

TELL IT LIKE IT IS!

a course in **Scientology Dissemination**

by Peter F. Gillham

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Fellow of the Institute of Chartered Accountants in Australia O.T. VII Class VIII

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by L. Ron Hubbard
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L. Ron Hubbard
Founder of Dianetics and Scientology

Dedicated to Peter,
Terri and Janis Gillham

INDEX TABLE OF CONTENTS

INTRODUCTION	7
DISSEMINATION OF SCIENTOLOGY	8
SUCCESS – PURPOSES – POSTULATES	10
UNDERSTANDING AND A. R. C.....	12
SOURCE OF DATA	16
COMMUNICATION COURSE AND UPPER INDOCTRINATION COURSE	18
WANT – NOT WANT AGREE – DISAGREE	19
REACH AND WITHDRAW	23
SUFFERING AND THE LAST STRAW	24
HAVINGNESS SCALE.....	25
FLOWS	28
COGNITIONS	30
HANDLING SUPPRESSIVE PERSONS (SPs)	31
ADMIRATION	33
SERIOUSNESS	34
THE DISSEMINATION DRILL	35
APPLICATION OF DISSEMINATION DRILL	38
BRING TO UNDERSTANDING.....	47
QUESTIONS AND ANSWERS GIVEN DURING MY LECTURES ON DISSEMINATION	50
DEMONSTRATION OF DISSEMINATION DRILL	54
FAILED PURPOSES – REKINDLING OF	58
INFORMATION ON REGISTRAR ACTIONS	59
TRAINING DRILL FOR REGISTRATION INTERVIEWING.....	60
MONEY AND MONEY PROBLEMS	64
LECTURING	68
CLEAR.....	71
RELIGION.....	74
THE FUTURE DEPENDS ON YOU!.....	75
DEFINITIONS.....	77

Important Note

In studying Scientology be very, very certain you never go past a word you do not fully understand.

The only reason a person gives up a study or becomes confused or unable to learn is that he or she has gone past a word or phrase that was not understood.

If the material becomes confusing or you can't seem to grasp it, there will be a word just earlier that you have not understood. Don't go any further, but go back to the place you were reading **before** you got into trouble, find the misunderstood word and get it defined.

(Note: At the end this book contains definitions of many words and terms you will encounter in studying Scientology).

Scientology

The term "Scientology" is taken from the Latin word "Scio", meaning "knowing in the fullest sense of the word", and the Greek word "Logos", meaning "to study".

Scientology is an *applied religious philosophy*.

"A philosophy is something that helps you to get over the rough spots in life.

Philosophy: Definition – The pursuit of knowledge. The knowledge of the causes and laws of all things.

An applied philosophy is one which has to do with doing and action. One which applies to living – not just a theory, but one where the theory can be used to help you get on better in life."

"There is something to learn, know and use in Scientology. "

(HCOB 4 March 1965 – MATERIALS – STUDY MATERIALS FOR HAS,
LESSON 1, issued by L. Ron Hubbard)

Scientology as a religious philosophy is distinct from a religious practice. Scientology does not interfere with a person's religious beliefs or faith in any way whatsoever. A person from any religious faith may become a Scientologist. Scientology will give a person a better understanding of his own religion. In Scientology, the realm of the 8th Dynamic, the Supreme Being or God, is not interfered with. Scientology does not evaluate for the individual in this area and leaves this entirely up to the individual's own choice. In Scientology we find people from all religious faiths, including Christian, Buddhist, Moslem, Jewish and many others.

Scientology can change any condition because it contains the technology of how to change conditions. It is the first time a person can change himself, his environment, his friends and his abilities. The magic of Scientology today can be learned and positively applied. Its rewards are great.

If you don't like any of your existing conditions, Scientology is the way to change it for the better.

Dianetics

"Dia" means "through" and "noos" means "mind". Dianetics is man's advanced school of the mind. Dianetics is the way to a happy, well human being. Scientology is the road from there to Total Freedom. Dianetics is described in the popular best-seller "Dianetics: The Modern Science of Mental Health" by L. Ron Hubbard.

INTRODUCTION

The material in this book has been extremely successful in the training of Field Staff Members to disseminate Scientology and Dianetics successfully.

A full and complete working knowledge of the data in this book will put you at complete cause in any dissemination situation.

One way to master this material is to read through the book until you come to a datum that is really real to you. Put that datum into practice until you become proficient in applying it. Pick up the book again and find another datum that is real and apply that one in the same way. Continue to do this and strive for greater efficiency each time the material is used.

When you have finished the book, you will find that you can even handle a person who, because of a previous dissemination error, is regarded as beyond repair. When that person becomes genuinely interested in what you are disseminating, then you will see what a wealth of information is contained on these pages.

So... find something that is real to you and get started *now*!

Peter F. Gillham

DISSEMINATION OF SCIENTOLOGY

"I know whether anyone else does or not, that the Spiritual Beings on this planet have hit the end of the trail and that only Dianetics and Scientology can give them any further future at all."

(Excerpts from Executive Directive 119 INT. 27 August 1970
"MY OWN OBJECTIVES" by L. Ron Hubbard)

This is a course on how to tell people about Scientology. There is one basic datum to remember: There isn't anyone who is not interested in knowing about Scientology. I don't care whether he is kicking up a noise about it, complaining about it or abusing it. There isn't anyone who isn't interested in it or who isn't going to be interested in it. The reason for this is that Scientology contains the technology of living. It is the only subject that does. You can actually say that mankind is in a trap, and he doesn't always realize it. If you were in a trap, you would be interested in getting out, wouldn't you? There's only one way out of the trap and that is through the technology of Scientology. Eventually, everyone on the planet who wants to get out of the trap is going to have to come through Scientology. People are stuck in the thought that there are (must be) other ways and they go off and start hunting for them. But, there is no other way. This is something you need to get a reality on yourself: These other ways are actually blind alleys. They are traps within themselves. There are traps within traps. It is a rather complicated trap that man is in, and it requires all the steps that you see on the Classification, Gradation and Awareness Chart to get him out of it. You've got to go up that gradation chart step-by-step.

"If men cared more, if man had a better understanding of his own purpose, man would make a better effort to survive, but, lost in confusion of ideologies which were intended to do nothing for him, what chance does he have? The chance he has is Scientology. We're giving him that chance, and if you do not pass along to him what you know, you, yourself, are failing that man, failing yourselves, and failing us. This is man's one chance, you must give it to him, otherwise, he faces other planets, other times, other elsewhere, but no mere here. Scientology is not so much man's first science of understanding as his last call to reason."

(PURPOSE – 1956 by L. Ron Hubbard)

Scientology is not based on opinion. It is based on observation of what is. The data and technology has been researched, tested and found to work when correctly applied. Scientology does not depend on belief or faith. It will still work, even when not applied exactly.

The wisdom of Scientology is being made available. Each one of you should take the opportunity and learn to apply it and use it in your life. As you do, you will begin to be happier, live better in your own estimation and the complexity of the trap will begin to become evident to you. You may even have the desire to tell others about it so that they, too, can benefit. In telling another about Scientology, it is essential to do it correctly so that he gets the

true picture of what Scientology actually is and not some incorrect, distorted idea. I have found that all criticism and antagonism against Scientology or Scientologists disappears on correctly presenting it. The information in this book should help you to present it correctly.

Scientology is the way through to personal freedom. Personal freedom does not mean that a person can do anything he cares to do. When a person goes up scale, he only does things that are for the greatest good for the greatest number of dynamics. He does not do things which will harm people and upset them. He has a higher level of ethics discipline than a person at a lower level. He is more himself. He is not inhibited, suppressed or subjected to compulsive actions. He is free of body pressure or somatics and is free to think and act for himself. That is personal freedom.

What we have here is a subject that others should be told about. Scientology is for able people. If we concentrate on disabled people, we are not going to make it. What we actually want is people who are able. We want people who can come in and become auditors, people who are able themselves right now. Scientology started off as a subject for the able person to become more able. At some later time we can help those who are not quite so able. But, if we don't get the able person through, we won't have anyone around anyway. You get the idea? We have to get the able person through, so we need to concentrate on disseminating to able people.

What is an able person? An able person is one who is sufficiently aware and intelligent to look for himself and understand what you tell him about Scientology and about himself. If he can't understand that, and is not prepared to look, then he is not very able.

Don't get the idea that able people have university degrees. They don't. An able person has the ability to look and see for himself. He does not require "proof". He *knows*.

SUCCESS – PURPOSES – POSTULATES

"An individual, specie, organism, organization, to succeed, survive and expand in influence must have a formulated **Basic Purpose**."

(HCO Policy Letter 13 March 196S – THE STRUCTURE OF ORGANIZATION. WHAT IS POLICY? by L. Ron Hubbard)

The main thing guiding a person through life is a purpose. Success in anything comes about as a result of setting up a worth-while purpose, which you then work towards and achieve, and then you set up new ones. It is essential for any Scientologist to really sit down and set out his purposes. This is the reason people stop. They dramatize the stops that have been put on them and they have no way to go. They don't know what they want to do. The biggest difficulty a person has is to sit down and determine what it is he wants to do and where he is going. The fact that he doesn't have a purpose indicates that he's got a failed purpose. He will be stopped in life.

"Stops all occur because of failed purposes."

(HCO Policy Letter 14 January 1969
O.T. Orgs by L. Ron Hubbard)

Anyone who is stopped in life and is not succeeding has a failed purpose.

Nothing happens in this universe unless a live being postulates it into existence; therefore, it is essential to know what a postulate is.

"Postulate: A conclusion, decision, or resolution made by the individual himself on his own self-determinism on data of the past, known or unknown. The Postulate is always known. It is made upon the evaluation of data. It resolves a problem of the past, decides on problems or observations in the present or sets a pattern for the future."

(Scientology Abridged Dictionary by L. Ron Hubbard)

You create your own future and if you do not create it, it will not happen.

You will notice that any cycle of action that is not yet completed, is not completed because you have not postulated the end result. If you want to pick up a pen, you must get the idea of having picked it up. That is the end result. You can then pick it up. The same applies to anything else you do, including disseminating Scientology and getting the person into Scientology. You must postulate the correct end result, which is the person getting onto course, getting the service, taking each step in training and processing, becoming Clear and then continuing on to O. T. VIII.

That is the *final end result*.

A postulate always works. You are postulating all the time. Events work out exactly as you postulate them. If you go around saying, "I can't do that.", you won't be able to do it. If you think, "There is no money. Money is scarce.", there will be no money. If you think, "I have lost my keys. I don't know where they are.", sure enough, you won't know where they are.

The greatest barrier a person has to success is his own attitude. Change a person's attitude and he will overcome the most insurmountable problems. Think, "I have done..." and it is half done. Think, "I know where my keys are. I have my keys." and suddenly they will appear.

A postulate to work merely has to be a light thought. If you put any effort into it, you immediately get a counter-effort. Then you have a problem.

Any postulate you make should be the end result you want. A postulate is made in present time in your universe as if it had already happened.

Anything that you have not done has not been done because you did not postulate it in your universe as an end result. Postulates like, "I am going to...", "one of these days I will..." are not end results. The person making them gets nothing done.

To be successful in life, one needs to set up goals and purposes. Plan what end results one is going to do, then postulate the end results as though they were already achieved in present time in one's own universe. One should spend time each day planning the next day's activities and postulating them. I have found that this can only be done successfully by keeping a suitable diary and keeping it up to date as to what I am doing each day. I can then mock up my future as I decide and not leave it to chance. Try this out yourself. Write out a list of jobs that are to be done. Get the important ones indicated. Decide when you are going to do each one and get the idea of each as it will be when completed, the final end result to be achieved. Do this daily (each night) before sleeping and each morning upon awakening. Do it for a week and notice if you are more successful.

UNDERSTANDING AND A. R. C.

(Affinity, Reality and Communication)

"Understanding is composed of Affinity, Reality and Communication."

(AXIOM 21 – AXIOMS AND LOGICS by L. Ron Hubbard)

The way to disseminate Scientology is to first of all find someone to talk to about it. Sometimes we miss the basic simplicities. You can take business cards and hand them out to a number of people. From there, you will get a selection of people to work with. There are any number of ways to begin, but the thing to do is just find someone to talk to. It is essential that whatever you say to an individual, you say in a direct and straight-forward manner. You must be able to confront the individual with TR's well in and not be confused within yourself. You must know what you are doing because you, yourself, are an example. People look at you and say, "Ah, so you're in Scientology, huh? Well, that's too bad. Obviously it isn't what I want." Or else, they look at you and say, "Oh, you're in Scientology? What is it?" It is necessary for you to have gotten some gains from it yourself, that you be presentable and be in agreement with the type of group that you are disseminating to. For example, the other night someone said, "Boy, I went to a hippie dance the other night. That's really something!" I said, "I'd like to go to one of those." And they said, "Well, Pete, you know you'd have to dress a bit different to what you usually do." I said, "Oh? In what way?" "Well, you know that outfit I've got with the bright yellow and red stripes and the bell bottom trousers with the..." I said, "Oh, well. Forget it!"

Communication means that you get people to talk to you and you talk to them. It is not just a one way flow (they talking to you and you saying nothing or you talking to them and they not saying anything). The greatest error a person makes in communication is not listening to what the other person says. Because you don't listen, you don't know what to say to him. The first thing you have to do is find out what others' interests are, their desires in life, their goals, purposes, confusions, problems and what their difficulties are. Find this out from their point of view. Think of some questions that will cover it and ask that question. Get them to talk about it and bring about understanding.

Having done that, you then have something to work around. This dissemination formula (HCO Policy Letter 23 October 1965 – DISSEMINATION DRILL by L. Ron Hubbard) gives you the exact way to present it, and it's just a matter of learning exactly how to apply it.

The first thing to do is get others talking to you. After they have talked to you a while, they will then be interested in what you have to say.

Every now and then I get someone in my office who is rather difficult to handle. I sit down and talk to him and I find out all about it from his point of view. When I have gotten all of that off, I find that he is then willing to listen to what I have to say. At that point, I move him into the direction of continuing on in some small way. It might be merely, "Come in and

see me again sometime." It might be as light as that. It might be just, "Make an appointment and then come back." Why do I do that? Because you allow a period of time for the person to change his considerations. In dissemination, you must realize that you must allow this period of time for a person to change his considerations because he's never come in contact with anything like Scientology before.

When you present Scientology data to some people, they take to it immediately. It's a bit strange, but others have to get used to it. They have certain pieces of stable data, information they received from school, religion, psychology and other earlier studies. You take that away and they are very confused because the very thing that they were living by is suddenly taken from them, and they will get upset.

Another reason for this is that there has been a tremendous amount of betrayal on the track. When you come along and you say that the way out has been found, people do not believe you. They have run into a lot of earlier similars, a lot of betrayals, a lot of betrayed help, a lot of failed help. When you disseminate and talk about Scientology, you have to bypass all of this. It becomes a question of how to bypass it. The first thing to remember is that *you do not tell them anything about Scientology*. Isn't that interesting?

Be willing to let them comm lag. Expect the person to come in straight away, but be willing for him not to. Be willing to communicate a number of times with them. I know in my own case, it took six months for the person to get near enough to communicate to me. Once she did and got into communication and started telling me about it, I took to it straight away.

It's a matter of getting something that is real to the person. The way to get a person interested is handled in the Dissemination Drill and I will cover that when we come to it. (Refer to Index for drill.)

There are many ways to disseminate Scientology. You can say things like, "Scientology helps you get rid of your hang-ups in life." or "Scientology gives you a better understanding of yourself." When you talk to an individual, you can get his purposes and you can use them. You say, "Okay, you want to achieve more security in life? Well, there's a chance Scientology can help you with that." It's helped other people, maybe it can do something for you." This not only brings in the mystery of it, but it puts him on the right flow. (Refer to Index for "Flows")

One thing I would like to point out at this stage is that you never come in with a very emphatic, completely competent attitude of, "Scientology *will* handle that." You don't do this because it is too much of an overwhelm. These people are not used to it. They don't know that we can be as competent as we are and achieve what we say we can achieve. What you must do is put in a degree of hope. "Well, maybe something can be done. There is a chance that Scientology can do something for you." This also puts him on the right flow – the "want" flow. (Refer to Index for Flows and Havingness Scale)

You must bring the person up to the level of ruin, which is on the scale of Lower Awareness Characteristics. (MINUS AWARENESS SCALE – see Index) The object of this dissemination drill is to find the individual's ruin. What is it that is ruining him? It could be that he is striving for security, but he cannot get it. It could be that he cannot communicate with people. He could be far above ruin. He could be up to purposes, which is on the plus side of the scale of

Awareness Characteristics. You find out what his purposes are and then you say, "There is a *chance* that Scientology could help you to achieve that." If you have done a good job, he will come in straight away and say, "How could it do that?" You just go straight on from there.

