

Logic in Life

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Part I

Advertisement. [laughter] Ha! That was it. Say it in English. (to the translator) [laughter] Translator: He's doing some advertisement.

The music you are listening to is from the Andromeda suite. And this was written to a memory the Intergalactic Decree of 9 May 90th. This was the meeting between the representatives of this Galaxy and Andromeda. Which resulted... by the way Elron Elray was right in the middle of that. Inside we have the entire decree normalizes relations between the two for the first time.

On the back we have what I call the movements, the names of the movements.

And that one you just heard was... oh, yes, it's all about this meeting, so that one was called *The Acceptance*, the acceptance of the idea to get together and make this agreement. Now, a good news is you will be the first people on this planet... well, may be not... yeah, but first... human being people on this planet [laughter] May be some greys have heard about it already. But you can actually hear the copy of in the memoratic music, which they won't get. [laughter] Unless of course they come to Free Zone. In fact I rather suspect that their information about this is probably very suppressed. Listen a little bit. [music plays] [applause] There is nine, nine complete pieces on there.

And if those you who've heard the UFOs lecture are aware that such a meeting was going to take place. Now, it's something you won't find in the newspapers, yet. However, some the old data that you've learned about in that lecture have appeared in a newspapers. Oh, but they had the date wrong. [to translator] Hold that. [shows a newspaper] It says: «UFO army will invade Earth in 1992». And it also says, exactly says: «Advance troops are already here».

Question from audience: "They come out when?"

I don't know, but since the last UFO lecture. It's probably date on it somewhere. And it says: "Dooms day attack plan is revealed. Scientists tracked space aliens secret code." He-he. They give you a little star map here where they recon the code was emanating from. And although the **expat** is still in the galaxy if you look on a globe of the stars you will find that this point where they picked it from is very close to direction Andromeda.

Now, somebody is going to awful lot if troubles to sort of prepare the public in these admittedly second class newspapers, get them ready for something.

I want to show you another one. *Urhh!* Remember, few of those of you these who bought UFO tapes, UFO tapes which I still have one or two left. By the way there tapes only cost 50 bucks and UFO tapes cost 100 bucks, and those of you who have heard – know why. In that tape there was a stories from Russia about UFO were very problemed in the Soviet Union. I don't know is this is baloney or not, but this is it. First ever photo captured UFO. You have to see enormous UFO, looks like UFO sitting on a giant hanger. These are people down here, this little dots of people here, that's the UFO. And the whole story is about that soviets captured UFO. And that was told by, you know, the escaped soviet scientist or somebody that was who come with him from Germany. I just want to bring up to date what you already knew.

That is going to be in around 1996. A grate deal of reputable press about aliens, UFOs landings and so on.

So those of you who've heard the UFO, by the way, the tapes of that UFO briefing are available from Silvie, the videos, so you can catch up on it if you did not see already. And those of you who were on that one than you probably also may have attended the second one, the second lecture last June or May. May, June? June. Where we talked about the dynamics. And those are also available, the whole thing from Silvie. They also available in Germany. But we advertising Silvie right now. *[laughter]* Ok, so, I have 10 albums of Andromeda commemoration music. And since it's about about 50 of you, you probably have to get together and listen to it 5 at the time. *[laughs]* No, it's... you can order them, I will make some more, if you want more than that I make some more, alright, send them to you in a mail. Ok, that piece you are hearing now remember that from the last lecture, I played a little bit of that as an example on the esthetic dynamic. It's on this album. And some people were so exited about it in the German lecture that they ordered it before it was even made, before the album was even made just because they wanted to hear that piece.

But I want to explain something about the music. Before we will get to the subject of this afternoons lecture. There are many ways to write music as you probably know. And I won't go you with all the details about how to compose, but I will like, would like to explain the viewpoint of the composer of who are you composing for! In other words, who is the public for this music, who is going to hear it. Now, many songs are written on a flow 0 basis, when the person writes it for himself, he plays it and he listens and if the sad song — he cries, you see, he writes for himself.

And some people who may have the same emotions, and the same type of happening in their life, may hear it and want it, and want to buy it or get a copy of it. And you'll – you find that a lot in the Folk music and in the Country music — they make the story of their own life and they talk about it in the song and other people agree that that happens with them too.

You can also compose a song for a flow 3, for others. You know, like to write the national anthem for the country, or a school song, or for particular group, or for even a movie that's being made by the an organization, that they want to go out to another group.

Ok, now these are various publics, which you can write music for and you can write for another person, there are a lot of love songs are written to one other person, they even name the person in the song.

You know, Sweet Georgia Brown. And ... a lot of these, but also you can get a flow 1 and 2 action going here, you sing some songs where a man sings a part and the girl sings a part, and they sing to each other, back and forth.

So, you see, there are many ways to write the song. And to a degree this determines its popularity. To a degree, because there are other — quality of the music, is it... is it even sounds good or not. Does the person have enough money to even publish the thing and get it recorded or does he just have to keep it home and do it by himself. But, I have written songs like that, but this music and a lot of music I write — is not that kind of music. Not for that public.

My public is thetans who recall their time track. And that is why you don't see it in the top ten. Because this probably not... well, there is more than ten, but there is not that many people on the planet who realize they are thetans. And that they have a time track. You see, the music — is a aesthetic way to break open the connection between the thetan and his, what, pleasant memories, his more interesting memories of his life and the game. My be a lot of you did not understand that. Before.. But it's definitely music for thetans that realize they've been in the game for long time.

If you listen to it with that viewpoint, just relax, put on the music and it just get your time and the game on road. You might find all kinds of interesting things happening. Remember, pleasure moments cannot be erased. Without the concern of the thetan who considers them pleasure moments. I have found the way to erase them. But I have not put it on the Bridge. *[laughter]* Because it requires the high degree of self determination and say: Ok, I'm finished with that — I want to erase all that. *[laughter]*

But you can regain perhaps memories, very pleasant memories, because it's not with charge, they are just pleasant. One of your first rides in the space ship. When you belonged to group that was very together. When honor and loyalty meant something. When OT operations were happening. When there was really exiting and long lasting 2Ds. *[laughter]* Now... admittedly the stuff you run into at session. Admittedly the stuff you run into at sessions. Is usually the reverse side of that coin. And you find a lot of charge on it every day. *[laughter]*

But I wanted to balance that with the esthetics dynamic. So as give a chance for people on the bridge to also not only open the track by getting the charge off, but also to just sit there and recall it. The good times. *[pause, conducts the music, laughter in audience]* May be you getting the idea of it now, I don't know. That's what I hope to communicate. For each of you, not for me. I have to like it myself. It means something for me. But I am not the only one who is playing this game. There were good times for all. And there will be more good times for all. You see, what are we saying? We saying that every thetan judges his experience whether it is pleasurable and good or whether it is ingramic and bad.

Obviously the player in this game does not want to talk too much about the times he had loses. So he withholds it. Does not want the other player to feel that he's less the player or weak or make mistakes. He might be able to tell them to somebody that was not really in the game with him.

And that is why LRH said: «An auditor should have no case». Because with that viewpoint he can sit outside. And invite the person to talk about whatever difficulties he had

with the game. Now, again, what is this judging, this decision, what makes an incident ok or not ok. Well, now we are getting into the subject of this lecture. Which's title is Logic in life. You see, that decision of whether it is a good experience or bad experience... it's the end of this... [*music playing*] so, we are into the subject, this decision is based on logic. And what logic are we talking about. We are not talking about something that somebody invented. We are talking about the logic of how the thetan plays game. We are talking about how he judges his life. How he judges his track. How he decides something, I don't want to tell to nobody. However the things he wants to do that again. And knows no matter how many times he got into it or overrun it. For instance how many times have you eaten a good meal. You don't stop after first one and say: I don't want to overrun it. [*laughter*] How many times have you experienced a good second dynamic? You don't after first one and say: I don't want to overrun it. But if you had a real bad one next thing you do you might be going into monastery. [*laughter*] I don't want anymore. You can say: Why? Why? What is this? What is this logic of life? Good. Well... so, what is this logic... logic of life. Well, it is actually the values and importances that the thetan is putting on his experiences. And that's how he judges . And judges others. According to the game he is in. And it's very important to understand that. The values and importances placed upon the experiences of the game he is in. Because, as you know, if people playing different games they have different values, different importances, different decisions.

