the trails the pathfinders blazed through the forest or across the plain.

In their work, one class has always attacked new problems, invented new ways of doing things, organized new enterprises and developed new markets, while the other has followed routine, worked out details, specialized upon and improved the inventions of the first class, carried on the work the first class started, and grown or made the product the first class advertised and sold.

In their social life, one class has always enjoyed crowds, life, gayety, new acquaintances and new scenes, while the other has stuck to home and garden, to the beauties of nature, to family, relatives and a few well-beloved, intimate friends.

In politics, one class has always been progressive, imperialistic, insistent upon freedom of individual action, and rather a stickler for class distinction, while the other has been conservative, democratic, insistent upon equality rather than freedom, and a hater of class distinctions.

### **Explorers White—Stay-at-Homes Dark**

Since the dawn of recorded history, this difference between the pathfinder and the road builder has been very largely a difference between races.

The white race has been and is the great restless, migrating, conquering, pioneering, progressive, inventive race, while the dark races have been conservative, stay-at-home, thoughtful, specializing races.

The early Nordic, pouring out of Northwestern Europe, overran the known world, and set up empires where white

men ruled over dark people—India, Persia, Egypt, Greece and Rome. This first conquering sweep of white people may have happened ten thousand years before Christ.

Later the white Goths, Vandals and Germans came down from the north and overran Greece, Italy, France and Spain.

It was while the white Visigoths were ruling Spain that Columbus crossed the Atlantic and opened the way for a great Spanish empire in the Americas—an empire in which a few pioneering white men ruled over millions of dark men.

Later, white men from France and England laid the foundations of our own civilization of North America.

A handful of white men from Northwestern Europe have therefore pushed out and established themselves on four-fifths of the entire surface of the earth and now rule over two-thirds of all its inhabitants.

Besides this, Japan and China are rapidly adopting the white man's form of government, under the guidance of white counselors.

### **The Dark Man's Contributions**

But while the white man has thus given the dark man leadership in exploration, discovery, invention, material progress and government, the dark man has given the white man language, arts, music, literature, philosophy and religion.

Nearly all the languages the white man uses spring from our so-called Aryan tongue, the original of which was probably learned by the Nordic conquerer from his dark subjects in ancient Asia.

The earliest art known is the work of dark pre-historic peoples on the walls and caves in southern Europe.

Our modern music is an outgrowth from the weird, barbaric music of prehistoric dark men.