If the guy has a problem, you say, "You have a problem there?" He says, "Yeah, sure I have." You say, "You are very much the effect of this, aren't you?" He says, "Yeah, I am the effect of it." You say, "Okay, is it getting any better?" He says, "No. It isn't." You say, "Okay, if it's not getting any better, it'll get worse. If you don't do something about it, it's going to get worse. You need to change it." And he will probably say, "Yeah, but what can I do about it?" And then you say, "Well, you should demand that something be done about it." And he says, "Yeah, but who do I demand this of?" You say, "All right, there is a chance that something can be done, a faint chance. There is a place that has helped people. Maybe they can do something for you."

Now, what have you done? You have actually taken him up an awareness scale, and you are actually using basic laws of the universe. You have not told him anything about Scientology, but you have given him a little bit of hope.

If you go around and say, "Something *can* be done about that problem of yours. It *can* be handled. Scientology *will* handle all that. It *will* solve it all for you.", the guy isn't going to believe you because that is too high on the awareness scale. You are way up on the plus side. The majority of people are on the minus side, so you have to pinpoint them on the minus side of the scale, and you just use, "Well, maybe there is a chance if you try hard enough, if you are willing to work, maybe something can be done for you." You never go in and say, "These people will fix it for you." because then the guy comes in here for processing and he is a problem because he expects us to do everything for him. They have to do it themselves, and this is particularly the case with Scientology. They have to reach for Scientology before they can have it. It is not something that is just handed out to people. They have to reach for it themselves.

"You know so many things that are new and wonderful and strange that you forget that Bill and Joe and Mary have never heard of any part of them. They are not interested in past lives. They are interested in what makes them do strange and peculiar things. They have heard vaguely about the tenets of psychology. They do not know that these have all been answered in DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH. When people are asking you questions about Dianetics and Scientology, no matter how obtuse or abstruse the questions are, your best answer to these questions was my earliest answer and that was, "Read DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH and that will answer your question."

(HCO Bulletin 28 April 1960

BOOKS ARE DISSEMINATION by L. Ron Hubbard)

As Ron says, get them to read DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH. This book will answer all their questions. It will also make them stable Scientologists. Any person reading "Dianetics" and realizing that the reactive mind is the basic ruin of mankind is more likely to remain in Scientology than the person who has not read it at all and is ignorant

of the existence of the reactive mind and how it works. It will also make auditing very real and he just becomes a Scientologist – one more person in the know.

If he asks you questions and you answer them, he will never really get it.

You do not go into giving people a lot of information. You do not give them data. A person might say to you, "What is Scientology?" You say, "Scientology is a subject that helps you get rid of your hang-ups." And that is it. You say nothing more. The guy comes back to you and says, "Hey, I want to talk to you about this. You should find his ruin and get him to read "Dianetics."

The mistake you make is that you start saying too much. You are so enthusiastic; it has done so much for you that you go in and try to convince him. You start giving him data and information and before you know it, you have gone in over his head. You have gone in too deep. In addition, you have put him on the wrong flow. (Refer to Index for information on flows).

SOURCE OF DATA

"I will make you a wager. I think you are casting most of your time answering questions which are answered in books. I think you are talking yourself hoarse to friends, and other people, and groups, explaining over and over and over, things that are already taken up in books. I think your time is being devoured by attempts to reach through the natural conversational barriers of people."

(HCO Bulletin 28 April 1960

BOOKS ARE DISSEMINATION by L. Ron Hubbard)

Refer the person to books. Get him to read DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH first.

The other thing that happens is that the person takes the data and uses it. He asks for more; you give it to him and he uses it. He says, "Gee, this is good stuff. Give me some more.", but he never does anything about it himself. He never comes in, he never goes to a lecture, he never buys a book; he just keeps asking you. You have done him a bad turn because you have given him second-hand information. One thing we insist on in Scientology is referring people to source. In that way, the person will participate and confront the subject and will come up to "Contribute to". (Refer to Index for information on Havingness Scale) We say, "You read the books by L. Ron Hubbard, the founder of Dianetics and Scientology. Listen to the tapes by L. Ron Hubbard. Read the bulletins by L. Ron Hubbard."

Why? Well, you can imagine how altered it would become if we had Ron teach one person and that person teach someone else and that person teach someone else and that person teach someone else. Way down the line in about twenty years' time we would get a form of Scientology that is so far removed from the original that it is not recognizable and is also unworkable. To prevent that from happening we say, "Read the original books. Read the original bulletins."

People are at different awareness levels. You have to pick them up at whatever awareness level they are at and take them up from there. The best place where they can get a reality is out of a book or from a lecture. A book is better because it is there in front of them. Just make sure they understand the data on misunderstood words. Be sure they look up all words they don't fully understand in a good dictionary. (Refer to Important Note in beginning of this book.) If they can read the book, they will understand the lecture. No one ever comes into Scientology unless he gets a cognition on the subject. That is why it is a good idea for them to read a book on it, so they can get that cognition. No one has any desire to go any further, to take any courses, unless he has a desire for betterment. The only people who we are getting into Scientology are those people who want to better themselves. Those who have a desire for improvement. They have a need of change. We cannot do anything for those people who do not have a need of change, a desire for improvement or who are totally satisfied with their present conditions. We will just have to leave them until things get so bad that they reach for the last straw. That last straw is Scientology.

When you are out there talking to people, do not give them data. You say, "Look, you have a problem. If you do not handle it, it is going to get worse. You are the effect of it. There is a chance something can be done. Read DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH." He says, "What is it all about?" You say, "Read the book and it will give you a greater understanding than I can." He says, "But, what is Scientology?" You say, "Well, it deals with how you overcome your hang-ups in life. Have you any hang-ups?" He says, "Yeah, I have some hang-ups." You say, "Good, read the book and then hear a lecture."

"If you are not furiously pushing DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH and if you are not insisting that each newly interested person read it as something new, startling and strange in the world, you will be wasting most of your dissemination efforts.

Oddly enough, this book, to this day, sells more copies around the world than the average best seller in any given year. Where it has been pushed, Scientology is booming. Where it has not been pushed, Scientology is limp."

(HCO Bulletin 28 April 1960

BOOKS ARE DISSEMINATION by L. Ron Hubbard)

Do you get the idea? You refer them to source. Do not give them data. While you give them data, they stay out there. Get them to read the book, DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH and get them on to a course and in for processing.

COMMUNICATION COURSE AND UPPER INDOCTRINATION COURSE

There is a precise way of handling people. The basic datum is that everyone wants Scientology. All they are doing is running through various confusions on help and betrayal and dramatizing them. When you argue with them, you come directly in against this; therefore, the second rule is *do not argue*. Be open and direct and if you have to, attack. (Refer to Index for information on Handling Suppressive Persons)

I cannot over-emphasize the value of the Communication Course (Training Drills 0-4) and the Upper Indoctrination Course (Training Drills 5-9), particularly Training Drills 8 and 9, which exercise intention. In TR 7 the student is taught to put a thought at the other end of the comm line. This is what you are doing with intention. It is actually creating the idea where the other person is of what you are going to communicate to him and then communicating it to him. At the same time, you are keeping all of the other TR's in, being direct and concise. I suggest you practice this in your dissemination.

"We have learned the hard way that an individual from the public must **never**, he asked to **decide** or **choose**.

Examining experiences we have had, I finally saw there was a hidden datum we had not been aware of in our orgs and particularly in handling the public. I finally dug it up and here it is:

To decide one has to understand"

(HCO Policy Letter 16 April AD15 Issue III
HANDLING THE PUBLIC INDIVIDUAL by L. Ron Hubbard)

Do not give the person a choice. Tell him which book to read, one at a time. Tell him which course to take.

By actual test, the most effective method of getting a new person in is to 8C him in (8C is positive control without reservation). Tell him to go and then *take* him there. The great majority of people have a fear of going to a new place, so you take him, introduce him and show him around.

WANT – NOT WANT AGREE – DISAGREE

"Agreement is inflow. Disagreement is outflow. Want is inflow. Not want is outflow."

(Philadelphia Doctorate Tape #26 by L. Ron Hubbard)

If you want someone to start agreeing with you, all you have to do is disagree. If you want something, it will disappear on you. If you don't want it, that is when you end up with it. In this universe, you always get the opposite of what you expect. Why? Because it is built on a 180° reverse vector. That means the direction of the flow reverses on you. Push on a wall. The wall pushes back in the opposite direction. Pull on something. It will pull in the opposite direction.

Many of us get caught up in this and get really stuck in these reverse flows because we don't understand them. It's a neat little trick and you will see it occurring all around you. You need to really know it to handle people, children, animals, the physical universe, your body – you name it. You will lose if you don't understand reverse flows and the considerations created by them.

Have you ever tried to hold someone in a room? They wanted to get out, didn't they? You try to get someone out of a room and they will want to stay.

A beautiful example of this was told to me the other day. Young Johnny, who is four years old, parks himself under the fish pond and is settling in to stay there for the night. Meanwhile, the baby sitter is telling him to go to bed. He won't move. The baby sitter gets more persistent in her attempts to get Johnny into bed. Mother comes home while the battle is in full swing. She has Johnny out from under the fish pond and into bed in two minutes flat with no upset. He went to bed because he wanted to. What did she do? She reversed the flow. She told him that it was okay for him to stay there all night and that it might be a good idea if he got his pillow and blankets so he could be comfortable if he was going to stay there all night. Young Johnny's immediate response was, "I want to go to bed." Result – one amazed baby sitter and young Johnny in bed.

Reverse the flow. Agree that it is a good idea and the person will disagree.

In Wales, England, I gave a lecture. After the lecture one gentleman from the audience would not leave. He had enjoyed himself so much he wanted to stay exactly where he was and no one could persuade him to go home. I handled it very swiftly by telling him that I thought it would be a great idea and that he most certainly should stay all night. He almost instantly disagreed with me, got up and left.

Do not feel that you have failed because a close friend or a family member has not come into Scientology. Just put your attention on someone else and put them on a "not want". As soon as you put someone on a "not want", they immediately come in on a "want". Have you ever noticed this? You could even agree by saying, "Look. Scientology is not for you. My advice to you is to keep out of it." They will disagree and will want to come in. They may not

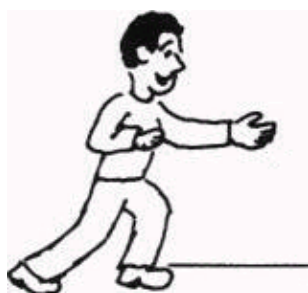
express it to you immediately, but the feeling will be there. You will suddenly find them interested. Why? Why does this work this way?

Want – Not Want

You

Inflow – Outflow

Other Person



Inflow



Figure 1

Want

(Not Want)

You

Other Person



Outflow



Figure 2

Not Want

(Want)

Want is an Inflow. When you Want someone or something, you create Inflow from that person to yourself. Not Want is an Outflow. When you don't want someone or something, you create an Outflow away from yourself to the other person.

You notice that want is an inflow and not want is an outflow. Take the point of view of the person in Figure 1 and you see that the person has an outflow to you which creates a not want of you for the person and he will move away. In Figure 2, if you take the point of view of the person, you will see he has an inflow which creates a want of you and he will come in.

The consideration of want and not want creates the flow, in or out, and the flow in or out will create the consideration of want or not want. This is the reason you lost that boyfriend or girlfriend – you had a *compulsive* want on them, which put them on a not want of

you. This is the reason the person that you detested hung around you – you had a *compulsive* not want on him and he had a want of you.

This is why that friend, husband, wife, son, or daughter won't come into Scientology. You want them in it so much that you drive them away on a not want. (Remember this universe is rigged and you need to know the basic agreements of the MEST universe. Refer to the Philadelphia Doctorate Tapes 25 and 26 by L. Ron Hubbard)

I was on a lecture tour of Wales and we were handing out leaflets. I gave one of the leaflets to someone as he came along and he said, "I don't want this!" I said, very politely and with intention, "Good, I'll take it back. Scientology is not for you." He went away several paces and then stopped. Then he came back and said, "What do you mean, 'It's not for you!'?" I said, "Just what I said. Scientology is not for you." He said, "Who the hell are you to tell me? Give me one of those!" I said, "I will not!" so then he starts in, "I want one of those!" and he grabs the pile and takes about two hundred. So, I let him have them. Instead of one, he ended up with two hundred.

It is an interesting phenomena. If you tell someone they can't have something, they immediately come in on a "Why can't I have it? How dare you say that about me!"

I had a very interesting experience. I had a husband and wife come to me and the husband was very interested in Scientology, but the wife was not. The two of them came in and the husband was complaining, "Oh, Elsie won't take an interest in Scientology. I've come over to England to do my studies and now I find she won't cooperate and be with me and take an interest in Scientology." And Elsie says, "He nearly drives me crazy with this Scientology. I don't want to have anything to do with it. I did not come over here for that. He can study it." I said, "Okay. Okay, hold it! That's it! Now, Elsie, I'll tell you what is going to happen. Is it okay if Albert studies Scientology, if he keeps his books on Scientology away from you, if he keeps them out of your sight and you don't see them? Is it okay if he does not discuss it with you in any way and if he keeps his discussion out of the house?" She says, "Yeah, all right." I said, "Good. now, Elsie, you are not to read any books on Scientology. You are not to discuss the subject of Scientology. You are to keep right away from Scientologists. You go about your work and enjoy it, okay?" She says, "Yeah, all right."

Do you know, the next day she rang up and wanted some processing?

If you have any upset from someone and they start criticizing Scientology. Just say to them, "Look, stay out of it, don't read any books, keep away from the subject, don't even go down there and hear any lectures!" Say it with intention, with good ARC and with a lot of affinity. Disagree.

You put them on a not want. All that they are giving you is straight out of their reactive bank and what you are doing is sitting there and talking to a reactive bank. What they are saying is, "I don't want Scientology. I don't want to have anything to do with it." So, you say, "Right. It's not for you. Stay out of it!" You get them to do exactly what they are saying, which takes out the automaticity and blows the circuit and the next thing is they want to come in.

Over the years I have seen some of the most ardent Scientologists today who were most highly critical. They would attack Scientology and would not have anything to do with it. Yet, today they are in Scientology and some are very ardent Scientologists. This has not happened just once. It has happened many times.

Why is this? Because the person is merely being reactive. There is one thing to remember and that is to get the person to do what he is doing. Get him to do exactly what he is doing and break up the circuit. If he is wanting to stay out of Scientology, you tell him to say out! Disagree with him. You will find he will start agreeing with you.

Keeping in mind that we do not expect 100 percent results in dissemination there are some people we tell to keep out of the way and there are others whose ruin we can find and indicate it. There are others to whom you can make a simple statement like, "I heard a colossal lecture last night! You ought to go down and hear it! It was terrific!" He says, "What was it all about?" You say, "Look, go down and hear it." He says, "What did he say?" You say, "Well, a lot of stuff about living and being successful and this, that and the other thing." You see? Do not give them any data. He still asks, "Yeah, but what does he say?" You still say, "Go down and hear the lecture." You get the idea? You could even say, "Next Thursday night let's have dinner together and go down to the lecture afterwards." All you have to do is sort of motivate the person in the direction of making the initial step.

When people buy anything, they only buy a benefit. Remember that. A person only buys a benefit. What is a benefit? It is something that is going to benefit the person, it is going to help the person. Why did you buy that dress that you are wearing? Why did you buy that shirt? Why did you buy that pair of shoes? You bought it because it was going to do something for you. Right? That is why you bought it. It is a benefit. Why did you buy that motor car? Well, you bought that motor car because it is a benefit to you. You did not buy it because of the specification of the engine, unless you are interested and know something about engines. When you go to buy a car, the salesman does not go into how it is made, the technical knowledge connected with how that body is pressed, how the engine is made, does he? You are not interested in that. You want to know, "What is it going to do for me?" The same with Scientology. The person is basically interested in, "What is it going to do for me?" You tell him, "It'll help you handle your problems. Go down and see them. It could help you overcome that difficulty."

See, it's "could", not "it will". "Maybe it could do something for you." It's just a faint hope. "Maybe there's just a little bit of a chance." Why? Because you come in and say, "It will fix that stomach ache. It will fix that migraine." He knows darn well, he's looked around, he's been to a lot of doctors, he's been here and he's been there and nothing has ever been done about that headache. He's still got it. He knows that it is not possible to do anything about it. If you come in and say, "It will," he thinks you are exaggerating because you are getting on too high a level. You come in on a faint, "Look, there is a chance that something can be done. Just a slim chance. It has been done for others. Maybe something can be done for you." You don't emphasize it too much. You don't talk on and on and on. You make a statement and leave it.

REACH AND WITHDRAW

"The action of a dimension point is reaching and withdrawing."

(SCIENTOLOGY 0-8,
Factor 6 by L. Ron Hubbard)

You need to know the principle of reach and withdraw and learn to apply it. Life is a game and it consists of reaching and withdrawing, reaching and withdrawing. This is one thing to remember in your love life. Romance consists of reaching and withdrawing. It does not consist of reach, reach, reach, because that puts the other person on a withdraw. Have you ever noticed that when someone over-reaches for you, you withdraw? When they withdraw from you, you may then reach for them. It is an interesting mechanism.