If you walk into Buddhist Monastery and they are playing their game of religion on the Seventh Dynamic. And you walk in there and start playing Rock music they will try to throw you out, no matter how nice they are. You see? And if you are a policeman, playing the game of law and order and you walk into a Rock concert to arrest all the guys who are taking marijuana you might be thrown out, and your ass too may be beaten up. Now you starting interfering their fame with force. You see? But those are examples within the games on the Dynamics good or bad. The higher level of logic in life is just the logic of the game called Life for living, livingness.

Now, LRH says that life is basically a game. Now, what game is it? You better know that! Well, everybody does know that actually. They all agreed to it. The parts of this game called Life are these dynamics we talked about the last lecture. The Dynamics One to Twelve.

And those are the parts of it, now, we know also that was interfered with another games that come in were a bit... nobody likes them or most people don't like them. So, by this we can start to give an idea of what a thetan is considering to be good or bad.

But you need one other criteria And that would be a direction or vector of which a thetan is trying to achieve In other words it's not a stable it's not a fixed in time game, it's moving all the time. Moving. Action.

Okay, so, it's not only how he judges his experience And what value and importance he puts on the experience It is also the fact that they are the whole line of these experiences in the past. And to end the game or to win the game or to finish the game there is going to be the whole lot more in the future

Now, the question that needs to be answered here is what is the direction, what is the vector, what is the purpose, what is the goal of all these experiences? And when we answer

that we can get exactly what the logic is based on. You understand what I'm saying? It's not just the judgment on PT or one event. That can have many opinions or many judgments on it. And that's you have things like law courts and legal cases and all that kind of stuff. Was it right, was it wrong, was it good, was it bad. But when you add in that vector WHERE are these players in this game going, what are they trying to achieve, then you can make more logical decision And before I tell you, or – and, by the way, it's something you already know, but before I tell you what that is that going toward, I will give you an example of a very controversial, which means some people say yes, some people say no, some people say right, some people say wrong, some people say good, some people say bad, event that happened very recently.

Have you ever heard of doctor Death? Ok, this is American doctor. He was an specialist in pathology which is the science of death, the study of death and causes of death Yeah. And he made a machine, just a pedals and a timer and needle to allow certain people who had incurable disease on the body to end their life in the body, so that they wouldn't go down tone into being a vegetable and lying there with all kinds of tubes and so on. [laughter] Now, one of the first people to use this was a woman who was very uptone, active and very intelligent. And she had a disease which was eating away her brain And she found this doctor and said: Yes, I want to do that. Did all the preparations with her family and everything get them all in agreement everything and did it. She had to go to another part of the country she could not do that in anybodies house, she had to do that in a rented van in a park, so nobody would be legally responsible.

Now, once the news was out about that, this doctor erupted into public infamy as being – he was recommending suicide, which was a cardinal sin. On the other hand there were people who said: Hey! That's not so bad! I had person in my family and they hated being kept alive, you know, they wanted to die every day, but doctors would not let them.

Yeah, and it caused the family of the people who were not allowed to die but wanted to very much anguish and hate to the doctors and everything

So, they even had this guy in television interviews and so on like that, the whole story was given with the family of the lady and so on And they all agreed to it, the family have totally agreed to it, they did not interfere with it but there was a lo-o-ot of people who did not like that idea and so on and bla-bla-bla and criticize the doctor and wanted to throw him out of the medical profession and everything like that. Interestingly enough, they let the doctor speak on one of these programs, to give his side of the story. And he was trying to make it into an ethical practice with code of ethics so would not be misused. And it had to be a certain types of patients who were rational enough to make their own decision before the disease go too bad. And then the other side, the critics of that, the people who were criticising that, said that doctors supposed to save life, not take them away.

He said, also the doctors supposed to relief suffer, not prolong. Anyway, the argument still goes on, still goes on, still goes on. And they even had a vote in the studio audience in the program I saw, and 53% of the studio audience were in favor of what the doctor said, he-he. 47% - against. So, it's about half to half Now, there is an interesting exam- interesting example of logic in life. It right on the subject of life. Now, looking at it as a trained evaluator I recognize immediately that the reason this could never result because there was a lot of

omitted and false data in the arguments. And the biggest one of course was the omitted data that the person was not a body, he was a thetan. And just because he loses the body it does not mean he's out of the game.

And knowing that that the rights of the thetan, one of them says: you have the right to live the game, even if it's a part of the game you don't like.

Now, when you put that extra data in there from the overall game, it makes what the woman did was just exercise of her right of a thetan. What the doctor did was providing her the painless and easy way to do it. What the opposition was doing – was saying: “There is no thetan, that's the end of the game for that person.

Now, when you run or you C/S a lot of people on their track, you find that thetan has lost bodies many, many times. Now, in the times of loyalty and honor and all that stuff, they would do that in amore ferocious or war like way, you know. They go up against the enemy, you know, up to number of hundred to one with a sword in their hand, something like that. And they would become a hero! Now, what's the difference? That's suicidal to go up against the hundred guys, probably with weapon, you know, gun and everything, but with a sword! But I know many of you probably have that experience on you track and that was pretty good, sure them bothers. *[laughter]* Or maybe some of you have crashed the spaceship into a implant station. Sure, you certainly destroyed the body you were using. And that could be looked at a suicide. You see? So, you have experiences and most people do have experiences where they have voluntarily used that body in an attempt to get something done.

Many examples in history. In science. Yeah, Madam Curie. Yeah, worked around radiation all her life and realized: Ah, I'm dying from radiation. Yeah, but actually the thetan there probably realizes some danger about this stuff: My hair is falling out or something. But they kept on doing it! Slow or fast the same effect happening – they lost a body.

But they got something done! Now, you see the vector there. There is a purpose. What are they trying to do? Obviously we are not sitting in this game called life to be protected and safe and secure and totally ok all our lives. And not do anything. If that was true than when you... if you went... mother goes to a hospital to have a baby, then the baby would just be kept in the hospital it's life protected given food every day and dies. *[laughter]*

And the mother would not have to go to the hospital she's probably in it already because she was another one to protect species. Sometimes with these national health programs you think that that's what they want to do. But, the game of life is not that simple. It has all these dynamics, yes, it has all these experiences.

But let's look at now where is it going. Ok, so, let's look - Logic of life.

Well, in the basic of that you have you have to go back in 1950 when LRH said that all life is trying to survive. And therefore you can take a single incident and the logic of life would be that it's... whatever that incident is he's trying to survive or persist through it and get out on the other side ok. On one or more dynamics. For instance the father may die protecting his family from a burglar or the guy with a gun. But, he helped his family to survive. He tried to take away the threat to the family. And if he was successful he would also survive himself but his consideration was that he wanted to protect the second dynamic so he went up against the burglar and maybe he got killed or the burglar get killed – no matter, he still thinks he was

doing the right thing. So it's a little more complex than just personal survival. You have to look at it in the terms of the dynamics. Okay. The starving artist. Now, he could probably take a job in his brother's shoe factory and survive a lot longer. But he chose to just do the paintings and nobody want him, nobody want him, nobody want him, and he got starved to death, he got a disease and died.

But his pictures survived. Because, whenever he's finished them he put them in his brother's safe in the shoe factory. And a hundred years later they were opened up and thought to be masterpieces. You see, so that kind of things happens. So, he was a guy sacrifices his own first dynamic for a ninth dynamic. This can happen on any combination of dynamics. Now, this gives you an idea. Logic in life. Survival. But there must be something better than just fighting for survival. That's very primitive. So, what is desire, what is the goal, what is the purpose, what is or where thetans going for in the game? Now we get it. Now. Now. Now we can get to it, because it's just another part for the very valuable technology called the Data Series. And it's called ideal scene. The ideal scene. Now, an ideal – something the person has decided on or postulated or wants to achieve on that dynamic. And the scene which is means living in it, experiencing in it, be able to copy it, picture it, whatever, but it is an actual arrival at that time when that is an ideal.

Now, to begin a game there has to be also the agreement on what would be the end phenomena of that game. So the ideal scenes which are on the dynamics at the end of the game are already sitting there at the beginning! Already conceived by the thetan. You must understand that. Otherwise you can make no sense of what people are doing in the game. Realize that thetan before or at the moment of coming into the game agreeing to the rules and all that like we talked about at the last lecture. Has at that moment already decided or postulated the ideal scene of how it will be when the game is over. That may be a new data to a lot of you, but I guarantee you it's there and it comes up, it comes up on the Games Basics course. That is really there. Really there. And there is an ideal scene for every dynamic. Postulated at the beginning. And a guy will keep playing the game until he achieves it. Even if he goes aberrated and gets interference and gets knocked out and try... he would still try to make those ideal scene. Whether he tries to jump backwards to another game, whether he tries to wait, whether he tries to keep low profile, whether he tries to do one over here or beat the bad guys here so he can't make it or whatever, he's gonna try to do that ideal scene and that is the reason logical for all of his actions! *[laughter]* So, many people operating with the data of one lifetime may not realize fully, we could find it on the e-meter of course, and they would say when they would cognite it: Ah, I knew that all the time, really.

They were not, yeah, they not realize they working toward those exact ideal scenes that they postulated at the beginning of the game. Translator: They might or might not? They might. They might not in that lifetime, but they would realize that when they cognite. This is a pretty amazing data. He **trans ins** one lifetime. He goes over the whole track of the thetan whole game.

Now, I must tell you that, say, let's take an example of guy in this lifetime. And he says: "Well, I'm gonna get into stock markets and I'm gonna make a billion dollars, that's my purpose, I really want to do that". Now, was that his ideal scene from the beginning of the game? No, absolutely not. Because, remember, at the beginning of the game you have not

even created all the particles in it yet, you haven't even named them, you haven't even said it's a money and it's a dollar and here's million of them is good and you haven't said that yet.

No, but I'll guarantee you that that urge or that desire to make that million dollars IS some kind of action which will bring him toward the ideal scene he did postulate, although handle the difficulty he ran into when he couldn't make the ideal scene he was trying to make.

Because, you can then ask the guy, let's say he does make a million, or you ask him in a session and say: What you gonna do when you make a million dollars? And he says: "Ha! I didn't ever tell anybody this but I will then try to find the princess I lost in a past life and marry her, because the last time her father would not let me do it because I was not reach enough. [*laughter*] You see?

But that is not even his ideal scene yet, that's another step, but now, you see, it's moving into a second dynamic area.

And then you might find out if you ask him few more questions of the auditing nature that this princess he wants to find is not just from one incident in the past. But way back on the track he had very ideal relationship almost, almost ideal scene. But it was interfered with by the implanters. And they did something in that society to split that up, it was too powerful. So in behind the million dollars, in behind the princess from the past and whose father who would not let her get married because he was not rich enough and behind all of that he is fighting to get back to that almost ideal scene and all he has to do now is to handle the implanters. And since he knew they were very powerful he used their technology to make his million dollars. [*laughter*] He got overwhelmed by their cheating technology and how to implant people and all that stuff. See, you find the guy's case in this lifetime, no mention of this other stuff. He doesn't really recall all of that clearly, he just knows he's going to that ideal scene. And you find that to do business and get this money he uses drugs on people and hypnotizes them and he third-parties them and he implants the wife of the business partners and he causes 2D troubles of everybody, you see what I mean?

And if you look at the guy just as an example of humanity in the 20th century, you see, he's absolutely crazy. Or he's a brilliant executive, whichever viewpoint you have. [*laughter*] Based on your own ideal scenes. Because if you ask the guy personally without auditing, and believe me, I've seen interviews with some of these guys, that they finally cached, you know, on doing some illegal things in the interview on the television. They asked the guy: Don't you know you were doing against the law and you were interfering with people here and you were doing this and were doing that you were cheating and you were stealing money from the people and you were faking you reports and getting in loans that you didn't have any backups for and you never paid them back. Didn't you realize that? And they actually had interview with the guy who did this in America on television, and he sat there, totally calm, totally unperturbed. And he said: "Well, I was just trying to make my way in the American way of life, and make a million dollars like everybody should want to. And nobody stopped me.

They could have any time, they all agreed, you know, they could've gone and check and found out that I was really cheating them and all that, but they did not do that.

So who's fault is it? This is the way we live here. And I guess, it's my only... the only thing I am guilty was that I got cough doing that. But I think all my cell-mates should be all

these other people that believe me. Yeah. So, you see this guy or the person like that would obviously he had another reason for doing that and to him it was totally the right evaluated logical thing to do! And he's probably got it all figured out for next lifetime. He can't do it in America because the government can find out and they could catch you. So, my next lifetime I will BE the government! I'll become Saddam Husein! *[laughter]* And if I want money I'll just take over a rich country. Nobody says nothing. And if they do later, well, then I'll take hostages and I'll do this and I'll do that. Now, you see, how crazy this can get? Now, all this time, remember, the guy is withholding what the real ideal scene is. It, it may be that so much interference has come on the guy that he can only concentrate on just the illegal act he is doing at the time. He is out of agreement with all other survival and all other dynamics. He is just concentrating on that one that he could not quite get and he's got he get that one. So, his logic, his game logic has narrowed down to one dynamic and the hell with the rest. And that's why he feels no guilt, feels no consideration of ethics on any other dynamic.

Now, this is a picture of what you can get on this planet today. You got Doctor Death, you have these business bandits, you have Ali Baba and forty thieves. *[laughter]* You have all these what we call scenarios going on today. Now, individually – if a person doing it individually it's not that – well, it makes an effect, but this not a big effect. In the whole game. It just means those people need auditing. And training. And application. We going to that in a minute. But it does show that if somebody can organize, see, this is more like a third dynamic concentration to get everyone in a third dynamic believing that their ideal scene depends on helping this guy make his ideal scene. And his ideal scene is ??? or is influenced by implanters or something. Then you can get these crazy dramatizations like you get in Middle East. You see what I mean? You getting whole bunch of people dramatizing "Kill these guys, kill those guys! Burn the flags of these, burn the flags of these, we hate those!" You see, what of mean? Yeah, that is a very aberrated game. Because now you have groups doing that. And that is also what LRH referred to as a group think. Or reactivate - reactive on a bank agreement type thing. And also as contagion of aberration. And then you can get a really crazy looking world. Welcome to Teegeek! *[laughter]* Now, I'm giving you like a world picture here. Don't get scared, because Switzerland is a place where the most of the dynamics are rolling along are quite fairly normally.

But, remember, Switzerland also shares the climate, the atmosphere, the whole planet's resources. And so, there is a responsibility that is becoming clearer and clearer that when the scientific, political and business dramatization start wrecking the planetarial survival potential that's going to affect Switzerland too.

So, what we are saying here, there is the responsibility to help make the ideal scenes on all dynamics and now with that to help others to do it too.

Now, Switzerland, some of the people in Switzerland, may be they are not Swiss, may be they are markabians or something, but they always for a quite a while been able to sell weapons to whoever is fighting over there, and keep money for whoever is fighting over there. He! And in the, in the past it may been totally logical thing to do for the survival of Switzerland's third dynamic. You see? Because if you keeping the money of both sides, then they not going to attack you. If you sell weapons to both sided they not going the attack you. And if you charge high enough war rate interest on the loans and money and everything like

that you win. One side wins - you win. Because you make both the winners and the losers to pay off the dept. And pay for all the weapons. This happened after Second World War. I can't blame that on Switzerland because I know that's not Swiss people that are doing that.