You do the same thing in disseminating Scientology. You make a statement and then you withdraw. You make a statement that will arouse some interest, such as "Well, there is a faint chance something might be done about it. Now, what do you think might be done about this particular job here?" You change the subject and withdraw. You let him reach. One thing that interests a Thetan is mystery. Have you ever noticed that when you go in on, "You know you want to come into Scientology. It will do this for you. It will do that for you," the guy edges back – you are over reaching. So, you reach and withdraw.

You will find this mechanism throughout life. If you really want to play a game in life, reach and withdraw. That is a very good point to remember. Overwhelm consists of over-reaching (no game). No game also consists of overwithdrawing.

SUFFERING AND THE LAST STRAW

You should know that some people are not yet ready for Scientology. They have to go through further suffering. They have not suffered enough, in their opinion. You let them be the way they are and you be very willing for them to be that way. They can change, if they want to. Quite often this is the reason for no case gain in a lot of cases. These preclears are not ready to go on. I handle them by sitting down with them and talking to them so that I know when someone comes in for processing they are ready to go. I say to them, "now, take a look at it. Do you really want to get this handled? Consider it. Don't just say, 'Yes' Just consider it. Do you really want to do something about yourself? Do you really want to change the conditions in your life? If your answer is 'Yes', you can do something about it. *You* can help you. We are not going to do the job. We can only guide you." If he comes through and says, "I still want to go on.", you have someone to work with.

Many people don't realize how bad off they are. It just is not real to them that mankind is at the bottom of the barrel or that he has hit the end of the trail. He is so bad off that he doesn't know that he doesn't know.

Some people have to wait until they have some calamity occur before they search for a way to handle it and then in a state of despair, they cling to Scientology as the last straw. To their surprise, they find it works. They have probably already investigated many subjects without result. They are just as likely to say to you, "Why didn't you tell me about Scientology before." Of course, you have been trying to tell them about it for the last year, but they just didn't hear you or they didn't want to listen. The point I am making is that you talk to the easy ones, the people who will listen. Leave the others. Sooner or later they will make it, too. Some of the barriers they have to get over are stupidity, unwillingness to look or learn and an attitude of "I know it all".

HAVINGNESS SCALE

- Create
- Responsible for (Willing to control)
- Contribute to
- Confront
- Have
- Waste
- Substitute
- Waste substitute
- Had
- Must be confronted
- Must be contributed to
- Created

(SCIENTOLOGY 0-8
by L. Ron Hubbard)

The Havingness Scale tells us a lot about people. Spot someone on this scale and you will realize the reason for his failure in life, the reason why he never has any money, why he can't look after another person's property, why he wastes property. Notice the flows at the different levels on the scale.

A person on "Contribute to" is outflowing. He is capable of giving without concern for receiving. Consequently, he can have money inflows, retain and look after property. He can accept help, gain from it and be willing to outflow in return for that help.

A person on "Must be contributed to" is attempting to inflow and is not willing to outflow. He is continuously demanding and when anything goes wrong, "its your fault". He will never be able to have money inflow and retain it. He will never own anything while he is on "Must be contributed to". You see from the scale that it is below "Waste". He will also waste Scientology, so you'll need to get a reality on this.

A person has to get over the money barrier. Have you ever heard, "Why isn't it free?" or "It costs a lot of money. Why don't they give it away?" I'll tell you something. When you give anything away to anyone, what does he do with it? He wastes it. It has no value whatso-

ever when a person does not pay for it. When he gets money from someone else and pays for it easily with that money from someone else, he will still waste it. Why? Because he has no appreciation of values. It is a peculiar thing about a Thetan. A Thetan has infinite ability. This is you. This is the other guy. He has infinite ability. There isn't anything he cannot do. When you say to him, "You poor little thing. You can't create. Here, let me pay your way. I'll give it to you free." you put him right down at the bottom of the Havingness Scale at "created". Just above that is "must be contributed to". That means that you must contribute to him. This is the attitude of people on government welfare. They do not do a thing for themselves. Those people will take years and years before they come into Scientology. Then you get a gradient of "waste substitute, substitute, waste, have, confront, contribute to" responsible for, create". You have to get the guy up to "contribute to" and then he'll make it.

That is one good reason why you don't give it away. This universe works on a two-way flow. You only receive to the degree that you put something out and you flow it away from you. If things bog down in an auditing session, the first thing I look for is who is paying for the session.

Have you ever lent a book? Did you ever get it back? You don't lend books. If they did not pay for it, they do not value it. If they want to know something, you direct them to a book and you sell them that book. Why? Because that is the best turn that you can do them. When they buy a book out of their own money, they will read it. When you give it to them, they will leave it lying around, unread and of no value.

Remember, the guy out there who is being totally stupid and upset has problems galore. He is, in actual fact, tremendously able. He has infinite ability. There is nothing he cannot do. Underneath it all, there is the cunningness, the like of which you have never seen before. He is being very, very cunning. Because you are not smart enough to see it, you think, "Well, the best thing I can do is get this guy some free auditing." You are just leading this guy into trouble. In order for him to get anywhere, he has to make his own way. You have to make your own way. I have to make my own way. Each one of us has the same potential. Do not downgrade the other being by saying, "You are unable to create," because he has the same ability that you have.

I had someone come to me a couple of months ago with a tremendous financial problem. Creditors were closing in. nothing in the bank, secured possessions were almost repossessed, health was poor and no immediate prospects were in sight. The first impression is to go in and fix up the immediate situation. Even with the knowledge I had, I had to suppress my desire to handle things for her. I asked her various questions designed to get her to look at the various things she was doing and got her to handle her problem. I said, "What condition are you in?" She spotted the condition and worked up through it. Next, she had a tremendous cognition. She went out and handled all the creditors. The last time I saw her, which was a couple of weeks ago, she had money in the bank, she had all of her creditors up to date and she had seen her way clear to handle the whole thing. In addition, she got a promotion and a raise. Now, if I had lent her any money, she would never have done that. That is another point for you to remember. Do not lend money to anyone because it is also saying to them, "You cannot create."

You tell them to go out and earn it, work for it. When they have gotten it, they will really be somewhere and will have broken their money barrier. If you lend someone the money and you let him get up through the levels and Clear, he has no more ability to handle the problem that he had, or to handle money, than he had before. In fact, as he now has to repay it all, he is worse off. He's got no more ability to get it because he never broke through the barrier. All it is, is a barrier that you must get through. When you have broken through that barrier, there is plenty of money on the other side of it. (My book on this subject will be published soon.)

If you are having any trouble with money, my advice to you is to get out and earn it. If you have no job, get a job somewhere. What people do is get the idea that they have to earn \$200 a week, \$400 a week or \$1,000 a week, otherwise, they won't take a job. This universe does not work that way. This universe works with the earning of one unit, then two, three, four and so on. It goes up, statistic by statistic on a gradient scale. You must get yourself a statistic to start with. From there, you will then go up to the next step, and then to the next. That is the way this universe works, progressively, on a gradient.

FLOWS

"He who would outflow must inflow – he who would inflow must outflow."

(DIANETICS 55!
by L. Ron Hubbard)

Another thing you must know is flows. You know that there is an outflow and there is an inflow. In order to get an inflow, you must outflow. You must start it off. If you don't start it off by outflowing, you don't get inflows. You get inflows in proportion to what you outflow. If you have the outflows blocked, you won't get much inflow. If you flow in one direction for too long, it will eventually reverse.

Money is actually an energy. Communication is an energy. You will find that your financial state is directly proportional to your communication outflow. If you don't communicate, you won't get much inflow of money.

"The size, not the quality of an Org 's mailing list, and the number of mailings and letters to it determines the gross income of an Org."

(HCO Policy Letter of 30 July 1968
GROSS INCOME SENIOR DATUM by L. Ron Hubbard)

It is the amount (quantity) of outflow that determines the inflow. It is not the quality. This applies to dissemination. Talk to a lot of people. Don't get hung up on one person. You don't operate on the basis that people are scarce. There are hundreds, thousands, millions of them and they all need Scientology.

Having gotten the communication flowing, the next action would be to speed up the flow. In other words, handle the incoming communications promptly. Answer letters, give definite answers and directions. Speed up your actions.

"The prosperity of a business is directly proportional to the speed of flow of its particles (despatches, cables, goods, messengers, students, customers, agents, etc.)"

(Executive Directive 805 INT 11 January 1968
SPEED OF SERVICE by L. Ron Hubbard)

This applies to an individual also. If you go home and you don't communicate to anyone, after a time you won't have anyone communicating to you. You only have inflows to the degree that you outflow.

The inflow does not necessarily come from the area that you have communicated to, but the fact that you are putting communications out increases your reach and your space. Just as a result of that, people will start flowing to you. In fact, there's a very successful advertising firm that has billboards out around the city. They used to take their clients out and say,

"This is your billboard." and show him the billboard way out miles and miles away. They would show him another one and say, "This is your billboard," and another one. What were they doing? They were actually getting their clients' viewpoints out and getting the space created. What did that do? It produced more people coming in as a result of seeing the billboard advertising.

You can do it as a Thetan – just permeate the whole area. This is what I do when I want to put on a lecture. I just permeate the whole space and I say, "All right, now those people who want information will be here to hear this lecture. I mock up people in the lecture room. This gives them the freedom of choice of whether they want to come or not, but at least I have the message out to them. If you don't do that, you will find that you have very few people here. If you do it, you will be surprised at how many people there will be.

If you are having difficulty having money or things (havingness), get some auditing on it. Get off all the charge you have on it, because you can only have things in the physical universe when you can mock them up in your own universe. If you cannot get the idea of it and mock it up in your own universe, you will not have it in the physical universe. The other thing is that the physical universe does not do anything unless there is a live being there doing it.

COGNITIONS

"Cognition: A new realization of life. It results in a higher degree of awareness and, consequently, a greater ability to succeed with one's endeavours in life."

(SCIENTOLOGY ABRIDGED DICTIONARY
by L. Ron Hubbard)

People come into Scientology when and if they have a cognition. You just check back and you will find that each and every one of you came into Scientology when you had cognited on something. You read something somewhere, you heard a lecture somewhere and you said, "Why, goodness me! There is something there!" From there on you got interested and you went on to the next step. You have to get people to have a cognition. That is the turning point. That is what pushes one on to read some more, to have another cognition and, finally, there's one large enough so that no one can turn you away from it. You will find that if there is a tendency to turn away from Scientology, it is because the person is not sufficiently stable, because they did not really understand the subject. They have not cognited on what Scientology is about.

The best way for them to get a cognition is for them to make contact with the source material. Read a book. Hear a lecture. Get on a course.

HANDLING SUPPRESSIVE PERSONS (SPs)

Suppressive Person: One who actively seeks to suppress or damage Scientology or a Scientologist by suppressive acts.

(SCIENTOLOGY ABRIDGED DICTIONARY
by L. Ron Hubbard).

I was in an area when Scientology was under attack and there were a lot of people who were against Scientology. In lecturing to the group, I told them, "If anyone dares say a word against Scientology, you just get in there and attack them." Why attack? You never gain any ground and you never win by defending. You will always lose ground by defending. This applies to having an argument with someone, a court case or even war. You always lose ground by defending. You always win by attacking. When someone says something about Scientology, you just get in there and attack by saying, "What do you know about it? Where did you hear that from? Have you read any books on it? Oh, you heard it from someone else? What does he know about it?" Get the idea? You are indignant about the whole thing. You *do not* defend and say, "Well, in Scientology, we, uh, we help people..." You go in and handle in some way or another by attacking, not defending. In a bad situation, you can even go to the extent of telling the person that it would be best for him not to have anything to do with it, and just put a complete reverse flow on it to the extent of saying to the individual, "Look, don't read anything about it. Don't talk to anyone about it. Just keep away from Scientology and don't go down and hear any lectures." As soon as you do this, you are immediately putting the other person on to what he is actually doing, which will automatically throw him the other way to where he will want to do it. He won't tell you immediately, but he will actually want to come down. He will think, "What the hell is he trying to keep me away from? What right has he to tell me to keep out of it?"

What is going on here? The stable datum is that the individual wants Scientology, but the reactive bank is getting between Scientology and him. What you are actually handling is the reactive bank. The reactive bank has got so much there in the way of false data and false ideas. It presents it all to him and he thinks it is his idea. A person is basically good and he is actually striving as a spiritual being to get out of the mess he is in. He won't tell you this, but underneath it all, he is striving to do it. This is a goal that is common to us all. Each one of us has the purpose of getting out of this, and Scientology is the way out. There is not an individual out there who is not looking for this very subject, because it is the only way out. Quite often people get upset when I say that, so I don't want you to accept it. I want you to find out for yourself. Is it the only way out? You will only find that out by investigating Scientology for yourself. I have gone into it and I am totally satisfied. It is the only way. There is no other subject that is even remotely aware of the fact that an individual has a reactive mind, let alone has technology and techniques to handle it. Your stable datum is that each one of these individuals out there is looking for it. Do you know there are people who travel around the world, hunting and looking? They are trying to find something and they delve into religions and all sorts of studies, like metaphysics, spiritualism, astrology and all sorts of subjects in hopes of finding what is available for them within Scientology. This is not the way to present it to

them. You have to present it to them on the basis of handling something that is ruining their life, helping them to achieve a purpose they have in life or assisting them in some way or another. You have to get them to have a cognition.

With an antagonistic or angry person, there is no complex method of handling. It is a very simple approach. You confront him and listen to what he has to say. You acknowledge him and then ask him for more, such as, "Is there anything more you want to say about it?" You will find that if you do not evaluate and do not invalidate, he will eventually run out of things to say. At that point, you can end it off by saying, "Okay." You don't have to carry the conversation any further.

If any student or preclear is criticizing Scientology, tell them to go in and get it handled. We are only too willing to go out of our way to help anyone in difficulty. Any criticism against Scientology, any bad words or criticism against another person all stem from the reactive mind. They are not at all analytical. If a person were being analytical and he had a complaint, he would come in and say, "Look, so and so is happening. Can you do something about it?" And he gets fixed up. But, standing out there and telling someone does not do anything. You should tell the person to go and see the Registrar and get it fixed up.

Also, remember that if someone is attacking you, or attacking Scientology, there is a misunderstanding. Find out what that misunderstood is, indicate it, clear it up and he won't do it anymore. Or, you can ask him, "What subject have you studied earlier?" "What misunderstanding do you have about that subject?" The misunderstood word is the basis of all attacks. All you need to do is find the misunderstood word, clarify it and the attack will stop.

"A misunderstood word breeds strange ideas."

(From MISUNDERSTOOD WORDS
THE BARRIERS TO STUDY by L. Ron Hubbard)

Sometimes people have strange ideas on what Scientology is. If that ever happens when someone is talking to you, remember it is a misunderstood word. Find it and get it correctly defined. It could even be the word "Scientology" and earlier subjects of a similar nature which the individual has studied. (Source material for this chapter is from HCO Policy Letters and HCO Bulletins on SP and PTS¹ Detection and Handling. OEC Volume 1 by L. Ron Hubbard)

¹ *PTS*: Potential Trouble Source. Any person who, while active in Scientology or a Preclear, remains connected to a Suppressive Person or Group. (*SCIENTOLOGY ABRIDGED DICTIONARY* by L. Ron Hubbard)

ADMIRATION

"...and admiration is so strong its absence alone permits persistence."

(SCIENTOLOGY 0-8,
from Factor 14 by L. Ron Hubbard).

Admiration: noun 1. A feeling of wonder, pleasure and approval. 2. The act of regarding with delight (something fine or beautiful). (From The World Book Dictionary)

If you ever find yourself locked in a fixed, unchangeable condition, try admiring it. You may find it difficult to begin with, but that is why it is fixed and persistent – you have not been able to admire it. Admire the person you dislike or hate. Your life will change.

Try this out in life. You will also find many applications for this in disseminating Scientology. Start admiring people and things about you – your life will change.

Exercise to Demonstrate Workability of Above Datum

Step 1: Find another person to work with.

Step 2: Sit down and each of you flow admiration at the other. This is non-verbal. Continue this until you notice a distinct change in attitude and you both feel good.

SERIOUSNESS

"Seriousness is solidity."

(PHILADELPHIA DOCTORATE TAPE #25
by L. Ron Hubbard)

In disseminating Scientology, keep it light-hearted and carefree. Don't get serious. When you get serious, you pull in mass and key-in. You will also do better in life if you are light-hearted

This universe really gets solid when you are serious. That's when you really get stuck with it. It slows down your particle flow because everything around you becomes heavy.

"The more serious you take the game, the less chance there is of winning."

(PHILADELPHIA DOCTORATE TAPE #25
by L. Ron Hubbard)

THE DISSEMINATION DRILL

Let us now have a look at the dissemination drill as set out by Ron. I will then explain in some detail how you apply it. If you learn to do this drill correctly and apply all the material covered in this book, there will be no situation that you won't be able to handle, either in dissemination or in life. There is something to look forward to.

Now let's have a look at the dissemination drill on the following page.

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex
HCO POLICY LETTER OF 23 OCTOBER 1965

Remimeo
Field Staff Members
Sthil Grads
Sthil Students

DISSEMINATION DRILL

The Dissemination Drill has four exact steps that must be done with a person you are disseminating to.

There is no set patter, nor *any* set words you say to the person.