But, do you know, there is a part of Switzerland that is really not Switzerland. And they get it after Second World War. And that's the little biz area in Basel - Bank of International Settlements. And that is a little off-planet area of the planet which belongs to no country. The Swiss authorities have no, have no legal or police authority in that area. It was given to the -to the Bank of International Settlements by the Swiss government at the time of 1930s. Given to them without a voting of a Swiss people. We found that out a long time ago. We were trying to get some newspapers reporters to make a big story about that. Silvie was involved in that. I was and some others. And all it resulted was investigation of who have done this, who have tried be expose this. Nobody published the stories. They just told the police and they started looking for who is doing this. So, we know that fifty years later it was still a big secret and it was designed to be kept a big secret. A withhold from all the Swiss people. And there is a little withhold that is keeping the Swiss nation from achieving it's ideal scene. But there is some of those in every country. For instance, I think mentioned Sweden. If you go around in state to a policeman or to a doctor that you believe in or relieved telepathy communication you will be declared insane and thrown into a crazy house. And that agreement in Sweden is preventing the Swedish people from achieving their ideal scenes. In Denmark they are all for human rights, criticizing the hell out of South Africa and criticizing the hell out of America's treatment of blacks and Indians. Yet, they own the Greenland and they won't any Eskimos come to Copenhagen because they are low life form! That's preventing Denmark, one of the things that's preventing Denmark from achieving their ideal scene. Or a Danish citizen as a member of the group of Denmark. Your understand. Now. I'm not saying that every bodies ideal scene is the same. But in terms of the game it is very positive and it is very theta. Not harmful. It's rather like these pleasure moments I was talking about. And when you have a pleasure moments it's quite alright for other guys to have pleasure moments too. You see, what I mean? All the players can have their ideal scene. Without taking away from the ideal scene of the over players. And this is the way it was originally postulated. Each person postulates their own ideal scenes on all dynamics, and yet according to the game, according to the rules everything would fit together to be totally an ideal scene for the whole game. *Translator: Change the tape.*

Now, it is possible to obtain your own ideal scenes on the dynamics knowing that on some of the dynamics everybody else has not yet obtained their ideal scenes. However, by obtaining yours you understand and can help the others to obtain theirs which then allows you to achieve yours. You understand what I mean? It's a vector, it's a direction.

If you have that as a total certainty that it can be done and it will be done. Then you can achieve your own and move into another game. To assist the others in obtaining theirs. Now, that is a very unaberrated state. Guaranteed. In that viewpoint you can't close the door on anyone. When you see things from the viewpoint of a C/S... *Translator: when you see what?* See things, the case from a viewpoint of C/S ... Any emotion or negative emotion you may have felt about the person when you see the whole reason for that in the case or the handling that's necessary to handle that it's like - that's very logical. You see? "I see why the guy ripped off the country, I see why the guy invented the death machine, I see why the

businessman ripped off everybody." You see it from the logic application of the person how he got twisted and became illogical in terms of the game, but to him it was still logical.

Other - or but that illogic could not exist unless the guy have logically been trying to achieve those ideal scenes.

Because he would've have no drive no push, no rector to do go on. See, if everybody had an illogical direction or vector or ideal scene in other words if man was basically evil or bad he would be evil or bad on all of his dynamics. And, since most people like the easy way of life the easiest way to handle that is just to kill himself as young as he can. That would destroy all his dynamics from now there on. Ha -ha-ha! [*laughter*] And pretty soon there would be no people to take bodies anymore, there would be no thetans to take bodies, because they would not want it. Because they would not want to live, they would not want to play the game, they would want if they accidentally got in one they would kill it as soon as possible, would not even grow it up to have another one. Ha! If they did grow up a little bit and they got a car and they would always drive the car up the mountains here and die. Pretty soon there wouldn't be any insurance companies. With many cars - nobody sell them to. Nobody would want to eat anymore because that would be to survive, so they don't want to survive - they would die. The whole society would collapse. And there would just be whole – people going around and committing suicide. For no reason at all, apparently. From a logical viewpoint no reason. From a survival viewpoint no reason. But that would only be if people had - their ideal scene was to wreck the game, to destroy it, to not play it. You understand. You see? Now, that would be a situation where the game would end, it would be over very fast, but there would be a lot of the debris and broken pieces left. Now, from the media reports of how many people do do this kind of things it's not a very big percentage actually. But if makes other people wonder what, what do they do, why did he do that, why did the guy get drunk and drive his car off the cliff? They don't understand! The game has been interfered with.

If you picked that guy up in his next lifetime and get him up to where he can run that incident and you'll find that he did it in this feeling that was very logical! And that that was the only way he could get out of these situations so he could achieve his ideal scene in another situation, may be in another body. You'll find out he could not afford the payments on the car, he had two ex-wives demanding money from him, his family had disinherited him, he had loans in the bank he couldn't pay, he even borrow the money from his best friend to by the whisky. [*laughter*]

He did, "The hell with it, I can't, I can't do it anymore, can't make this game go anywhere, no ideal scene possible this lifetime. Over cliff!" Ha-ha!

Also, however, if you audit this guy and go back a little bit you might find he's adopted some false datums into his game play at an early age which allowed him to grow up and to think it was ok to not paying the depts, and ok to marry two women at once, and all the stuff and he put himself into situation by not having the basic truth data on the game.

So, one of the ways we can help people achieve their ideal scenes is to give them more truthful data about the real game they are in. So that they can use that data in their logic. And so they can really start achieving their ideal scenes. So, they can evaluate their life, remember, to put the value and importance on thing, made the correct decisions, work toward the ideal

scenes, help others to do that, because the others are on some of their dynamics. And just because one can obtain the ideal scene does not mean that the others can't obtain it. And when that can happen we get a new definition of logic in life. Not just survival. See, survival is just making it through the day, still being alive at the end of a day from all these crazy things that are happening. No, coming to a new idea of viability. And viability implies able to live and to persist and to continue to live. And it means that you overcome the basic survival thing and have brought into valuated progression toward the ideal scene which can continue and reach it. I hope that puts a sort of an idea there of what we are talking about of logic in life and how logic in life to most people is just "How do I survive?"

But to us and to anybody that is understanding the game it can mean viability and the ability to attain the ideal scenes. Alright? Now, before we'll take a break I will explain you three things that are vitally necessary to do this. And I told you them before. Auditing, training and application. Because these are the three things that were missing before. When you had no way to find out whether the guys logic is bad or got interfered with. You had no way. Yen could not get him back on the road towards his ideal scene. You see, in auditing what are you looking for is the EP of each process. Regardless of what process is doing. There is an EP which contains three things. F/N means... showing that all that charge, remember, pleasure moments don't have that kind of charge but the other stuff does, that charge is gone. VGIs. Meaning the guy happy at the end of it, you know, he is not sad not dead depressed, he's up on. But that isn't all, one more. Cognition. The cognition is the return of the guy's game playing logic. Now, you see what auditing does.

A good C/S looking for that three indicators of EP... and especially of return of the game playing logic. See, whether the realization that that was not logical, that was interfered with. Or whether it's "now understand how to do it." Or "now I realize that this is the game here, not over there". He! Some form of rehabilitation or improvement of the game logic is in the cognition. Now, may be you have not heard, auditing locked at so logically but basically your auditor and your C/S are trying to make you able to play the game better. And it's going to lead toward those ideal scenes you want.

Ok. Now, training. Remember what I said, it's ok for others to attain their ideal scenes, in fact they are on your dynamics and they help you to attain yours. So, if you get training, now, I'm talking about training on a broad sense, of any training that allows you to help another actually in the game. Then, you can then help others to attain their ideal scenes. And it will be easier for you to attain yours. But. Where did all this aberration come from? In life, the game of life. See? Now, we know that auditing is a sort of a take a guy out of the game, put him into a safe space, auditing by somebody who has a viewpoint outside a game, so he could tell all his secrets. And the training is done in a little room where you studying, you get all this knowledge and data and what to do and all this, you could demonstrate it. Now, realize, that's a little like substation, a little station on the edge of life. Or a safe space in the game the die that. But to really make it effect you want to apply it in life. Okay? So, if you just take the auditing and just do the training - I mean for many years I was the trained auditor and I could help others but I was not. I was doing missions. And, man, that was tough. I did over hundred missions for the Sea Org. And that was application! It does not have to be a mission but it's putting into the life game what you have learned in the training and what you have cognited on as a better player in the auditing and applying that in life. And by putting it

into the game you get people to understand that there is a better way to play. They may not be on the Bridge yet, may be untrained, but they sort of realize: “Hey! There is a better way to play. This guy helped me survive!” They don't even know about the ideal scenes yet, but: He helped me survive! He gave me some useful data! He made me handle my 2D! He made me talk to people! He told me about scenarios and I avoided them! See? He told me what's behind those news stories about the UFOs!

You see, whatever it is if you can help people to survive better out there in life that's improving their game a bit. Because, remember, before you helped them they were wondering if they are going to survive much longer. So, by putting the application in you can bring up the tone level and the quality of the game. And this is a gradient process. You see, what I mean? It's something you do. I mean, it may be even in a small gradient of omitting to do an overt when possible. The example. A guy is all keyed-in at the cash register. *Translator: At the what?* Cash register. Cash register.

You noticed this and when he gave you the change he gave you ten franks too much. So, you put a good TR on the guy and say: Hey! You gave me ten franks too much. He goes: Wow! Thank you! Wow, wow! That helps him survive better! He may go home that night and say: Wow! That guy helped me to save my job. I would've have to pay ten franks out of my pocket. My friend, who told me there is no honest people left in a world, he's wrong! There is a guy who is honest! *[laughter]* So already you've knocked out one false datum. Saved the guy ten franks. Saved his job may be. And all you did was make where your change was proper. And omitted doing an overt that you could've done very easily. That is an application of the ethics dynamic. See? You understand? So they say you don't have to be doing missions every day. But that's the way you can start - just being honest! It's a very rare commodity in some countries.

Now, on the over hand let's take the next step. I've had both of these – just coming to this meeting – I've had both at that situations happened, that's the one it just told you about.

This is the other one. I paid for a thing, coffee or some food or something and the guy gave me back too little. See. About ten French franks short. I counted the stuff, I just stood there and looked at the guy. I picked up the money and I said, Hey! Pointed the cash registered figure and pointed to the money. I just stood there like that giving him a good TR0 you know. Sec Check TR0. *[laughter]* Watched the guy's gears go around and saying: This is a tourist I can't fool. *[laughter]* So he opened up the counter and said, Oh, oh, oh. Put another ten franks on it. Now. That was the other side of it, but, now, look at the EP that might have been on this guy. Somebody told him, All tourists are stupid. You can screw them out at least ten franks every time you do a deal. Now he knows that's not true. *[laughter]* So, that's one thing. And the other thing might have been... wonder where that guy learned to look at me like that, he looked like he knew everything about me. *[laughter]*

He might've gone to bed that night thinking of all his overts and stuff like this, deciding, may be I'll cut down a little bit, you know. *[laughter]* They might catch me. You see what I mean, so you can create effect out there. I mean that was just little example of applying ethics on normal exchanges every day.

So, it's a nice gradient on application. Okay? Well, we've covered what means logic in life. How you can approve it from just survival all the way to viability toward an ideal scene. In fact the ideal scenes on all dynamics. And the value of auditing, training and application and how can you do this. And I think that the next thing to do is think over what you've learned while we all take a break and have a coffee. Okay. [*applause*]

Part 2

(*Noisy in audience*) ... I hope you had a nice dinner. And I hope that you will learn something from this that you can apply in your life. *Translator: Just a moment. They don't understand...* (*talks to audience on German*)

So, welcome to part 2... he-he... Logic — of Logic in Life. And I hope that you enjoyed your dinner. And it has made you a little happiness. Because that is the first definition I want to go over in the second part here. Remember, we talked about what makes the person go through these various situations and approach his ideal scene.

And for making this journey possible towards the ideal scene there must be some reward or the game would not be any fun. And as we know very well people don't play the game very long when it isn't fun. If they don't have any wins. And if they don't get accepted by the other players. That was in the Dynamics lecture. And remember, there were also three parts that made a game. Involvement. Interest. Intelligence – use of Logic. And Improvement. So, obviously this game had these three qualities, isn't it? And the end of the improvement, what everyone's improving toward is these ideal scenes we were talking about.

And since they were self-determinedly made at the beginning of the game then it must've been the decision of the player or the potential player that this would be an interesting game, he would get a chance to use his logic or intelligent, he would be able to improve, and when he would get out of it he would get fun or have fun during the playing.

He would get wins. And he would get acceptances from the other players. Now, you might think that – as we said in the Dynamics lecture – that some people uh... will tell you: I'm not having any fun, not having any wins and now nobody likes me anymore and I want to quit the game. And that is true in some cases because there was a lot of interference, as we said. And we've looked at some of the consequences of that.

But if we are also on a project to rehabilitate the game we can measure the rate of rehabilitation by the amount of these things coming back into the game. Those of you who have been able to – well, you know, the win you have in the end of the session for instance to return some of the native logic of the game. You know that part of the EP called the cognition. It's a happiness thing, you know, VGIs, huh? It's fun.

What did LRH said about happiness? You'll find this in Volume Zero. Of the Policy Volumes. Toward the end, where he's talking about the theory of Policy. I will attempt to quote him without the book here. Hoping that nobody will hold me responsible for the copywriting material. [*laughter*] Happiness. [*CBR makes some funny comments about translation*] [*laughter*] 00.07.30 ... In English it's not the same as luck. You must explain that. Happiness is a state of feeling joy and good feeling about something. Uptone. Enthusiasm. Okay. Not just luck. Remember that in the last lecture we – we talked about people who thought everything that happened to him was because of luck. They could never find the why

of the good thing or the bad thing because it was either good luck or bad luck and that was the answer. Ok, so, happiness is the overcoming of not unknowable obstacles toward a known goal. Now, let's see how that fits in with logic in life in a game. To overcome something.

And remember, it states in LRH's definition, "Not unknowable obstacle". That means if you try you can get the data about that and you can evaluate it. It's not unknowable. And you can overcome it by finding the right why, doing the right handling. You know that after LRH developed the Data Series Technology he was very reluctant to change or to handle anything that he did not have the right why of. Because of the simple datum that he found out that the application of a wrong why does not just leave the scene unchanged, but it can worsen it. Now, if you going to improve in life and make your ideal scenes, you don't want the stats to go down. Better to leave it unsolved and unhandled than to use the wrong why on it. But all the time trying to get more data to find the right why.

Some people think that may be Free Zone moves too slowly compared with either other groups or the former Church. That perhaps we should be running around and putting an arbitrary ethics all over the place. Doing a lot more projects but unevaluated ones. Doing things that we don't have a resources for. And in generally making fools of ourselves. With the end result of disappearing from the scene. Because if you operating on a wrong wise that is what you'll do.

So, back to the definition – overcoming of not unknowable obstacles toward a known goal. Now, what is this known goal, well, you can have a short term, medium term, a long term goal, or you can have the ideal scene. In the very important policies of the evaluation tech it is usually worked from an existing scene either a good or bad, or plus or minus scene, depending on the circumstances. The idea being that if something is going very well you want to find out why to reinforce that. If it's going bad you want to find the Why to remedy it and bring it back up.

Again, remember the axiom, «Good and bad, beauty and ugliness are alike considerations.

And I might add, «In the context of the game you agreed to.» See, in this game good things are the things that move toward the ideal scene that you have set at the beginning on a personal and on the dynamic basis. And bad things are those things which are obstacles or hindrance or keeping you from getting to that ideal scene. So therefore we have look at the existing scene, the one right now on PT. You may separate it into dynamics. And get the data, find out whether it's improving or not improving. Find the reasons. Reinforce the good thing, reason for the good things. And removes or handles the ones that are making go down. Nothing could be simpler. Except the very few people can really do evaluations of a broad nature. Many people can do them on a small scale. Especially in the area of the expertise. Why? Because they are able to evaluate yet an evaluated data, because the is the value of the experts. Have you ever seen or experienced, you know, the wife said, «I cannot understand why this wash machine does not work.»