There are four steps that must be accomplished with the individual and they are listed in the order that they should be done:

1. *Contact the individual*: This is plain and simple. It just means making a personal contact with someone, whether you approach them or they approach you.

2. *Handle*: If the person is wide open to Scientology, and reaching, this step can be omitted as there is nothing to handle. Handle is to handle any attacks, antagonism, challenge or hostility that the individual might express towards you and/or Scientology. Definition of "handle": to control, direct. "Handle" implies directing an acquired skill to the accomplishment of immediate ends. Once the individual has been handled you then-

3. *Salvage*: Definition of salvage: "to save from ruin". Before you can save someone from ruin, you must find out what their own personal ruin is. This is basically-What is ruining them? What is messing them up? It must be a condition that is real to the individual as an unwanted condition, or one that can be made real to him.

4. *Bring to understanding*: Once the person is aware of the ruin, you bring about an understanding that Scientology can handle the condition found in 3. This is done by simply stating Scientology can, or by using data to show how it can. It's at the right moment on this step that one hands the person a selection slip, or one's professional card, and directs him to the service that will best handle what he needs handled.

These are the steps of the Dissemination Drill. They are designed so that an understanding of them is necessary and that understanding is best achieved by being coached on the drill.

Coaching the Drill

Position: Coach and student may sit facing each other a comfortable distance apart, or they may stand ambulatory.

Purpose: To enable a Scientologist to disseminate Scientology effectively to individuals. To enable one to contact, handle, salvage and bring to understanding another being. To prepare a Scientologist so that he won't be caught "flatfooted" when being attacked or questioned by another.

Patter: There is no set patter. The coach plays the part of a non-Scientologist and displays an attitude about Scientology upon being approached by the student. The student must then handle, salvage, and bring the coach to understanding. When the student can comfortably do these steps on a given coach's attitude, the coach then assumes another attitude, etc, and the drill is continued until the student is confident and comfortable about doing these steps with any type of person. This drill is coached as follows:

The coach says, "Start". The student must then (1) contact the coach, either by approaching the coach or being approached by the coach. The student introduces himself and Scientology or not, depending upon the mocked-up situation. The student then (2) handles any invalidation of himself and/or Scientology, any challenge, attack or hostility displayed by the coach. The student then (3) salvages the coach. In this step the student must locate the ruin (problem or difficulty the coach has with life), and point out that it is ruinous and get the person to see that it is.

When (3) has been done, you then (4) bring about an understanding that Scientology can do something about it. Example: the coach has admitted a problem with women. The student simply listens to him talk about his problem and then asserts – "Well, that's what Scientology handles. We have processing, etc, etc." When the coach indicates a realization that he did have a problem and that something might be done about it, the student presents him with a selection slip, or a professional card, routing him to the service that would best remedy the condition.

The coach must flunk for comm lags, nervousness, laughter or non-confront. The coach would similarly flunk the student for failure to (1) contact, (2) handle, (3) salvage, and (4) bring to understanding.

Training Stress: Stress giving the student wins. This is done by using a gradient scale in the coach's portrayal of various attitudes, and staying with any selected until the student can handle it comfortably. As the student becomes better, the coach can portray a more difficult attitude.

Stress bringing about for the student the accomplishment of the purpose of this drill.

A list of things to handle and another of ruins to discover can be made up and used.

Do not specialize in either antagonistic attitudes or an eagerness to know about Scientology. Use both and other attitudes. One meets them all.

L. RON HUBBARD

APPLICATION OF DISSEMINATION DRILL

Contact

The first action is to contact the individual. That is important because you can only handle one person at a time. It means making contact with someone, which includes getting them to talk to you. You get into communication with them and you can get them to talk by asking questions.

If the person is unwilling to talk, then you have not made contact with him. Asking him questions about himself in a casual way can overcome this and increase his interest to where he is willing to talk to you. The subject that a person is most interested in is often himself. Get him talking about himself. "How long have you been in this city?" "Do you like it here?" "What made you decide to come here?" "What type of work do you do?" "What was it that interested you in that type of work?"

Be light-hearted and casual about it. Be interested in the person. Do not be serious. Really listen to his answers. Soon the flow will reverse and he will be asking you, "What do you do?" Now you can introduce Scientology and begin the next step, which is handle.

Handle

The second action is to handle. Handle is only necessary if the person is antagonistic or upset about Scientology or you. He may never have heard of it, in which case you have nothing to handle. You say, "I'm a Scientologist." or "I'm studying Scientology." He says, "What's that?" Okay, you have nothing to handle so now go to Step 3 and find his ruin.

Handling a person may merely consist of clearing up a few misunderstandings. It may consist of just one statement, "You have a tremendous misunderstanding on the subject of Scientology." Confront the person and pause. You might even repeat the same statement. I have found this very effective in getting a person to realize he does not know anything about it. The main action is to handle what is there to be handled, no more and no less.

Handle might also include telling the individual to stay away from Scientology, thereby putting him on a reverse flow. In the handle step you might take five minutes or a number of weeks if there is a lot of antagonism and upset, but get it handled before you go on to the salvage step. Whatever period of time it takes, you do whatever is necessary to accomplish the result.

You don't defend Scientology. You don't try to convince him on the data of Scientology or give him any data. The person may attack on the basis of some article written about Scientology in a paper or magazine. Find the source of his information and handle this attack before going any further. This is done by saying, "Well, who told you that? Where did you hear it?" He might say, "Well, I read it in a LIFE article." You can say, "What did it say?" You get down to the specifics as to what was said and you clear that up. You can say, "Well. Do

you believe everything you read in the papers?" You certainly get in there and handle it and you do not back off. If you handle them correctly, you will find that suddenly they will turn around and become quite interested in Scientology.

You attack, you don't defend. Ask, "What do you know about it?" "Have you studied the subject?" "Have you read any books on the subject?" "Have you attended a course?" "Oh. You haven't studied it or attended a course. You are just accepting someone else's ideas as to what it is and they haven't even studied it or read any books, either?" "Do you usually base your opinion on secondhand information?" "Would you agree that a person does not know much about a subject unless he studies that subject himself? If he accepts someone else's ideas, he can end up with huge misunderstandings on the subject. Don't you agree?"

Usually a person attacking, antagonistic or hostile will talk in terms of generalities (imprecise or vague statements or ideas). "Everyone says Scientology is..." or "They say that you people..." You handle this by reducing all generalized statements to specifics. Ask, "Who is everyone?" He says, "The guys at work." Then you ask, "Which guy?" Get it down to a specific. Then ask, "What does he know about it? Was he there? Has he studied the subject from the source material? Has he read any books by L. Ron Hubbard? How advanced was he in the subject? Oh, he only attended one lecture, did he?"

You get the point? I have even said to someone after an attack on Scientology and having handled it as set out above, "I think it would be better for you to stay out of Scientology. I doubt if you have the intelligence to understand it anyway." You see, you don't have to get anyone into Scientology. It's only for able people who have sufficient awareness to see what it has to offer. It's a privilege to be able to study the wisdom of Scientology. It's only for those who can see for themselves and can understand. If they can't understand at present, they should at least be willing to look and learn.

I've even had someone say to me, "Oh, Scientology... That's where they have all those sex orgies, don't they?" and I say, "Sex orgies!" (in an amazed tone – always retain your sense of humor – don't get serious about it, but *appear* serious) "I've been in Scientology for eighteen years and no one has ever invited me to one. They must be keeping me out of it." Then turn to him in a serious tone and say, "How can I find out about this?" But, of course, he will now back off, knowing that his information is not true. You don't have to defend Scientology in any way. It is truth and that's so good a defense that it will stand up under any attack based on lies.

Your job is to get the person to sort out his own false considerations, ideas or decisions about the subject. You adopt a professional attitude towards the subject. Do not argue. Be effective. Don't defend yourself or Scientology. Ask questions rather than explaining things.

By asking a person a question, you make him participate and contribute. He will begin to realize for himself just how wrong an idea he has had on the subject. He also gets off his own considerations, ideas, decisions, opinions and postulates about the subject. He can now look and understand. Otherwise, he will continue to evaluate what you say through these things and his attitude won't change. So, ask questions. It is very effective.

There is valuable data on handling a person contained in Remedies "H", "I" and "J" from the BOOK OF CASE REMEDIES by L. Ron Hubbard, I will quote "I" and "J" first because "H" proceeds on after you do Remedy "I" or "J".

Remedy "I"

Applies to: Any person.

What is Noticed: Being bitter about Scientology, being very argumentative.

What is Established: No experience with Scientology.

What to Do: Avoid discussion of Scientology. Discuss only other subjects, similar to Scientology, person has not understood, until person feels better about them, (this is not done as auditing.) Then find what goal has been thwarted by earlier similar subject person is most sour on and indicate it as by-passed charge and proceed as in Remedy "H",

Remedy "J"

Applies to: Any person.

What is Noticed: Criticizing you as a Scientologist.

What is Established: No experience with Scientology.

What to Do: Have person discuss difficulties they have had in helping people. (Handle these as incomplete comm cycles the person has.) Be careful to acknowledge any overts disclosed, but don't probe for any not volunteered. Proceed then as in Remedy "H".

Remedy "E"

Applies to: Any person.

What is Noticed: Refusing auditing.

What is Established: Has never been audited.

What to Do: Discover what goal this person has had that has been thwarted. Indicate it to the person as by-passed charge. Find out who in the person's surroundings did not acknowledge and spot incomplete comm cycles to that person. Find other people in pc's life who did not acknowledge. Spot these cycles, etc. Then handle as a routine case, but use only light processes, ITSA on solutions to problems, the locational, and then havingness.

(BOOK OF CASE REMEDIES
by L. Ron Hubbard)

Salvage

Let's go on to the next step, which is salvage. Salvage is to save from ruin. On Step 2 you handle the person up to the point where he now wants to know exactly what Scientology is. He had a confused idea of it before, he had misunderstandings with regard to it, he has been listening to what other people have said it is, he has read about it in the newspapers and you have just handled him to a point where now he at least knows he had a wrong idea about it. He will eventually say to you, "What is Scientology?"

At this point you are likely to make a big mistake and start off trying to explain Scientology. Any explanation you give is an attempt to bring to understanding. You say, "Scientology is..." and this is where you can get in deep by explaining too much. You answer his question by finding what is ruining his life. He says, "Well, what is Scientology?" You can say, "Well, let's take a practical example from life. What difficulties (or you can use "problems") do you have in life?" *You explain Scientology to him in terms of what is ruining his life.*

His ruin, when found, will be very real to him. He will know for sure that it is ruining his life when it is found. The ruin must be real to the person and he must see that it is ruining his life. By explaining Scientology this way, "Scientology handles that type of thing," it will be real to the person because he can relate it to himself. When asked to explain Scientology, find the person's ruin and then explain it in terms of the ruin.

You will find the ruin is some problem or difficulty that the individual has that is causing him trouble in life. Once you spot it and indicate it to him. It will actually mean something to him. He will light up. He will recognize it. You have actually found something that is very personal to him. If you spot one and he is very high on the awareness scale, all you have to say is, "Okay, there is a chance Scientology can do something about that. Here, take this card and go down to the organization and hear that lecture.

Then, arrange to meet him and take him there.

People have various difficulties and upsets in life. There is one of these that will explain his other difficulties. That is his ruin. I would handle it something like this:

Non-Scientologist: What is Scientology?

Scientologist: Well, let's take an example. What difficulties do you have in life? (or) What problems do you have? (I get him looking at this.)

Non-Scientologist: Yeah, but, what is Scientology?

Scientologist: I am coming to that. What difficulties do you have in life?

Non-Scientologist: Well, everybody has difficulties.

Scientologist: Okay, what difficulties do *you* have?

Non-Scientologist: I am afraid to talk to people.

Scientologist: I would like to indicate something to you. Tell me if I am wrong, okay?

Non-Scientologist: Okay.

Scientologist: This fear you have of talking to people is actually ruining your life. Would you agree with that?

Non-Scientologist: Yes, you're right.

Scientologist: Good. Scientology handles that type of thing.

Non-Scientologist: Is that so?

Scientologist: Yes, there is every possibility that something may be able to be done for you. I would suggest that you read the book, *DIANETICS: MODERN SCIENCE OF MENTAL HEALTH* by L. Ron Hubbard.

Attend some lectures and then you will understand more about it. After you read the book, we can get together again and discuss it. This book contains the basics of Scientology and will answer your questions. It contains entirely new discoveries. It will explain why you are having so much trouble in life.

You must locate the ruin, indicate it to the person and get him to agree that this is the way it is. Do not go off that step until you get his agreement. If he is on a "maybe", he won't cognite and you still have not finished the job. Standard dissemination is doing whatever is necessary to get him to agree that what you have indicated to him is ruining his life. Only then will he get a cognition. The greatest mistake you will make is to leave this step before he sees that it is ruining his life. This then creates a missed gradient and he will stick right there. To correct this error, it is only necessary to go back and handle this, pick up the ruin and get him to agree that it is ruinous.

You explain Scientology to him in terms of his difficulties. That is what "find the ruin" means. If you find that ruin, he is going to cognite and then you can relate Scientology to that with, "Scientology handles that type of thing." Now he knows what it is about. He can understand it.

How do you find the ruin? You find the ruin by asking a question. You do not find the ruin by saying to the person, "Do you have any trouble with children? Oh, you don't? That's funny, most people do. Do you have trouble with...?" Forget it! That is *your* evaluation. This is *not* standard dissemination. What you do say is, "What difficulties do you have in life? What problems do you have?" So, he tells you, "I have difficulty talking to people."

Be very permissive and have good two-way communication. I will tell you another thing you do and that is have a tremendous amount of affinity. How do you do that? You claim the space of the room, look at it, be aware of it, create it. Be very willing to have that person in your space, for him to be willing to have you in his space, and you just flow affinity to him. You really like him. Do this and you will find that his attitude may change, but yours certainly will. You will come across better, your voice will soften. It's a very interesting experience.

Now, a lot depends on your attitude. To really succeed, you need to be totally free to let the person be the way he is. You grant him beingness, that is the right to be the way he is. Practice this. It could change your entire life.

Ruin is located on the scale of Lower Awareness Characteristics, which is set out in detail on the Classification, Gradation and Awareness Chart. Let's take an example and show you how to use the Lower Awareness Characteristics. One might be, "I have fear of meeting people." That might be the basic ruin. If you indicate it to him and say, "Well, this fear of meeting people is affecting your life." He will say, "I guess it is." Or he might say, "I don't think it is." In either case, you can say, "If you did not have this fear, what would you do? Would you be more successful? Would you have more business? Get him to look at it. If it is his ruin, he will recognize it because what you are doing is pinpointing him on ruin here on this Lower Awareness Characteristics scale.

- 7 *Ruin*
- 6 *Effect*
- 5 *Fear of worsening*
- 4 *Need of change*
- 2 *Demand for improvement*
- 2 *Hope*
- 1 *Help*

(SCIENTOLOGY 0-8)

Extract from Awareness Characteristics by L. Ron Hubbard)

Some people are below ruin. There are more than twenty-seven conditions below ruin. There will be some people you find that you do not reach, but you do not worry about them because we are not after one hundred percent at this stage. The people who come into Scientology are more aware than those who are not in yet. A lot of you people are in Scientology because you were looking for something. There was a definite decision to find it. I know I came in that way because I was looking and when I came across it, bang! I knew, and that was it! There are people out there who are looking and there are people out there who are not even up to it yet. Their awareness is far below that. They have to go through and experience more. As you take the aware people out of the public and make them Scientologists, it then permits the area around them to come up. I don't know whether you have noticed this, but as you become more aware, you go out and handle other people better. This creates an environment around you that is more aware and more up-tone. Have you noticed this? Then you bring other people in and they do the same thing and gradually the whole society will be coming up. What we are doing in Scientology is bringing into it the most aware beings in the area. As they come in, they will then pave the way for others to become more aware and then they come in.

What we are doing in this salvage step is to find the person's ruin. There is something ruining each and every person's life. The only thing is that some people have dropped below the level of ruin. Not everyone is going to have a reality on what their ruin is, but the major percentage will be able to identify what the ruin is.

Getting rid of the ruin will be of interest to them. You can say, "Look, I know something that could possibly handle that. I am not sure, but it is a possibility." The hope factor is just a light touch – just a faint possibility.

You can say, "This inability to communicate with people is ruining your life." He says, "I can't see that." You say, "Well, if you could communicate better with people, you would be doing better, wouldn't you?" He says, "I guess so." You say, "Okay, well, by not being able to communicate effectively, you are not living as well as you could. Is that right?" He says, "Yeah." You say, "Well, it is ruining your life. Isn't it?" He says, "Yes, it is." You say, "Good. You are very much the effect of this, aren't you?" You have pinpointed him on ruin and now you take him up to the next step, which is effect.

You say, "Look, you are very much the effect of the inability to communicate, aren't you?" And he will say, "Uh, my God, you're right! I am!" Then you say, "It is going to get worse. It is not going to get any better. It is going to get worse." He might say, "Well, that is the way it has been going for the last few years." Or, "My God. You are right, it has been getting worse!" You say, "Okay, you need to change it." He says, "Yeah, you're right, I should."