And a man comes along and says, «Ah, it's something very simple, we did not put this switch on the back, see?» Pht. [*laughter*] Wow, see, he has some area of expertise, he's fooled around with his father or other man fooling around wash machine, other electronics. He

knows there's a special switch on a back, safety switch which you have a fuses on, you turn it on and then the thing works. He knows this data. He observes. Sees the outpost that the switch is not on and turns it on. The wife thinks this is miraculous. [laughter] See? We also have – just to make it balanced to you, because we have it. [laughter] The thetans with prefer female bodies at this time and male bodies at this time, we now make an example on the other side. [laughter] The family is having guests for dinner. The woman is still out shopping. So the husband comes in and saw she's not here. «I will prepare the table and the arrangements and the preparations for the guests.» He has omitted data about where the nice table cloths are. The woman has **carefully** preserved them from moss and from decay by putting the way up high on the shelf. [laughter] So he frantically searches around and finds, «Ah! I use the satin bed sheets for the table cloth.» [laughter] This is red. And he finds a blue candles in the draw and put them in the holders. And he tries to get the dished he can from everywhere and put them down with a folks and knives. Does not know that the wife has also hidden the good dishes for guests up in a – where the children couldn't break them. Wife comes in. She looks at it. [laughter] She says, «What are you going to have here, mystical meeting or something?» Ah-khh! No satin bed sheets, he's removed candles, different kinds of plated on en every... peanut butter glasses, you know. [laughter] So, immediately she changes the whole scene, you know, «Get that out of here, get that out of here», gets the real stuff here, puts it up.

The husband is amazed. You know, it's a nice white Belgium lace table cloth with a thin blue ribbon in it. Matching napkins. Goes just with a blue candles. Then comes out the nice delftware plates and everything for the guests, you know. Uhhm! And a special thin glasses. [laughter] All the sudden the room is totally upstat. Much more than ideal scene. See, the husband look like a cluts. *Translator: Like what? Cluts. Translator: Cluts? Clutz. Idiot.* [laughter] So, he goes: «Huh, fantastish.» See, same thing with the wash machine the other way around. There is are expertise. Everything balanced on it? *From audience: No.* [laughter] Everybody happy, you can be an expert on it or cluts, you know. [laughter] Okay, but that's an example, you see, of knowing the area not unknowable data. Overcoming the obstacle and making toward a known goal. It whether to wash the clothes or to have a good dinner. So, there's an example – Logic in Life. But what we are actually talking about is existing scenes, ideal scenes, getting data, doing little evaluation, getting the why, handling. Most people even in the Church, even who have studied the Policy think that the Data Series and this Technology only applies to the organizations. Wowh! [laughter] LRH took it right out of their game track that is the logic of life.

That's it. As I explained that in the Dynamic lecture, all the Red Volumes and the Green Volumes are the result of evaluations made about cases and organizations. At the time they were made on the data. They are the End Result. Sometimes giving the why and the handling, sometimes just giving the handling, but they are there as a result of already made evaluations by LRH before he wrote the Tech Bulletin or the Policy Letter. Many people do not know that. They think he just invented them. They think he just he wrote them after, you know, «Aah, I think it's a good idea», you know. Now, this case who are the clutses. *Translator: Who are who? Who are the clutses, idiot.* [laughter] The people who say, «Well, sometimes tech is okay, but policy – I don't ever use them. And other people say, «Nee, the tech, nee, is just LRH's idea, I not use, I would going to Avatar, I going to Dyanesis to somebody else who did not believe that LRH was always right.

LRH was more right than anybody else because he evaluated! He used logic of life. He would take a process off and cancel the bulletin if it did not work on a 100% people. He would change or cancel the Policy if it was crashing the stats. What was he doing? Obviously the cycle toward an ideal scene.

Now, you've heard that a little knowledge is a dangerous thing, there is a stable datum from society, right, heh. Or sometimes you only know half the truth and you go in and you make mistake. These statements out of game experience and said by others are actually very close to mark. For instance, you can take one policy and push it in to the exclusion of all others. And crash the stats.

I've done missions in orgs who did that. I find one guy in there who was an Ethics Officer. This was in Gutenberg in 70s. Who had totally fixated on the PTS Policy. And what he had done? Because the Tech Division did not have enough auditors and the public could not have as many sessions as they wanted, or they had to wait – wait until the other pc was finished. He would go around the Org and see the guy's sitting in the chair in the waiting room. And he would see that the Communicators were not seeing. And he would say to them: Come into my office for an interview. He would say: You don't seem to have such a good indicators. What's going on? - Waiting two hours for my session, and I was right in the middle of the very important – important part of the program. This guy would say: Aha, and were you – before the program started – were you happy? [*laughter*] - Oh yeah, I just finished Grade 2. See: - Aha, then you're rolling coastering! Here. You are PTS. Go home. When you find the SP – come back. [*laughter*] He did that all day and then auditors would come out and say: Where's the other pcs? - They are on Ethics lines! Can't go into Tech until the Ethics is in! That is the Policy. The auditor says: Ahh... Well, okay, well, anyway, there's no more pcs today.

After this went on for two weeks they would notice that the stats were very bad in Gutenberg. I went up there on a mission. To find out Why. We could get no sense out of their reports. All they said was, «Well, we don't have a pcs to make the hours and the completions». And from the technical area that's all they could say. And reports from the Ethics Officer was: I'm doing very well, you know, I'm having a lot of cases and trying to get them back into the org. And so, I thought he was doing well.

And the promotion guys were sinning out promotion to these people who were sitting at home trying to find an SP. So all stats looked good except for Div. IV, for the Technical stats. And they had tried to handle it by getting some of other staff to pay for auditing so they could count them as public. So it sent them out to take the loans from the Bank. Guaranteed loans, by the way, against certain reach public in the field, who were declared PTS. And then the Ethics Officer had called the staff members and said: You can't take the loans from this guy because he's PTS, he may be connected to SPs, and that reflected on the Church.

And therefore he also stopped that and stats went further.

Now, we knew non of this when I went there. And I just checked, I started up my investigation with the technical people looking at their pc scheduling board who were supposed to come for sessions.

And showing me the folders because I wanted to look and see if was out-tech in there or people was blown or whatever. And I kept coming across these two ethics notice in the folder. So I went around to the ethics officer. By the way, he been trained, you see, Ethics Officer been trained, you see. He been enforcing these policies And I had only looked through may be dozen folders by the time I went to him. I saw there was outpoints – too many people was going to Ethics. And I asked him about each one of them. And he pulled out the file and showed me: you know, this guy is Roller Coaster, this guy this, this guy this. For the first three it sounded reasonable.

Then he started getting into, «And this guy was PTS, because he was connected – he did not agree with this other guy, who was PTS and therefore he was a friend of his so he left too.» And then I asked, «How you handling all this?» He showed me his policy and I said, «Yes, but that's not the handling! That's only the first step of handling the PTS.»

He did not know all the Policies about fixing this – he only knew couple of them.

And I suddenly had the cognition. And I asked the guy the right question, «Since you've been back from your training how many people have you declared PTS? And show me their files.» «Well, on that», he says, «I'm not quite sure, but I have all their files here in this cabin.» There was like a closet, you know, you open the door like this. He opened the door and there were at least 60 to 70 files in this phrrrrr pile. And I said, 'cause I already knew from the Tech Division: How many people you had on lines before, is it 60 to 70? *[laughter]* And I also knew the very stable datum that at any given time in a normal grouping of people there's no more than 20% of PTS. And I said: I got it. I got it. I know what happened in this org. The concentration on one policy to the exclusion of all others. And this guy was the Who. *[laughter]* In the Org, and there might've been another one at the personnel training.

So the handling was very simple – once I knew the right Why it was very simple.