He will go into each level very easily because that is the level that is there, and then you just go into the next one.

You say, "Okay, you should demand that something be done about it." Some have even said to me, "Well, yeah, but who do I demand this of?" because they go straight into the level of demand for improvement. Now, at this point, you can say, "Well, in the first instance, you must demand improvement of yourself. You have to make the first move and that is you demanding yourself to do something about you. Otherwise, it won't get done, will it?"

Next, you go into hope and help. "There is a chance that possibly Scientology could help you with this. It has helped others. Maybe it could do something for you." I have found that people get upset when you say with total confidence, "That can be handled." You can be so certain that the other person knows for sure that you are out to deceive him. So, you just put in the hope factor. Get the idea?

But, you do not go in and give people a lot of information. You give them no information. You give them some benefits, and then if they don't reach, you withdraw. I have been saying something to someone and stopped in the middle of a sentence. I said, "Aw, well, you wouldn't be interested in that anyway." Or, "There was something I wanted to tell you, but you probably wouldn't be interested." This is just the way you are getting them to reach. It is the reach-withdraw mechanism. I would say the main error Scientologists make is to over-reach. They talk to people and give them too much data and they over-reach, which then makes the other person withdraw. So, don't get serious. Keep it lighthearted – reach and withdraw.

Having pinpointed the ruin and brought the person up to hope on it, you then say, "Look, there is a chance that maybe something can be done about that. These people run lectures on communication. They are experts in this field. Go down and see them." What are you doing? You are bringing the person to understanding which is the next step.

Basically, all the person is interested in is what is going to help him; what is going to benefit him. If he has a lot of failed help on him, you have a bit of work to do. Some people vary in the length of time they take to come into Scientology after first hearing about it. In other words, they have what is called a "lag" on it, a dissemination lag. Some people you tell about Scientology and right away they will come in and say, "Where do I find this place? Quick, take me there tonight." And others, six years later, "Well, I must come along to that lecture you have been telling me about, if only I had a bit of time." Well, that's his lag. That's how long it takes him to come in. Somewhere along the line he will come in. All you have to do is reach and withdraw and give him the benefits, however, you can shorten this lag by good 8C and by using this material skillfully. (8C is positive control without reservation. For more information, see Index for Communication Course and Upper Indoctrination Course.)

Do you know that some people require persistent assurance and all you have to say is, "Well, Scientology may handle that. Go down there and see them." The next day he complains about having trouble with his headaches and you say, "All right, go down and hear that lecture. Maybe something can be done about that." One hundred days later he is still complaining about it and you say, "Well, go down and see them about it." He suddenly surprises you with, "You know, I think I will." That is how long it takes. You always handle the individual in front of you. You never handle on a set pattern. You only handle what is necessary to be handled with affinity, reality and communication. You grant the person beingness. That is the right to be the way he is. That includes being mentally free – just totally willing for him to do what he cares to do. At the same time, you have postulated the correct end result for the person, that is that he is in Scientology on the road to Clear and O.T.

In taking a person up the lower Awareness Characteristics from ruin, it is essential to ensure that you actually have the person on each level before you go on to the next. If you don't, you have a missed gradient and the person will stay at the level below the missed level. For example, you have found the person's ruin and he has not agreed that what was found was ruining his life. Do not go on. *You must get him to agree that it is ruining his life.* Only then can you proceed to effect.

Example: You have the person on "fear of worsening" and you say, "You need to change it, don't you?" He says, "How do I do that?" You haven't gotten him on need of change. Need of change is, "Yes, I need to change it." It is not. "How do I do that?"

You have to listen to what he is saying and make sure it fits the level and not something else. Take a look at the difference in meaning between "I need to change it" and "How do I do that?" In the latter there is no decision to change and he is dodging the issue, which is "You need to change it."

I would handle this by saying to the person, "Never mind how you can change it at this stage. The first step is to recognize that you need to change it." Remember, these are awareness characteristics and at "need of change" he has to be aware that he is in need of change.

Don't give them any data. Give them the benefits of getting the ruin handled. That is what they are interested in. For example, when someone sends you to a doctor, he does not give a complete description of how the operation is done, does he? It's the same with Scientology.

Another way of doing it is with purposes. Find out what the person's purpose is and then align Scientology to that purpose. You say, "What is it you want to do in life?" Look him straight in the eye and say, "You can do that. It is possible for you to do that. You probably need a bit of help on it." Bring him to understanding as to how it can help and what benefits it gives, such as, "Oh, they teach that down there. As a matter of fact, I heard lectures on so-and-so." You might even say to the person, "Do you feel you could do better in life if you did not have that headache?" This is his ruin. And then you just say, "Well, go down and see them. They have helped other people. Possibly they could do the same for you."

Occasionally, you will get someone above ruin. The thing you will work on with them is purposes. Purpose is much higher on the scale than ruin, but it is the same principle. Find out what the person's purpose is and say, "Okay, how are you going towards it? Maybe something can be done to help you on with it. Try it out. Go down and see them." and then withdraw. So it takes a long time with some – it takes as long as it takes. Never feel you have lost by someone not coming in. Just play it as a game and don't get serious.

BRING TO UNDERSTANDING

The next action is to bring the person to understanding. You will notice how smoothly Steps 3 and 4 blend together. Done correctly, Step 3 (Salvage) leads you straight into Step 4 (Bring to Understanding). It is interesting to note also at this point that the same occurs with Step 1 (Contact) which leads you right into Step 2 (Handle). Which leads you into Step 3 (Salvage).

So you have just completed Step 3 (Salvage) and found the person's ruin. You say, "Scientology handles that sort of thing. Other people with similar difficulties to yours have been helped. So there's every chance that something can be done for you." I have found at this point it is best to remain silent and wait for the person to respond. Silence is a very powerful tool. Let the other person speak first. He will have to say something like, "Well, what do I do?" and he will say this provided you have the previous steps in and have reached the end result for each step.

You then say something like, "Well, what I suggest you do is learn something about the subject. You should read a book and you should go down to the local Scientology Center where they have introductory lectures." Give him the time, the place and the event and answer any of his questions. You also tell him that he should read the book *DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH* by L. Ron Hubbard. Say, "It will explain to you the basis of a lot of the difficulty that you are having. This is the best thing for you to do and then you will understand better what it's all about and what can be done."

If you have the person's ruin and have all the other steps in, he will buy the book. Also, you let him buy it. You don't lend him yours. Why? Because he will get more out of it if he has contributed for the book and paid for it. If you lend him your book, nine times out of ten it won't be read and your chances of getting it back are great. However, if the circumstances are such that you do decide to lend a book, I would suggest that you put a limit on it. Say, 3 days, as you want it back urgently within that time. Then make sure that you do get it back. At this point, give the person your professional card or write him out a Selection Slip and give him the name of the person at the Scientology Center to contact. I would even suggest that you make a telephone call and introduce the person right then and there. Keep in touch with these people that you contact. Ask the person for his telephone number and address but don't use those words as they are "buttons." You say something like this: "I would like to keep in touch with you and find out how you get on. Now where can I contact you?"

One of the great difficulties that new people have is arriving, so it is a good idea if you have the time, to make arrangements to meet them and take them down to the Scientology Center yourself, introduce them to people in Scientology, show them around the building and make it a safe environment. Keep them in touch with Scientology until they become sufficiently informed to decide as to whether they want it or not. I have found it very successful to get a new person to read these three books. In this order:

- *DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH*
- *DIANETICS: THE EVOLUTION OF A SCIENCE*

- DIANETICS: THE ORIGINAL THESIS

Having read these books they begin to understand just what has been discovered about people and how it was discovered. And this puts them directly in touch with Ron as source of the material.

DIANETICS: THE EVOLUTION OF A SCIENCE is an excellent blow-by-blow account of how Ron discovered man's basic ruin.

There are many things that you can do to handle the problem of the person not arriving. For instance you can use Reverse Flows and create a problem of it for him, such as, "Well, I understand that you have this problem and it looks to me as if you won't be able to get down to that lecture. You're awfully busy and there's always a time factor. You know – you just don't have time for these extra things and probably your wife will want you to do a few things anyway; and there's always your favorite TV program. Then if you did make it to the car, your car would probably break down." In other words, give him a few problems and you'll be surprised to find that he actually solves them. I have had them say, after doing this and telling me that they had all these things they had to handle: "Oh, I can handle it: I'll get down there. I'll be there." And they turned up.

This step requires persistence and you should keep contacting the person until he reads the books and actually goes down to the Center and gets himself on course. It is an error to give a lot of data. Leave this to the staff at the Center.

DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH by L. Ron Hubbard

Dianetics is Man's most advanced school of the mind. In Dianetics the hidden source of all human aberration has been discovered and the skills have been developed for its invariable resolution. This book, immediately on publication, rose to the top American "best-seller" lists and has remained an international best-seller ever since.

DIANETICS is a handbook containing the necessary skills both for the handling of interpersonal relations and the understanding of the mind. The skills offered in this handbook will produce the Dianetic *Release*, an individual who has been freed from his major anxieties and who has new and higher awareness and ability.

1. DIANETICS will help the reader to eliminate the painful experiences and painful emotion accumulated through living, plus helping to eliminate other unwanted conditions in life.
2. DIANETICS will help the reader to achieve rapidly greater efficiency than present capacity, improving such factors as reaction-time and learning rate.
3. DIANETICS increases perception, and speed and correctness of judgment.
4. DIANETICS helps the reader to find exactly what has happened to him or her in the past which has placed baffling difficulties in his path and made his successes fewer.
5. DIANETICS is an exciting and enjoyable subject, clearly expressed and easy to learn and apply, while it is yet the most advanced study in its field that Man has had.

6. DIANETICS is used at professional levels the world over. By many physicians, enlightened jurists, large corporations, artists, performers – yet is equally and generally used by intelligent laymen, regardless of educational background.
7. Family and marital relationships are helped by Dianetics.

Discovered, computed, developed and organized by L. Ron Hubbard, Dianetics is the result of a quarter of a century of study and eleven years of active formulation before publication of the book. It is thoroughly tested, uniformly workable and strictly validated.

The recorded case histories of those who have benefited from Dianetics number in the hundreds of thousands. People helped directly or indirectly by Dianetics have been estimated in the millions.

Study and training in Dianetics prepares one for the further attainment of higher states of existence in Scientology. Scientology is Applied Philosophy, the study of knowledge in its fullest sense. Dianetics is the route to a *capable human being*. Scientology is the route from capable human being, through definite, attainable steps, to *Total Freedom*. Dianetics is the beginning and Dianetics begins with the book: DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH.

QUESTIONS AND ANSWERS GIVEN DURING MY LECTURES ON DISSEMINATION

Question: I was talking to someone about Scientology and he said that it was brainwashing and that he would not come into Scientology or read any books on it because he might get brainwashed. How should I have handled it?

Answer: You should have looked him straight in the eye and said, "I would like to indicate to you that *you* are already brainwashed."

Question: I had lent a person a book to read. She read the book, handed it back to me and went. Before I could ask her how she liked it, she was out of the door. What did I do wrong?

Answer: What was your original postulate regarding this person?

Question: I postulated that she would read the book.

Answer: Okay, so she read the book. That is exactly what you Postulated, so give yourself a big win. It is obviously not the correct end result. You should have postulated that she would read the book, is on course, Clear and O.T.

Question: Yes, two things – you have the person who has a present time problem. I am speaking of the guy who is always running to the doctor for prescription after prescription

Answer: Well, okay, indicate his ruin. Say, "Well, this is ruining your life."

Question: Well. I did. He was fully aware of it. He was a person I was working with. What do I do then?

Answer: Okay, don't give him any data or miracle cure. Keep that to yourself. I performed a miracle cure and I was called a wizard and it was said that I used black magic. Why? Well. It was real to me, and it was part of my every day life. In fact. I had reached a stage where if this was not the case, I would start asking myself what I was doing wrong. But, other people's reality is that they just have not seen this before and it is too far above them. It is a miracle unless they have seen it done before. The phenomenon that occurs is that people just don't believe it. They justify it to themselves by saying. "Well. It couldn't have been that way before. That just couldn't have happened. It must not have been as bad as I thought it was." So, keep off the miracle cures and put in some hope and help. Use, "There's a chance that some-

thing can be done about it." You could even ask them, "What have you done to date? Who have you been to see?" and start taking the charge off earlier practices. Then say, "Go down and see these people. Maybe they can do something." Then withdraw. You will have another chance to go back later. Keep it at his reality level and 8C him (positive intention without reservation).

Question: The other one is I've gotten people to come here and I have one on the Communication Course and they came to me and said there was nothing in it for them. Where do I go from there?

Answer: Well, this does happen. Very politely say to them, "Okay, I agree. There is a lot you don't understand." Keep talking to them to determine the misunderstandings and clear them up. You could find that this person has earlier misunderstood subjects.

Question: I know some people whose lives are going fairly well and they don't seem to have any problems. How do you find their ruin?

Answer: You could talk to them in terms of purposes, what they want to accomplish. Bear in mind that some people who have all the "solutions" are going out solving problems for other people. Because they are on the solution side of it, they do not come into another organization that also has solutions. Don't worry about it. Go and talk to someone else.

Question: What about when you see someone like the guy with the migraine headaches and you say, "There is a chance that if you go down and hear a lecture you will hear something that will interest you." and then you withdraw by saying, "All right. Maybe you are right. Maybe it is not the thing for you." and they say, "Yeah, probably it is not the thing for me." and away they go. Naturally, I want to reach for them and drag them back.

Answer: Well, just one point here. You don't say, "It's probably not the thing for you." You say, "This is not for you." You put it there with sufficient intention and you are at cause. Don't expect them to come back and reverse the flow right away. Some people will and others will take longer.

I want to see each one of you succeed with this because I know how you feel. You have come across something that is really good and you would like other people to get the benefit of it. That is the same way I felt about it. When I started out, I made all the blunders in the book and even some that are not in the book. I used to go out and tell people about spirits, thetans. Mental image pictures, etc., including all sorts of experiences from the unabridged version of HISTORY OF MAN. My uncle thought I was a complete nut. But, this was early experience. There is no need for you to make these mistakes because I made them. I am telling you how to bypass them. You don't have to give any information at all.

Question: How would you correct a mistake of this type? Suppose there is someone you had approached and you had too much enthusiasm. How do you correct this?

Answer: Well, you certainly don't continue to make the same mistakes you have been making. You withdraw. You don't say anything. Even to the extent of totally withdrawing and not mentioning anything in that area. Here, again, it depends on the situation and is a matter of feel. Just feel your way and develop a sense for it. Develop a feeling for the other person. Is he interested in what I have to say or is he withdrawing? If he is withdrawing, just cut it in the middle of the sentence. You see? You can say, "Well, you wouldn't be interested in that. Let's skip it." You don't push on. One thing I have found very useful is to ask questions. Put the other person on the reverse flow. You say, "Well, how would you handle the situation? What would you do about it? You have a problem here. What can solve it? What can you do about it? Is there anything?"

You can go in and talk to someone in a restaurant or cafe. You might say, "Nice day. Been waiting long?" or "Hello, my name is _____. " Ask him questions about what he does. "Oh, that's interesting. How do you do that? Where did you learn that? What college did you go to? Oh. What made you take an interest in that?" Eventually, he will reverse the flow. It is a natural law of the universe. The flow is going to change. He is going to come back and say, "Well, what do you do?" At that point you say, "Well, I am a student on the Standard Dianetics Course." And he says, "On the what?" You answer, "On the Standard Dianetics Course." You say it with complete confidence, as *though* you are saying. "You idiot, you don't know what that is?" He says, "Dianetics? What is this Dianetics?" You say. "What! You mean to tell me you've never heard of it? Where have you been?" You get the idea? At this point, he is beginning to wonder what he has been missing.

There are all sorts of games you can play. "You've actually never heard of it?" That one is very effective. "No, I've never heard of it?" "Where have you been? Where have you been the last twenty years? It's been in all the newspapers. Hey, you had better get onto it. You are being left behind." He may not come in right away, but he's going to be interested. He is going to go around saying, "Dianetics? Dianetics? How come I haven't heard of that before? I wonder what it is?" The next time he comes across it, he says, "Oh, that's what it was." Three months later he's been in to hear a lecture.

You create an interest by the reverse flow. You put him on a, "Well, where the hell have you been? You don't know about it?" And, naturally, he's going to be on a "Where have I been? How come everyone else knows about this and I don't? I had better find out. Where can I find out?" He can always look it up in the yellow or pink pages of the telephone book.

You can say, "If I had a card. I would give you one. But I think I've run out... Oh, here's one." Get the idea?

Question: The question was brought up earlier about what you do if you have oversold someone. This is one of my very bad habits – overselling. Could you bring up the subject again and say, "Well, what have you thought about Scientology?" Get him talking about the subject and then tell him he can't have it?

Answer: Certainly. You can always tell if you do the right action, the person will come in. Actually, even if you oversell it or tell people too much, you overwhelm them, but it still doesn't matter. The guy has a memory recording of it all and somewhere along the line he will suddenly cognite and say, "My God! Those people were right! Heavens, there are such things as mental image pictures." It may not be in this lifetime, but at least you put it there and it's on his track. There are better ways of doing it that do not overwhelm them and do bring them in earlier, but don't worry about it. What I am giving you here is a general idea of what they are.

Bear in mind that I've given you an outline of how you handle situations. If what you say and what you do is effective and the guy comes in, good. You did the right action. Even if the guy did not come in, if you kept it simple to the degree of understanding, even if you had to tell him to stay away from it, you're still doing fine.

When you are coaching this drill, I don't want you to create a lot of upset. Be very easy with the person disseminating. It is more important to get the flows and what comes next, than to give him difficult situations to handle. Let's make it very easy to start with and concentrate on getting through the drill a number of times both ways. The worst thing you can do is to not say anything or do anything.

The important thing is gradient scale. You start at a low gradient, at a level the individual can handle. You gradiently get harder and harder, but you let him get through the drill.

One mistake that can be made is that the student will skip "handle" – he will skip it completely. The person is antagonistic to Scientology and he goes right into explaining about Scientology. He's got to go back and "handle". The other mistake is that he skips "ruin" and starts "bringing to understanding" before he indicates the ruin. You find the ruin first and *then* you bring to understanding. You don't go straight in and start explaining what Scientology is all about. You indicate his ruin to him, then use the ruin and relate Scientology to it. Say, "Well, Scientology handles that type of thing. Perhaps it can do something for you. Go down and see about it." Get the idea? It depends on what their problem is. "Go to the lecture. Read a book. The book for you to read is PROBLEMS OF WORK." You 8C (positive control without reservation) the person to the service.

Question: Well, it seems to me that "handle" should be after "ruin."

Answer: I'll tell you why "handle" comes first. If you have someone attacking the subject of Scientology and you don't handle them, how on earth are you ever going to find their ruin? You handle the attack first, and sometimes you don't get past the handle because there is too much sitting there. Don't worry about it. There are plenty of people to talk to.

DEMONSTRATION OF DISSEMINATION DRILL

Probably at this state, it might be a good idea to give you demonstrations.

Example 1

A student comes forward and he and the author set their location as being next to each other on a plane going to New York from Los Angeles:

Author: Hello, there! Nice day, isn't it?

Student: Yes.

A: Where are you heading?

S: New York (Same direction as the plane!)

A: Oh, is that your hometown?

S: No, it's Los Angeles, actually Manhattan Beach.

A: Oh, very good. What do you do?

S: I'm an engineer.

A: Sort of a consulting engineer who travels around?

S: No, The firm I work for is sending me back on business.

A: Oh, very good. How long are you going to be in New York?

S: It all depends on how everything goes. Probably a day.

A: Uhhmm. I was in New York about three years ago. It's a big city.

S: What were you doing there?

A: I was on my way to England. I am a Scientologist and I was going over there for further training.

S: You're a what?

A: A Scientologist.

S: Oh.

A: Haven't you ever heard of it?

S: Ah, yeah. There was a magazine article or something sometime back.

A: Oh, yes. We have a lot of magazine articles on it and newspaper articles on it, too. A tremendous lot.

S: Yes, I guess I've heard of it.

A: Yes. It's a very interesting subject.

S: Uhhuh. What were you going to England for?

A: For more training in Scientology.

S: I see.

A: Tell me, what difficulties do you have in life?

S: Oh, I don't know. I get along pretty good.

A: Do you?

S: Yeah.

A: All right. Handle everything?

S: Everything I decide to handle.

A: What is it you haven't decided to handle?

S: Interesting that you should ask. One of my basic problems is deciding what I really want to do.

A: Okay, I'll tell you what – I'm going to indicate something to you and you tell me if I'm wrong.

S: Okay.

A: This inability to decide what to do is actually ruining your life... Do you agree with that?

S: I wouldn't say it was ruining my life. It certainly keeps me from doing the things I don't decide to do. You know. It's like – I find myself sitting around thinking "What do I want to do today?" You know? I have trouble deciding.

A: Hmmmm. Tell me, how would it be if you had all this sorted out and you knew exactly what you wanted to do and you were doing it? Would you be doing a lot better?

S: Yeah.

A: Good. So, in other words, it is in fact ruining your life?

S: I think ruin is perhaps a little strong. It's, ah, it would certainly be nice to say, "Okay. Today I am going to do this" and then go do it. I just sort of sit around and wait for somebody to suggest something and sort of follow along.

A: Well, if you had this all sorted out, you would know exactly what you were going to do, right?

S: Yeah.

A: You would have all the money you wanted? You would have the job you wanted. You would be doing all the things you wanted to do?

S: Right.

A: Yes, that's right. So, in actual fact, this inability to decide what to do is ruin-

ing your life because that isn't the way your life is now, is it?

S: Ah, the word "ruin" kind of bugs me. It's a bit strong because if I really decided to do that job, and I really went after it, I could do it.

A: So, in actual fact, this inability is ruining your life.

S: It's just that I have trouble deciding on the purpose. If I could decide on a job I could go do it. Yet, if I felt it was ruining me, I could do something about it. If I decided to do it, I could go do it, but I get confused, you know?

A: Well, tell me, what does the word "ruin" mean? Destroy, cut down, something you can't overcome. Isn't it cutting you back?

S: Yeah, I guess you could say that. It's kind of keeping me from getting ahead.

A: Okay, well, isn't this a ruin?

S: I guess you could call it that.

A: Well, could you look at it that way?

S: Yeah.

A: Okay, would you agree then that this is ruining your life?

S: Yes.

A: Very good, now, tell me, you are very much at the effect of this, aren't you?

S: Yes, that's true.

A: Okay, could the situation get a lot worse than it is now?

S: It's been deteriorating. I tend to follow more and more, rather than make my own decisions. It is getting worse.

A: Okay, well, you need to change it, don't you?

S: I would enjoy changing it, yes. I would like to find out how I could do it.

A: I will tell you what. You should demand that something be done about it.

S: Who from?

A: Well, in the first instance, you should demand it of yourself. You should demand that *you* do something about you.

S: Oh, I see what you mean. It all has to start with me.

A: That's right. Right now, demand that you improve.

S: Okay, I've done that.

A: There is a possibility that Scientology may be able to help you. It has helped other people, maybe it can help you.

S: Where do I go?

A: Where will you be?

S: I'll be back in Los Angeles.

A: Good. Then you can go to the center in Los Angeles. Here is the address, but I would suggest that you read the book, *DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH* by L. Ron Hubbard. That book is likely to amaze you as you read of the new and startling discoveries. It will give you an understanding of what is causing your own difficulties.

S: Where do I get it from?

A: From the center in Los Angeles. Here. I'll write it on the card for you.

S: Thank you very much. You have been very helpful. That's it.

One important point in dissemination is to be able to find the ruin fast. This means you have to be at cause and you have to take charge of the conversation. You will never do it if you are afraid to ask leading questions. You also need to quicken up your speed. You must learn to change from one subject to another. You must learn to introduce Scientology into the conversation. It can go something like this:

"Oh, by the way, I just thought of something! Have you ever come across the subject of Scientology?"

or

"By the way, there was something I wanted to ask you..."

Question: What do you do about asking personal questions if you have a button on asking?

Answer: Get rid of the button.

Example 2

Two students demonstrate a situation where two people are on a plane from Los Angeles to San Francisco:

Student: Hello

Coach: Hello

- S: Where are you going?
C: San Francisco.
S: Oh, that's my home.
C: Yeah? I'm just now going there. I've always wanted to see it.
S: It's a beautiful place.
C: I've heard there are some crazy places there.
S: Where do you live?
C: I'm from Los Angeles.
S: Oh, are you a student?
C: I was for a while. I sort of dropped out. It didn't have much to offer. I couldn't get interested in school.
S: What was the problem?
C: I don't know. I jumped around from Economics to Political Science and stuff. I just wasn't interested. I couldn't find anything that interested me enough to keep going.
S: Oh? Have you ever heard of Scientology?
C: Yeah. Are you in Scientology?
S: Yes, I am a Scientologist.
C: What is Scientology exactly?
- S: Let's make it a little more real to you. What is your biggest problem in life?
C: I can't decide what I am going to do, or what I want to do. I can't seem to get going on anything that interests me.
S: Indecision?
C: Yeah, I guess you could call it that. Would you say that's ruining your life? Sort of. I can't seem to get anything done.
S: Yes. You should demand something be done about it, that it be corrected.
C: Yeah.
S: It can be corrected.
C: Can be corrected?
S: It's a possibility that Scientology can help you with that
C: Hmmmm.
S: In San Francisco there is a Scientology center, so let me give you this card and you go in there and see if they can help you.
C: Okay.
S: Here it is.
S: That's it.

You will note that the previous example is not exactly correct, but it still works. You have no worry about making a mistake. You can make many – just handle it. Go back and correct any that get in the way of effectively getting the person on lines. Most mistakes just won't get in your way.

What gets in the way of effective dissemination is your own attitude and not postulating the correct end result and keeping it before you.

FAILED PURPOSES – REKINDLING OF

"Stops all occur because of failed purposes. Behind every stop there is a failed purpose.

There is a law about this – all you have to do to restore life and action is to rekindle the failed purpose. The stops will at once blow.

That law (it comes out of O.T. VIII materials) is so powerful it could practically revive the dead."

(HCO Policy Letter 14 January of 1969
O.T. ORGS by L. Ron Hubbard).

The rekindling of failed purposes is very powerful technology.

If you regard any criticism, antagonism, failure to come into Scientology, or any other put-offs, excuses, hostilities, etc., as a stop on a failed purpose, you will immediately see the use of failed purposes in disseminating Scientology. Ask the person, "What purpose have you had that you did not achieve?" or a question phrased on Be-Do-Have, "What have you wanted to be that you have not yet been?", "What have you wanted to do that you have not yet done?", "What have you wanted to have that you have not yet gotten?", or some such inquiry. Bring to life by getting the person to look at the purpose and thus rekindle it. It is very simple – just get some practice at doing it. You may find there are a number of failed purposes, so rekindle each one until you get very good indicators. Then use Step 4 (Bring to Understanding) of the Dissemination Drill and tell the person that Scientology can help him to achieve his purposes.

The above technology on rekindling failed purposes has some extremely useful applications. In 1969 I did a research of selling procedures to ascertain the common denominator of successful selling. In my early business career, I was always intrigued as to why some salesmen could sell and some could not. I investigated success stories on selling as I was looking for something that was common to each one. Having first read L. Ron Hubbard's technical discovery on purposes and failed purposes, I was already suspicious of what I would find. Sure enough, every successful sale contained it. The common denominator of successful selling was found to be the establishment of the buyer's purposes (or rekindling of his failed purposes.)

Every success story I looked at contained the one element (purposes) however, the salesman did not know exactly what he was doing. Having established and confirmed the application of this material to selling, I developed a sales course using it. The greatest difficulty I have in teaching it is in teaching just how simple and powerful this technology is. You don't need unusual solutions as appear in most sales courses. Learn and apply this data on establishing purposes and rekindling failed purposes and you will find the prospects just buy – you don't sell.

INFORMATION ON REGISTRAR ACTIONS

I have refined the sales procedure to cover registration interviews and set out a training drill for teaching a person to do it. Anyone can learn to sell well.

On the following page is the training drill on registration interviewing. To really become skilled at it, you need to apply all the data set out in this book. Such as flows, reverse flows, reach and withdraw, asking questions, etc. One final comment – it is very simple, just do what it says.

Rekindling a failed purpose is simple. You just get the person to look at it and it will immediately begin to rekindle. Get him to continue to look until he gets very good indicators. Also, realize that anyone around you who is stopped has a failed purpose.

Scientists who are not moving on are stopped. They have failed purposes. Rekindle those failed purposes and let's get you all Clear and O.T.

TRAINING DRILL FOR REGISTRATION INTERVIEWING

This training drill has fourteen steps which must be done as explained below. There is no set patter, nor any set words you use in every situation.

Position: Student and coach sit facing each other, a comfortable distance apart (about three feet).

Purpose: To train a student registrar on the basics of registration interviewing and to teach that these basics are very simple and very powerful. To train a student to be able to do it.

Training Stress: Have a student and coach sit facing each other. The student to act as the registrar and the coach to act as the preclear or raw public. The coach is to coach the student through the registration procedure starting with a very simple situation and progressively making it harder and harder until such time as the student can go through the procedure in a simple straight-forward and direct manner and close (complete the cycle) regardless of the opposition being created by the coach. The whole idea is to give the student total reality on the simplicity and power of the basic steps so that he understands these basics and can apply them.

Basic Steps

1. Goals and Purposes
2. Prospect
3. Plan
4. Postulate the Correct End Result
5. Contact
6. Introduce Yourself
7. Establish Agreements
8. Purposes of Prospects
9. Bring to Enlightenment
10. Close
11. Documentation
12. Obtain Cash
13. Prospect
14. Thank the person and tell him you will be in touch with him again.

Explanation of Basic Steps

1. *Goals and Purposes:* Set up your goals and purposes as a registrar.
2. *Prospect:* A simple way to prospect is to ask every person you meet, "Who do you know who would be interested in (course)?" A person may comm lag, but each answer

he gives, you just acknowledge and ask, "Who do you know who would be interested in (course)?" You ask it in such a way that it seems as though it is the first time you have ever asked the question.

If you fail to acknowledge effectively, the question will build up each time it is asked and the person you are asking may become upset or angry. This is an indication that your acknowledgments are not ending cycle and you must learn to communicate better. Do TR's 0 through 4.

If you have just sold to a prospect, you can ask him the question, "Who do you know who would be interested in (course or Scientology)?" Keep asking the question until you flatten the comm lag.

This method of prospecting is very simple and very effective and must be practiced until it can be done smoothly and effectively without causing upset.

3. *Plan:* Formulate a full plan of what you are going to do. You will not be able to sell to your full capacity without an effective and workable plan. The plan will include the setting up of appointments for the following week at a time convenient to both registrar and prospect. It will include time for prospecting and time for interviews. At least one morning should be kept aside each week for planning the following week's work, as well as some time each day for planning the following day's work. The plan will also include production targets for the registrar himself and also for any registrar under him.
4. *Postulate:* The postulate is a decision made with complete confidence that some event or action is going to take place.

The registrar must get the idea of, or get a mental picture, of the prospect actually taking the service being offered. He must postulate the correct end result.

5. *Contact:* This consists of greeting the prospect and starting the interview.
6. *Introduce Yourself:* This consists of an introduction made pleasantly and smoothly in such a way that the prospect knows that you are pleased to meet him. Always shake hands. This is a solid communication and helps to start the interviews off correctly. Make sure your handshake is firm and not like a dead fish (cold and lifeless). Practice it.
7. *Establish Agreements:* This step consists of getting into communication with the prospect and finding some things that you can agree with.
8. *Purposes of Prospects:* A prospect will only buy benefits and these benefits will be something that will assist him to achieve his purposes in life. If you know what these purposes are, you will find it much easier to bring an understanding so he will buy.

You can find out a person's purpose by asking him what his purposes are in life, what does he want to do, what does he want to achieve, what does he want to have.

Sometimes a person has a large number of purposes which he has failed to accomplish. These are called, "failed purposes". In his attempt to achieve these purposes, he

has been stopped and now he has his attention on the stops. When you try to sell him something, he will actually dramatize the stop. Any opposition is a stop.

The way to handle this is to rekindle the purpose by asking him the question, "What is it you have wanted to do in life that you have not yet done?" and get him to talk about it. He will brighten up and smile and get very good indicators as the purpose rekindles.

When you have done that, you might tell him that he is capable of doing it. Many Scientists will have failed purposes on getting Clear and/or O.T. Say, "You want to get Clear, don't you?"

9. *Bring to Enlightenment:* The next action is to align the benefits of the service to the person's purposes in life and so show him how it will assist him to achieve his purposes. When this step is effectively done, the prospect will then be prepared and eager to buy. If you still have opposition (reasons why not, put offs) go back to Step 8 (Purposes of Prospects). There are failed purposes to rekindle. He is still dramatizing stops.
10. *Close:* Throughout the sale, assume that the prospect is going to buy and the close is merely an action which you take to confirm this.

The close is very important and unless learned well, will be the cause of many failures. In many instances, the prospect is waiting for the registrar to close the sale. Time spent learning to close skillfully is time well spent.

The close can merely consist of saying, "I'll put you down for the course." or "Let's work out some details on this." or "You sit down there and work out how you can do it." or "Let's get moving on this so you can get the full benefit of it now."

If you fail to close, go back to Step 8 and recycle through 8, 9 and 10.

A close can be used at any time throughout the interview. This is called a "trial" close and is used to test if the prospect is ready to sign up.

11. *Documentation:* This consists of completing all documents and arranging for the prospect to sign the document. This is a very important step and you must use wording which is not restimulative to the prospect.

For example, you do not ask for his name and address and you do not ask him to sign the document. You say, "How do you spell your last name?" "What are your initials?" "What street?" "Now read this very well and make sure you understand it. Ask me if you don't understand something and then I will get you to put your name here." (indicating where he will sign). When he has read the document, hand him a pen and say, "There" pointing to the place where he is to sign. Asking a person to sign is very restimulative.