I just got all of HCO together, we took all the ethic things out of the guy's files, it was start over on this again, gave all the names back to Division Two and had them call all back in for auditing. *[laughs]* *Translator: Change the tape. [Sound of changing tape]* A got all the auditors back and they arranged receivment and next day the org was full again. And there was another Policy that the Tech Guy's did not know and they had violated, so it was also an omitted policy. Not only one pushed too hard but an omitted

That one is simply that the correct rundown to Ethics from Tech is through Qual. Of course this Org was too small to have a Qual Sec. It was held from above by somebody who was not even tech trained. And so, they had blown all the Org apart for six weeks. For six weeks. And they have therefore failed to get 60 or 70 people move toward their Ideal Scene. As it turned out there were no PTSes there. Except the Ethics Officer. It was a question between whether he was an SP or an PTS. I mean he was seeing indicators of Rolling Coastering in just the guy sort of getting a little bit sick of been waiting for the session. You see, what I mean? You see want I mean? He was trying to be a no more than he knew, he was trying to operate on one Policy.

Any auditor will tell you that before the process is run the guy does not have as good indicators usually as when he finished the process. Especially within the middle of it. Of course, yes, you have to fly rudiments and get VGIs or in-the-session – you have to get him

in-session before you run it. But remember, he's on the Bridge and he knows – the next area is coming and «Aha, wonder if I can handle that and what is it and so...», so he's not gonna be as logical as he is when he's finished process and he gets his cognition.

So the Ethics Officer was mistaking technical indicators for PTSness which is the Roller Coasted in life on the Dynamics! And it's caused by invalidation of a person's gains! By someone with suppressive intention. Now, yes, it is true, that an auditor who brakes the Auditors Code and makes the guy to wait for the session is in fact doing a little bit invalidation on the pc. You see? That does not make the auditor SP. But it certainly does put the situation in org where invalidation can happen just by failure to predict and failure to be able to handle the start of the session with the guy.

The interesting thing is I found the Why for that too. And that was simply he did not have a properly hatted Tech Service's guy to schedule the pcs and putting the right priorities and call in the extra auditors they needed from field to handle the ?log?. So when I finished handling of all those things – Qual, scheduling of the pcs, calling in of extra auditors and the Ethics Officer self then the statistics were up to and above again, above what they were before. Now, that is what evaluation of an Organization can do when you know Policy and how important they are and how they relate. What's wrong with that? But you find these clutses, idioten going around and saying «I don't like you know what!» See? They are throwing part of a logic in life away. And what's so interesting – it's already evaluated for them. The only thing is not to overwhelm with Policy and throw it all at somebody at once that can't handle it. And not to concentrate on just one in the exclusion of all others. They all have relative importance. Across the Organisation. Now, when you understand that one can appreciate in use Policy to run any kind of Organisation. Any king of group. But remember, the Data Series just because happened to be written in green on white is the actual Logic of Life. It's far senior than just the Policy. Yes, it does use a lot of examples from Orgs because that's where LRH first applied it. But the logic that is in it is taken directly from life – all the dynamics, all game. It's right there. Do you understand why the Church did what it did, went as it went. Why other organisations come and go, why governments rise and falls, or getting economic troubles and they have a boom and then the depression and then worse and worse and **thee**. It's simply because they can not evaluate, and second of all, since the Technology is here they can't recognise the Technology.

Now, that is an example of a very important technology coming into the game, and a game being so interfered with and so crazy that very few people recognise that there is the technology of life.

Even people who had exposed to it, who studied it, who spent years working with it – they still did not recognise what it was! You can get away with a few mistakes in life. But if you make some big ones it goes very bad. And as I said before you find the Why of a bad situation you can correct, you find a why of good situation you can reinforce. And you know not to operate on it on a wrong why but to get more data to get the right why. Now, that's a little technology here.

But suppose a guy does not even recognise that as technology, does not use any of it! What's gonna happen to this person in a game? Ask somebody, «Yeah, it's all luck, I guess, ha-ha! Boom god's willing. Or Allah will decide. Or, I hope the government will do the right

thing.» You see. That's how it goes. So, that's how far the game is gone past using the logic in life.

Realise, it's still there a little bit. People do get their wash machines fixed, and the dinner parties do come off pretty good. But the more important things like your future – where should it be, what economic plans should you follow, how should you handle some of the planetary scenarios that are going on. Very few people have the expertise to evaluate that. And the ones that usually do that expertise or already right inside, so they know what's going to happen, hum. And so they always seem to come out alright. Because other people cannot recognise that it's a plan. They think it's just, «You never know what's going to happen, today was alright, but tomorrow the oil crisis went up and the Middle East War ah, wow!» [laughter] And they think it's all accidental.

No. Absolute nicht. Not. You know what it takes to plan a war? You know what it takes to plan a crisis, and oil crisis of any country? Do you really? Do you understand really what is the oil crisis is? You understand it really from the basis of an evaluation? Well, in case you don't. Do you remember the oil crisis we had in 1974? You must remember, I mean the oil price went up four times in Europe and twice in America. The Commodore, LRH was concerned about that. The newspapers were saying all over, «It's because of these Arabs over here and they are forcing it up and they are not letting us take anymore oil until the price will go up it's all the fault of these guys over there. And the government were going, «Oh, we must cut down speed limits, it must be 55 in America and everybody don't use your cars, don't buy so much gas, take it easy.»

Did you ever see the other explanation for that? That was what was – what was written in the newspapers at the time, in all of the newspapers. Now. LRH knowing the Data Series and knowing that these things don't happen by accident sent the mission to go to England where at that time all the report about the oil crisis were been released from. To find out what the real reason was and also to get us a per– an oil contract for the coming year to fuel – to put fuel on the ship – guaranteed contract.

Now, interesting, the first mission that went up there to do that could not get an oil contract, no ship was getting them, no company was getting, even largest shipping companies – nobody was getting the oil contract.

And they could not find the real reason, they just accepted what people was saying at the oil companies, «Ah, it's too unstable, we can't make any contracts now.

And after three days they came back with failed mission. By that time to conserve fuel LRH had all of the people on the ship working with candles. The ship was – I think it was docked at Madera out of Portuguese island off in the Atlantic at that time. If we did not conserve the fuel we could not get anywhere from there, we would just run down of the fuel there would be no more. So, he right away, «Okay, that mission failed, we send the review mission.» From Qual. And I was chosen as a missionary. I had with me a second missionary who was an English person.

And it's – its' taught doing review mission because already the first guys had failed, right. And so it's already since they've send the trained missionary at the first place and he did not make it – it looks like it's tougher than a regular mission.

Now, at that time I was a captain of the ship, so LRH was sending me because they would be no need for the captain if we would not have any fuel. The very smart move because to preserve my post I had to get fuel to the ship, you see.

Ok, so, we went up to England and we went to same person in the – that the other missionary going to to find out about the oil contract first, just to verify that.

And this was in the Shell building – Shell International headquarters building right across the Thames from the Tower of London and the – and Westminster. Interestingly enough as we were up into the lobby – big building big lobby, you know. There were sea captains and merchant captain sitting with a four stripes in the arm. I had my four stripes on the arm too. Well, these guys were sitting there in low tone, grief, crying – actually some of them were crying.

And I talked to couple of them. And some of them were talking already, I just listened. All of them had the same problem – they could not sale because they had no fuel. Other said the worse problem they had refrigerating cargo, and the generator they kept refrigeration going were running out of fuel. Some of those cargos were worth several million pounds each, which they could loose for the company. You imagine that, I mean 50 thousand tons of raw meat – who wants it? That's why they were crying. And all of them said, you can't get a fuel contract, they don't guarantee no fuel until this crisis is over.

And you could start to see why the other mission failed. Here were experienced captains that being all their life sitting in a raw crying like their best relative had just died in operating room. Believe me, captains feel quite strongly about their ships. And the ship without fuel and the engine is not going, the generator is not going is not alive. So they were all in grief from death of their ships. And may be their jobs too. I went to the agent for a contract. *Translator: To what?* For the contract. Fuel contract. And he said, «Absolutely nobody gets a contracts. No Guarantees of any fuel.» I said, «Okay. We will handle that.» So, I said, «Alright, now it's time to find out who is running this crisis.» This is a simple application of the Danger condition. Knowing an Orgboard, and this guy was a junior, the Contract Man was a junior. You go up the Org Board to the Senior. In this case to the top where was the guy in charge of the oil crisis. At that time I did not know how far we had to go, but – by all newspaper reports we would have to go to Arabia. Saudi Arabia and all those places. **01.14.50 Arab Code all the Oil Cartels**. In actual fact that was a wrong why. In actual fact we did not have to move out of that building, it turned out. And this is how it was done. I sent my second missionary to the Company's house, they all registered there – all of the people in business in England are registered in the Company's House. And I said, «Get every major Oil Company pulled out, find out who was on the Board of the Directors, find out who had at a Connecting Board, find out who had a people at the top of this owned oil companies and who these people are. I want to know who they are. The data he brought back – he worked for two days on this. But I did it's more intelligence work around the oil company itself.