12. *Obtain Cash:* This step is very simple and consists of asking for the cash. This must be done smoothly and without hesitation. You will only have trouble with it if you have a button on it yourself. You may simply say, "That will be (cost of service)."
13. *Prospect:* The next action is to ask the person you have just interviewed, "Who do you know who would be interested in (service). Keep asking the question until you have

flattened the comm lag. Each question should be in a new unit of time with TR's 0 through 4 well in.

14. *Thank the Person and Tell Him You Will be in Touch With Him Again:* It is always good practice to keep in contact with prospects. They will lead you to further prospects. Be very useful, helpful and give service. That is your main purpose. **Give service** above all else.

History: This training drill was developed by Peter F. Gillham in July, 1969 and amended in March, 1972 through the application of the wisdom and knowledge of Scientology. This wisdom and knowledge was developed totally by L. Ron Hubbard. (Source material was obtained from OEC Volume 2 by L. Ron Hubbard).

MONEY AND MONEY PROBLEMS

"Make all the money you can. Spend less than that. That's the simple ABC of financial control."

(HCO Policy Letter January 28, 1965
FINANCE by L. Ron Hubbard)

It might be appropriate before ending this book to mention something about money. Many people have problems with money because they don't understand it. Money is an energy flow. It is not an end result. It is the means to an end. It helps to bring about an end result. I can always tell someone who is going to have a money problem. They always set up a purpose like "to have a lot of money". Anyone with a purpose like this will always fall on their head. Why? Because money is the means to an end. It is not the end result. The purpose should be to render a service and, as a result of rendering and concentrating on giving and maintaining a high level of service, money will flow and help you to maintain that service. This tells you then, that one should concentrate on giving the service, not on money. Put your attention on earning money (giving service), not on spending it. To the degree that you put your attention on spending it, you will spend it. To the degree that you put your attention on giving service, you will give service and earn money.

Control of money consists of controlling the flows of money, for money is a flow. It is not something you have, it is something you flow. A good way of controlling these flows, which I have found successful, is put aside 10% of everything you earn each week into a savings account. In other words, you pay yourself first, 10% of your income. Then, out of the remaining 90%, you pay your living expenses, etc. Debts are also paid out of this 90%. You must budget what you spend and then keep within that budget. For one week, keep a record of every penny you spend. You will be surprised where your money goes. By knowing where your money is going, you are now in a position to handle it and stop the waste.

Don't buy anything on credit. Pay cash for it. If you don't have the cash for it, don't buy it. Using credit is a violation of the basic laws of this universe. According to the cycle of production of this universe, you supply the energy first, then you go into the activity of producing the final product. When you buy on credit, you do it in the reverse order, which is a violation of the cycle of production and will end up producing a problem for you.

Buying on credit also leaves you with an incomplete cycle of action. Which leaves you suspended in time with a lot of your attention on the incomplete cycle. When you pay for something by cash, the cycle is completed then and there. It does not carry on into the future. Also, when you pay cash, you will find you will manage your money much better because you will know exactly where you stand. When you are short of money, you go out and earn some more and not book it up to the future.

Handling money consists of flowing it in and out. You must control both the inflow and the outflow. If you flow money in and fail to outflow it, you will find you will jam the flow and it will stop coming in.

A good way to control money is to open a checking account and a savings account. Your income for the week (say \$200) is banked in your checking account. You immediately draw out 10%, which you pay into your savings account. You pay yourself, first. The remaining balance of \$180 is then paid out in the way of living expenses and debts, thus leaving a zero balance in the account. (It is a good idea, however, to leave a few dollars in the account to keep it open.) Flowing the money this way then assists you to postulate the next inflow because you are postulating both the inflow and the outflow. Having reduced your bank account back to nothing, you then postulate the next week's inflow of money. Then, do exactly the same action. Pay yourself a minimum of 10% and pay 90% out in the way of living expenses and debts once again.

Using this method of controlling your flows, you will find that very soon you will have more than 10% available to put away in your savings. In other words, you will be paying yourself more than the original 10%. You will also find that you will have your attention on saving and paying your expenses and debts and will not have your attention on spending your money. You create that which you put your attention on, so put your attention on earning it, saving it and paying your expenses and debts.

Do this consistently, discipline yourself to do this each week and you will find in a very short period of time that you are up to date. Do not commit yourself for future commitments by using credit or buying articles on time payment.

Do not buy a new car on terms. Buy a used car and pay cash for it. There are used cars available that are in excellent condition. Write out the specifications on exactly what you want. Put it there in your own universe. Go out and communicate on it and you will find that that is the type of car you will get. Don't accept anything less. Get someone who is a mechanic and knows motor cars to look at it and qualify it as being in good mechanical condition. Pay cash for it.

If you do borrow, only borrow what you really need and then pay it back fast!

Sometimes one gets in a condition of emergency and has to borrow in order to keep from falling into a lower condition. These times are indicated on the following page:

1. When one is in a personal condition of emergency and has let his income decrease to the point where, in order to pull out, money is needed fast. One then borrows and, when in affluence, pays it all back.
2. When one is in bad shape mentally and/or physically and needs urgent attention. This is emergency. Borrow and get that necessary attention and then work, earn it and pay it all back.
3. When your assets are tied up and you need ready cash. Borrow and pay it back.

If you are in affluence (a good flow of money coming in), you don't borrow. You economize and pay off all your bills and debts. You don't run up any more debts or commit your-

self for future debts. If you do borrow while in affluence, the situation will change and the flow of money will cease. You will then find yourself unable to pay off your newly incurred debt.

Example: At the point of a person in affluence even thinking of buying a new car on terms, he will suddenly experience a change. He won't feel so good. His flow of money mysteriously dries up. He has violated the affluence formula and has dived into emergency – where you borrow money. (Of course it is. That's why he ended up there.) To get out, he will have to apply the emergency formula and produce – work – really get to it. It will be an effort, but if he doesn't, he won't get out of emergency.

Some people are consistently in a state of emergency. They are always borrowing, always running up debts, using credit cards or never paying off debts. This is the way to stay in debt. If you do borrow, make sure you are in the right condition for borrowing. Pay off your debts and start getting ahead.

Basically, the reason a person has trouble with money is that he is having trouble in his own universe. He is unable to mock up (create) an exchange of service which actually transpires. He is unable to put it there in his own universe. To be successful in having and handling money, all that is necessary is to see it clearly in your own universe and have an air of "expecting it to happen".

Exercise

Get some modelling clay and put your money lines in clay:

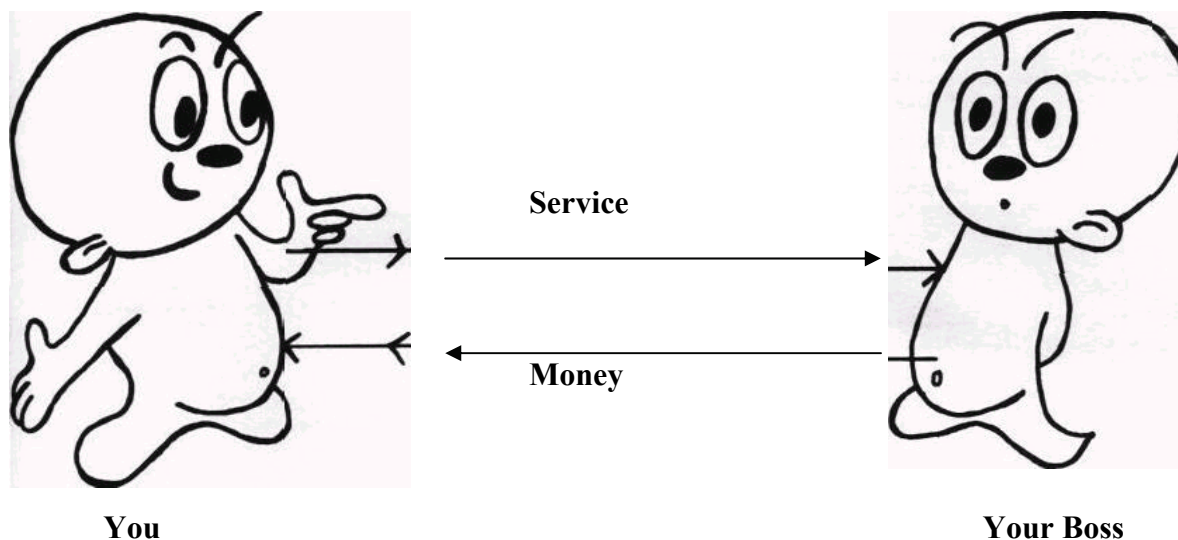
1. The way they are now
2. The way they should be (the ideal scene)

Put in clay all the parts of your money scene, such as:

- You
- Your thoughts about money
- Your friends
- Your boss
- Your customers
- Your banker
- Your spouse
- Your debtors
- Your creditors
- Your liabilities
- Your assets
- Communication lines to each person (both inflow and outflow)

Put each of the parts in clay and attach a label (piece of paper) to each part.

Do this and you will begin to realize why you don't have enough money.



Note: Verbal communication lines are not shown in this example, but put them in your clay demonstration.

If you wish to increase your income and money flows, then increase your communication. Your money flows follow your communication lines. If your weekly income is not large enough, then you are not putting out sufficient communication. Your income is in direct proportion to the outflow of communication.

Another thing to remember is to seek financial advice from those who are competent to give it through their own experiences.

Put all of this into practice and become financially successful. (Source material obtained from OEC Vol. 3 by L. Ron Hubbard)

LECTURING

"Any information is valuable to the degree that you can use it."

(THE FUNDAMENTALS OF THOUGHT by L. Ron Hubbard)

A vital part of dissemination is the ability to lecture. Anyone has the ability to lecture. If you are able to talk to one individual, you are able to lecture. There are certain fundamentals which are already covered in Scientology that an individual needs to know in order to be able to lecture.

First, an individual must have the desire to lecture. He must have a purpose. I, myself, set up the purpose over thirty years ago that one day I would be one of the best lecturers in the world. You will notice that this purpose permits others to also be good lecturers. A person who set up a purpose like being the best lecturer in the world would run into trouble. Having set up a purpose, the next action is to learn the mechanics of how to give a lecture and then get practice and experience at doing it.

One of the first things that an individual runs into in his attempts to lecture is fear of talking to a group of people. This fear can be handled by the individual confronting groups in various situations as often as possible. Start off on a gradient. First of all, just be introduced to the group. Second, be introduced to the group and say, "Hi!" Third, be introduced to the group, go up in front of the group, say "Hi!" followed by a few comments.

If the fear is too great, of course, it is possible to handle the misemotion in a Dianetic session and totally run it out on all three flows. I found in my own case that my fear and apprehension in talking in front of a group reduced over the years with more and more practice. At one time, I would be apprehensive for a whole week before a lecture. When I would begin lecturing, it would immediately disappear. Then, it reduced down to an hour before the lecture. Then, half an hour, fifteen minutes, five minutes and one minute. Finally, one day, I found myself in front of a group, looking at the group and having no apprehension or fear. I began to think. "There isn't really anyone here that I could not speak to individually. So, why is it that I have this fear and apprehension?" I then discovered the answer to the problem lay in the data on ARC breaks.

"An ARC Break occurs because of a generality or a not there."

(HCO Bulletin 29 March 1965
ARC BREAKS by L. Ron Hubbard)

The basic error that a lecturer makes is that he stands up in front of a group of people and regards them as a mass, a generalized group or a generality. If he does this, he will ARC break himself and re-stimulate his own reactive mind. The best thing to do when standing up

in front of a group is to look at the group as individuals, put each individual there and confront each individual until you feel comfortable being in front of that group.

The other error that a lecturer makes is that he looks at or confronts the back wall to the total exclusion of the group. In other words, he does not put the group there – that is a "not there". This also creates an ARC break, which restimulates his reactive mind. Naturally, he has all sorts of misemotions occurring, the source of which he has no knowledge. The thing to do is confront the individuals in the group and when you speak to the group, speak to the individuals as though you were speaking to them individually. If you can look at individuals, one at a time, and not flick around the audience, but talk to each person, you will become so skilled at it that each person will feel that you are actually talking to him personally, which is what you are doing.

You must also follow the data on communication that you are source. You have your attention on the individuals in that group, you intend for them to get certain information and you put that intention out where they are. Then, you confirm it by verbalizing it to them across a distance and it will arrive where your intention is. You keep your attention on the individuals in the group. They, in turn, will keep their attention on you.

Another error a lecturer (or any performer for that matter) makes is that he fails to create the space of the room and put the individuals there in that space. If you don't create the space, it won't be there for you.

"Thus there is space created for the definition of space is: viewpoint of dimension,..."

(SCIENTOLOGY 0-8
Factor 5 by L. Ron Hubbard)

This means you create space by looking, putting the space there and viewing it. You then put the individuals in their space and be willing for them to be there. This creates Affinity, Reality and Communication (ARC) and ARC equals understanding. To the degree that you have ARC, the audience will understand what you are communicating to them. To the degree that you are willing for them to be there in your space, they will feel comfortable. To the degree that you have your attention on them, they will have their attention on you.

I never permit any member of the audience to read or refer to any text book while I am lecturing. Also, when I lecture, I never use notes because I have found that to the degree that I read, I put my attention on the notes and not on the audience. If you want to give a good lecture, you must have the data there, confront the audience, ascertain what is needed and wanted, deliver that to them and bring them to understanding. You can pick up from the audience exactly what they need to know. If you do read from a book or policy letter, always have your attention out on the audience. Continue to create the space and put the audience in that space. Do not centralize all your attention on what you are reading.

The next thing you need to know is the format for the lecture. Any lecture basically consists of an introduction, the explanation and the conclusion.

1. *Introduction:* This merely consists of telling the audience what it is that you are going to speak about and introduces them to it so they have a reality factor on what you are going to do.
2. *Explanation:* This consists of expanding that idea, explaining it, giving examples from life, further explaining it and giving further examples from life.
3. *Conclusion:* This is where you sum up the most important points of the lecture, giving a final summary of the most important datum, followed by an example of application, followed by inviting them to apply it themselves in life and showing them how they can do it. The final comments are to indicate that there will be another lecture on the following week at a certain time when information will be given on a specific subject, so that one lecture leads over into the next. You never complete the cycle of action on your audience because that is what will happen. They will not turn up again.

A good way to learn to lecture is to take some bulletin or book by L. Ron Hubbard, study it yourself, quote out of it vital comments by L. Ron Hubbard, explain the meanings of the words, explain what he has said, explain how to apply the data in life, give further examples of that data and more examples of that data. In this way, one datum can be expanded into a forty-five minute lecture. Before the lecture, you must be well prepared. You must have studied the data and actually looked at it from the point of view of how you can apply it in life, or how is it applied in life. You really have to get applications for that data. Go out yourself to apply *the* data and note the results. You then have a lot of examples and material for your lecture.

That basically is the simplicity of lecturing. If you do this, you will discover that it is very interesting and rewarding.

One further point which will help you considerably is – really like the audience. Have a great deal of affinity for them. Be very willing for them to be there and you will notice a big change in your own attitude.

Now, all you need is practice.

CLEAR

"Clear: (noun) A thetan who can be at cause knowingly and at will over mental matter, energy, space and time as regards the First Dynamic (survival for self)..."

(Scientology Abridged Dictionary
by L. Ron Hubbard)

There is information that you need to know with regard to getting a Scientologist moving once he knows about Scientology. The most interest he has is in the State of Clear. I found it very successful saying to someone who is totally bogged down and not moving in Scientology, "You want to get Clear, don't you?" They will usually say, "Yes." You are rekindling the purpose to go Clear, which is just getting them to look at it. The stops will blow off and they will start moving again. The next action is purely to ascertain what their next step is and get them to take that next step. This is a simple action and is not complex. It is purely getting the purpose to go Clear re-established and rekindled. You will find the person will then move. Before doing anything else with any individual, I do find it necessary to get him talking about his problems, what they are and what he is having trouble with. Get that off before you bring up the purpose of going Clear. This is mainly to get him interested in his own destiny.

A Clear is actually Clear on the First Dynamic. He has finally gotten to the point where he can think in his own universe. He can handle his own mental matter, energy, space and time and stop it from going away or disappearing on him. He can hold it there for the first time, but he has other things on the Second and Third Dynamic. The Second Dynamic is a sort of small Third Dynamic. He has other things on the Third Dynamic, other forces that are coming in on him and he has to go and get through the O.T. Levels. There are a couple of reasons why anyone who has gone Clear is held up and not taking his next step:

1. He has not achieved what he feels he should have achieved. He has not gained the ability he feels he should have gained on being Clear. His lower grades could be out, life repair, Dianetics (he's got aches and pains, somatics, unwanted sensations and feelings). He is not in communication, which indicates his Grade 0 (Communication Release) is out. He is having problems, which indicates Grade 1 is out. He is putting himself into a motivator-overt act situation, having sufferings and hostilities in life, which indicates that Grade 2 (Overts and Withholds) is out. He is having trouble with change, which indicates Grade 3 (ARC Breaks) is out. He is going around making people wrong and trying to be right, which indicates that he still has service facsimiles there, which is Grade 4. Because he has not totally cleaned up on a grade, he is still having trouble with it and he should go back and get the Expanded Grades.
2. If he has gone through and had everything in, he can go through to a point of Clear and really be winning in life.

"There is no short stop on the road to truth. It is the only track that you have to go all the way on. Once you have put your feet upon that road, you have to walk to its end. Otherwise, all manner of difficulties and upsets will beset you."

(6211C01 SH Spec-207 Tape – The Road to Truth by L. Ron Hubbard)

The way out of those difficulties is to get back on the road and travel the road through to the end.

Every subject before Scientology ended up in a trap. It only dealt with one aspect of the total knowledge of life. Scientology could have ended that way, except that Ron realized that we have to go the whole way. As you know, it is a trap within a trap within a trap. The gradient out and the road out of each of these traps is the next level up. You have your grades and your O.T. Sections taking you right up and out of it. You have to travel all the way, otherwise, you will bog yourself down and you will go back into life and start having trouble. You know the truth is there.

3. Another thing that occurs is that the guy having gotten benefit for himself must then put it on a second and third flow. You must put it on a second flow and a third flow. Not only does he have it done for him, but he has to do it for someone else and then he has to train people and get them to do it for others. If those flows are not in, he will not gain as much. To the degree that he has those flows in, he will expand and continue to expand. This is one reason I put so much time into lecturing and going to other areas to see that other people can do what I can do. In doing that, it spreads out and I keep it fresh for me. If I don't do that, I bog down. It's quite interesting to look at it.

There is another point to this, too. The trap is so complex that really no one will get out of it until we all get out of it. The whole thing, the trap itself, is on the various flows. In actual fact, we are caught up in the reactive mind and the MEST universe. Because the MEST universe is based on reverse flows (it is on a 180° reverse vector mechanism), you will find that by trying to get out of the MEST universe (which a lot of guys are trying to do) you get stuck in it. The only way out of it is to get into it. Having gotten into it and really being able to handle it, you can then get out of it.

It is like pain. Have you ever gone to the dentist? You say, "Oh, no! I can't stand the pain!" If you went to the dentist and had the attitude of "Wow! I am really going to enjoy this pain." If you sit down there with that point of view of enjoying it. You would not have any pain. Just on confronting it and being willing to be there, it would disappear. Anyone who is having pain is really on a non-confront and is trying to push it off. Anyone going to the dentist who is having trouble is unwilling to experience pain, and it really turns on and hurts them.

It used to upset me running engrams. I used to sit down and think, "Wow! What is it really like to get into one of these engrams and really feel the pain of it turn on." I wouldn't feel a thing because I was so willing to be there and do it.

4. There is one other point to it. You should find out what anyone who is Clear and not moving on wanted as a result of Clearing. Set that up as their purpose, so they can

achieve it and get them on the road to getting that handled. Anyone who has achieved Clear and is really going well in life and is really functioning well, will have to set up new purposes to reach the O.T. Levels and then get moving on those. Otherwise, they will continue to stay where they are, which is off the road and stuck in a big win. Many going Clear possibly have not had such a big win as that of going Clear. It can be such a big win that the guy says, "Well, here is a good resting point." and stays there. Your job is to move him off it. You do that by rekindling his purposes and getting him setting up new purposes.

That is another point. If they are not moving on, they have misunderstands on Scientology; basic misunderstands. The latest technology on the Mini-Checkout Course, the Student Hat Course and Word Clearing would clean it up. The Clears should be urged to get onto these courses and get this technology. I have seen the most phenomenal changes take place on guys who are just so-so about Scientology. Suddenly on the Student Hat Course they really brighten up. "Wow! This has really got it!"

A Clear can survive well on the First Dynamic. He can mock up in his own universe and postulate. He can think clearly. It's a state worth having. If that isn't happening, then have it corrected.

RELIGION

Scientology is an *applied religious philosophy*.

"A philosophy is something that helps you to get over the rough spots in life.

Philosophy: Definition – The pursuit of knowledge. The knowledge of the causes and laws of all things.

An applied philosophy is one which has to do with doing and action. One which applies to living – not just a theory, but one where the theory can be used to help you get on better in life."

"There is something to learn, know and use in Scientology. "

(HCOB 4 March 1965 – MATERIALS – STUDY MATERIALS FOR HAS,
LESSON 1, issued by L. Ron Hubbard)

The workability of Scientology does not depend on belief or faith. Scientology is based on observable truths and anyone coming into Scientology can see these truths for themselves. Scientology is simple and straight-forward. It is not complex. The closer you get to basic truth, the more simple the subject. In disseminating to people and lecturing, I make a point of telling them not to believe or have faith in Scientology, but to try it out for themselves and see if it works.

Scientology is an applied religious philosophy, which means that it contains information and wisdom which can be applied in life so that an individual can live better in his own estimation. Scientology is not a religious practice. A religious practice is very different from a religious philosophy. A religious practice is the practice of religious beliefs and faiths. The following are religious practices: Roman Catholic Church, Church of England, Methodist Church, Baptist Church, Presbyterian Church, all Christian Churches, Buddhism, the Moslem religion, the Jewish faith, etc.

A religious philosophy contains wisdom and an explanation of the causes of things and that is Scientology. Scientology does not interfere with a person's religious beliefs or faith, whatever they may be. Scientology does not evaluate for any individual in the realm of religion. It leaves this entirely up to the individual's own choice. An individual can be a Scientologist, as well as belong to his own religious practice. As a result of the study of Scientology, an individual can understand his own religious practice far better.

A study of Scientology results in the spiritual enlightenment of the individual and he begins to recognize his true potential, as well as understanding the truth and source of life and his own relationship with the universe. The processes of Scientology (auditing) greatly enhance this spiritual awareness.

THE FUTURE DEPENDS ON YOU!

"Any trained Scientologist can win to success in society. Heightened IQ, a knowledge of life, a forthright attitude – with these things it is easy for him or her to improve a social or business position, to get higher pay, to exert wider personal influence. This we know we can do, we have done it so often, so let's improve the ability.

Process people weekends, run a co-audit some evenings of the week at home, but get on the active lines of the world and make your presence felt.

It takes full training to do it. It's been done from our books alone, but not always well. It takes tough Academy training to make a Scientologist, so don't go at it half armed.

And stop feeling apologetic because you are not a "full time auditor". We are the auditors of the world, not to a handful of the sick.

We are not doctors. We are the world's trouble shooters. When we make a company win, the whole world wins; when we make a neighborhood win, we all win.

A full time Scientologist makes life better wherever he is. And that is enough pro activity for anyone.

What do we expect of you? To become the best Scientologist that can be and to get on the comm lines of the world and bring a big win where it counts.

Hit for the key spots by whatever means, the head of the woman's club, the personnel director of a company, the leader of a good orchestra, the president's secretary, the advisor of a trade union – any key spot. Make a good sound living at it, drive a good car, but get your job done, handle and better the people you meet and bring about a better world.

And stop feeling hangdog because you "aren't auditing full time". Nobody expects you to.

We'll keep Centres going to service your needs, some of us, we'll provide ammunition and books. And the rest of us had better invade every activity there is on a high level of success and make our influence felt on the comm lines of the world.

Scientology is the only game on Earth where everybody wins.

So let's help the world win."

(From the article,
WHAT WE EXPECT OF A SCIENTOLOGIST
by L. Ron Hubbard)

It is up to each one of us to increase our awareness and ability, to set an example to others on what can actually be done with our know-how, to get trained up, really trained so that we really know the answers and can apply the knowledge that is now available in life. Let's not waste it!

I have for the past nineteen years (since 1953) been using my Scientology data and training to assist businessmen. The results I have achieved were startling to them, but expected by me.

You, too, can be a great influence on your existing environment, but you need the data and you need the training.

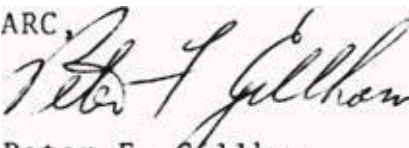
Conclusion

L. Ron Hubbard made a statement about perfection which has helped me considerably over the years since I first read it. Its meaning and application have remained with me to this day. Maybe it will help you. I do not recall the exact words, but I will duplicate the meaning as follows:

Don't wait until you can do something perfectly. Do it now with whatever ability you have. As you do it, you will gradiently work towards perfection. If you wait until you are perfect before doing something, you won't do anything.

People continually hang around and wait because they want to be able to do it perfectly when they do it. How on earth are you going to do anything perfectly if you don't start in doing it? You start off with whatever ability you have right now. As you progress, you get better and better at it.

Do not concern yourself with past dissemination errors. Learn the information in this book and apply it as best you can with whatever ability you have right now. As you apply it, you will become better and better at it. Refer to this book consistently and apply the material and gradiently increase your ability to disseminate.

ARC,

Peter F. Gillham

DEFINITIONS

NOTE: For further information, refer to THE DIANETICS AND SCIENTOLOGY TECHNICAL DICTIONARY by L. RON HUBBARD. Many of the words are explained in greater detail.

ABSTRUSE: Hard to understand. (World Book Dictionary)

AFFINITY: Degree of liking or affection or lack of it. (This is often expressed as an emotion – enthusiasm towards a person betokens more affinity than apathy.)

ARC: A word made from the initial letters of Affinity, Reality and Communication, which together equate to understanding. (These are the three things necessary to the understanding of something – one has to have some affinity for it. It has to be real to him to some degree and he needs some communication with it before he can understand it.)

AUDITING: The application of Scientology processes and procedures to someone by a trained auditor. The exact definition of auditing is: The action of asking a pre-clear a question (which he can understand and answer), getting an answer to that question and acknowledging him for that answer.

AUDITOR: A listener or one who listens carefully to what people have to say. An auditor is a person trained and qualified in applying Scientology processes to others for their betterment.

BANK: A colloquial name for the reactive mind. (This is what the procedures of Scientology are devoted to disposing of, for it is only a burden to an individual and he is much better off without it.)

CIRCUIT: A part of an individual's bank that behaves as though it were someone or

something separate from him and that either talks to him or goes into action of its own accord, and may even, if severe enough, take control of him, while it operates. (A tune that keeps going around in someone's head is an example of a circuit.)

COGNITION: A new realization of life. It results in a higher degree of awareness and consequently a greater ability to succeed with one's endeavours in life.

COMM LAG (Communication Lag): The time it takes for a pre-clear to give an answer to a question that the auditor has asked him, regardless of whether he is silent until he gives the answer, or has been talking in the interim. Also applies to the delay between the giving of an auditing command by the auditor and the execution of that command by the pre-clear.

COMMUNICATION: The interchange of ideas or objects between two people or terminals. More precisely, the definition of communication is: Cause. Distance. Effect with Intention and Attention and a duplication at Effect of what emanates from Cause. (The ability to communicate is the key to success in life; therefore, this definition should be studied thoroughly and understood. Read Dianetics 55! For a full practical treatise of communication.)

COMMUNICATION COURSE: A course in Communication based on Scientology Technology, consisting of TR-0 through TR-4. And given by all Scientology organizations. See definition of TR's on one of the following pages.)

DATUM: A specific fact or bit of knowledge.

DIANETICS: Man's most advanced school of the mind. From the Greek "Dia" through

and "Noos" mind, thus "through mind" or "through thought".

DISSEMINATION: To spread about, to scatter, as seeds in sowing.

8C: A slang term meaning good and effective control of an individual or group.

ENGRAMS: A mental image picture of an experience containing pain, unconsciousness and a real or fancied threat to survival; it is a recording in the Reactive Mind of something which actually happened to an individual in the past and which contained pain and unconsciousness, both of which are recorded in the mental image picture called engram.

GPM: Means Goals Problems Mass. A GPM is composed of mental masses and significances which have an exact pattern, unvarying from person to person, whose significances dictate a certain type of behaviour and whose masses, when pulled in on the individual, cause psychosomatic effects, such as illnesses, pains or feelings of heaviness and tiredness.

GENERALITY: A general or non-specific statement which is applicable to all and used in Scientology to mean a statement made in an effort either to hide cause or to overwhelm another person with the all-inclusive, e.g. "*Everybody* thinks..."

GRADIENT: A gradual approach to something, taken step by step, level by level. Each step or level being, of itself, easily surmountable – so that, finally, quite complicated and difficult activities or high states of being can be achieved with relative ease. This principle is applied to both Scientology processing and training.

HCOB: Hubbard Communication Office Bulletin. For all technical matters in Scientology printed in red ink on white paper, signed by L. Ron Hubbard.

HCO PL: Hubbard Communication Office Policy Letter. For all Scientology policy, printed in green ink on white paper signed by L. Ron Hubbard.

LOCK: A mental image picture of a non-painful but disturbing experience the person has experienced and which depends for its force on an earlier secondary and engram which the experience has restimulated.

MOCK-UP: A mental model, construction or picture, created by a thetan. A mock-up is distinct from a facsimile in that it is created volitionally, does not necessarily copy any previous experience, and is under the control of the thetan.

OBTUSE: Slow in understanding; stupid (World Book Dictionary).

OEC: Organizational Executive Course volumes – consists of a series of 8 volumes, numbers 0, 1, 2, 3, 4, 5, 6, 7, containing Scientology administrative policy by L. Ron Hubbard.

OVERT ACT (OVERT): A harmful or contra-survival act. Precisely, it is an act of commission or omission that harms the greater number of dynamics. Therefore, a failure to eradicate something or stop someone that would harm broadly would be an overt act. Equally, assistance to something that would harm a greater number of dynamics would also be an overt act.

POSTULATE: (noun) A conclusion, decision or resolution made by the individual himself on his own self-determinism on data of the past, known or unknown. The postulate is always known. It is made upon the evaluation of data by the individual or on impulse without data. It resolves a problem of the past, decides on problems or observations in the present or sets a pattern for the future.

POSTULATE: (verb) To conclude, decide or resolve a problem or to set a pattern for the future or to nullify a pattern of the past.

PRECLEAR: This term covers anyone who is not a Clear; however, it is principally used to describe a person who, through Scientology processing, is finding out more about himself and life.

PROCESS: A set of questions asked by an auditor to help a person find out things about himself or life. More fully, a process is a patterned action, done by the auditor and preclear under the auditor's direction, which is invariable and unchanging, composed of certain steps or actions calculated to release or free a thetan. There are many processes and these are aligned with the levels taught to students and with grades as applied to preclears, all of which lead the student or the preclear gradiently to higher understanding and awareness. Any single process is run only so long as it produces change and no longer.

PROCESSING: That action or actions governed by the technical disciplines and codes of Scientology, of administering a process to a preclear in order to release or free him.

REACTIVE MIND: That portion of a person's mind which works on stimulus-response basis (given a certain stimulus, it gives a certain response), which is not under his volitional control and which exerts force and the power of command over his awareness, purposes, thoughts, body and actions. It consists of GPM's, engrams, secondaries and locks.

SP (Suppressive Person): One who actively seeks to suppress or damage Scientology or a Scientologist by suppressive acts.

SCIENTOLOGIST: One who knows he has found the way to a better life through

Scientology and who, through Scientology books, tapes, training and processing, is actively attaining it.

SCIENTOLOGY: An applied religious philosophy dealing with the study of knowledge, which, through the application of its technology can bring about desirable changes in the conditions of life. (Taken from the Latin word "SCIO" – knowing in the fullest sense of the word, and the Greek word "LOGOS" – to study.)

SECONDARIES: Mental image pictures containing mis-emotion (encysted grief, anger, apathy, etc.) and a real or imagined loss. They contain no pain; they are moments of shock and stress depending for their force on earlier engrams which have been restimulated by the circumstances of the secondary.

SOURCE: A point of origin, one who originates, cause, one who supplies information, the creator of something.

THETAN: The person himself – not his body or name, the physical universe, his mind or anything else; that which is aware of being aware; the identity that IS the individual. (From Theta "Θ". The Greek symbol for "thought" or perhaps "spirit".)

TIME TRACK: (TRACK): The consecutive mental image pictures or facsimiles recording the consecutive moments of "now" through which the individual has lived.

TR's: Training Drills on Scientology courses which train students to communicate and audit.

TR 0: Training drill which trains students to confront a preclear or other terminals.

TR 1: Training drill which trains students to reach a preclear or other terminals with their communication.

TR 2: Training drill which trains students to listen to and acknowledge the communication of a preclear or other terminals.

TR 3: Training drill which trains students to get a question answered, also to develop the ability to complete communication cycles and to persist until the communication cycle is completed.

TR 4: Training drill which trains students to confront, understand and handle smoothly the communications of a preclear or other terminals.

TWO-WAY COMMUNICATION: Communication between two people in which each one takes turns, while the other listens attentively, in expressing fully his ideas on a subject. This is, therefore, communication in two directions. (Two-way communication is the basis of any successful and enjoyable personal relationship.)

VGI's (VERY GOOD INDICATORS): The high emotional tone of a person as the result of an action or a thought or a cognition. (SCIENTOLOGY ABRIDGED DICTIONARY by L. Ron Hubbard)