In other words I wondered around the hallways sort of wandered around and talked to people about the crisis and *what do you know about it, what have you heard* and all that. And I looked at the newspapers to see who is saying *what* from the oil company's side. And by the end of two days we had quite a list of names and statements – data. Okay? From the

Company's house we had the fool evidence of the fame referred to as *The Seven Sisters*. Which means the cartel on the monopoly oil company which is really shows it's face in seven different oil companies. Shell, Exxon, Texaco, Mobil all those guys. Now, we had about a dozen names that controlled the whole thing. Some of those names were American. You ever heard of The Rockefellers? [laughter] There were. Price Bernard the Netherlands. And a couple guys in England. Very interesting. I found out the man who made *all* of the statements to the press that was reporting all over around the world as truth. Who was the Public Relations official of the Shell oil company was the top guy on the Board of Directors and he was the Public Relations official. By walking around the halls of the building I happened to run across a security guard standing in front of the room. Since I was wandering around the building and nobody had stopped me, remember, there were many captains always going up and down and asking for a oil.

So I had already a story, I'm just lost, I'm looking for my agent, you know, *he-he*.

So, anyway, I walked up to the security guard, because I wanted to know what he was guarding in the room. And it said on the outside, that it's *Conference Room*. So I walked up and had watch at the time and I looked at it and say, «is the Conference started yet?» Simple question. The guy looks at his watch and says, «No, not yet, they have not gut the telex yet.» I said, «Ah! Ah! Of course, you mean the telex from uh-uh-uh-uh» [clicking fingers] [laughter] He said, «Yeah, yeah, New York.» I said, «Oh, yeah, I understand, I understand, that's Rockefeller and his boys», he said, «Yeah, yeah, it's from *Chase Manhattan Bank*.» See? I knew the data. Here's guy on the top Rockefeller is one of the names, now the guy had confirmed that Chase Manhattan Bank sends the telex. Daily. And I just waited at the end of the corridor, and watched who were in the room. Only three guys. The president of the Shell International. Because, you know, I had all of the names of the Board of Directors. And the other guy and one of the vice presidents. And the third guy was the one who was giving all the statements to the press. He has picture in the paper and I recognised him. Now, if you know Excalibur, I had a plug, you see, here went up to this guy, then it went over here to the telex, then it went over here to the Rockefeller's bank and then it went to Rockefeller. So, the oil crisis was being run from New York. NOT Saudi Arabia.

Now I could analyze, evaluate where is the weak link in this chain. The guy who would be harmed the most. Would be the guy who was releasing false datums to the press. And he was right there at the building! He was the Public Relations man for Shell International. You might – you might wonder why Shell releasing all the data? Or actually they li- lifted off *The Seven Sisters* if somebody had recognised. They even announced in papers, «*We're all coordinating on this and allow this man to be our representative for all data.*» [laughs] So I formulated the plan of handling the next – for the next day. And when I told my second missionary he stared shaking. I mean, he never thought we would be handling actual the scenario top guys, you see. And I said, don't worry, don't say nothing unless I tell you, just sit there, you know, 'cause I had experience with an earlier missions when a guy got scared, you know, he was liable to not do what he was supposed to do.

And then I made a joke I said, «*I just want you to be as witness in case they kill me.*» [laughter] Had to make it look more official, you know, I had my yeomen there, my aid, you know.

Okay, so next morning, *before* the time of the telex, before the next announcement, we walked right up to the office of this man who was PR relations for Shell Oil *and* all the Seven Sisters and it turned out. Walked right into his secretary's office. I said, «I want to see Mr. So-and-so» The secretary said, «Well, who are you? Do you have an appointment?» «Captain Robertson, OTC, this is about the oil crisis. He will see me.» And she said, «Well, I don't know, he's got to go to conference», I said, «I know all about the conference, just tell him I want to see him.»

By this time – the door was a little bit open to the guy's office, he heard some of this, I was talking very loud. [*laughter*]

And when he heard that about I knew all about the conference voice comes from the other office, says, «Sure, come in!» *Shhhhhh!* “Okay, they go in.” So we went in there, I sat down right in front of his desk and the second missionary was sit over there. And I plucked an oil contract on the table, old one. I just looked at the guy with the TRs, you know, and I said, «I want a new one of these.» [*laughter*] And, of course, he said right away, «Oh, that's impossible, you've probably seen your agent, that impossible, impossible, we don't give them out right now until the oil crisis is finished.»

So he gave me PR smile and said, «So, if you please, you know, *uhh...*» I said, «Wait a minute, you don't understand.» [*laughter*]

I said, «I know, you got to go to the conference. You got to get the telex from Chase Manhattan, you got to get the Rockefeller's instructions of what to tell to press next, we know that all our oil crisis is being managed from New York *not* Saudi Arabia.

And my company trains business managers on the ship. We have 170 business managers on board right now from all a major companies in America and England. I've already sent a telex containing all of this data to release – to be released by my first officer to all these businessman at four o'clock this afternoon if we don't get our oil contract. Can you imagine what will happen to the press contacts in America and England when this data is released by several important businessman.» The guy, for the first time he looked, «*Ah... Ah... Ah...*» Like that. Started to reach under his desk to press a button. And as he said, he said one thing, he said, «What do you want?» Ah, he was shaking a little bit. My second was looking like *uhhh!* [*CBR shows, laughter*] I said, «All I want, believe it or not, I understand what are you doing, I understand why are you doing, I understand what you are and who you are, I just want the oil contract, so we can continue our thing, you understand? If you do that we tear up the telex, nothing more said.

The guy stopped his finger and he said, «*Really?*» I said, «Come on, come on, you know, you don't want your scenario blown, we don't want our scenario blown, so give us the oil contract!» [*laughter*] He thinks about a second, put his hand back on the desk, he said, «*Who is your agent?*» I gave him a name what lower floor and number he was in. He picked up the phone and called the guy. He said, «Give the gentlemen from OTC his oil contract.» I could hear the guy, «*What?!*» [*laughter*] On the telephone could hear «*What?!*» Because here an order, «Nobody gets a it, we got to make it a real crisis.»

Even if all the world ships to it stands still and every meat running in the wholes they don't give any shit, these are implanter types here...

They betray everybody. So, they understand betrayal. So I threat to betray them.

Anyway, he said, «Go down now, it will be handled. You promise you will tear up the telex.» *Translator: Change the tape.* I said, «Don't worry, we don't mind if you do a few billy, just say you don't interfere with our operation.»

And for a first time he get the smile and said, «Yeah, okay, yeah, right. Good, well, glad to see you, captain, thank you very much.» And I could also pick up the question he was saying in his mind. Which we always used to get in the Sea Org missions when we get some big ones like this. «Who the hell are these guys? We weren't briefed on these guys, who are they?»

So we went down to the agent. His eyes were about this big. He said, «I've been ordered to give you oil contract – here it is.»

He says, «I cannot understand, as you not a big company, but you are only people in the World who have an oil contract from the – from us», meaning all the Seven Sisters.

And now down this level I just told the guy, «Well, we have a few friends, you know, in high places». [*laughter*] He said, «Oh, really, really?», called his secretary and bring us some coffee and... [*laughter*] And the second did not want to drink, he thought it was poisoned, you know. [*laughter*] Because, you see, all the time the second knew, I've never send the telex. [*laughter*] That was a bluff. They could've killed us and nobody would been wiser. I mean, I did not want to send a half done mission report back, you know, some mystery telex back to the ship, what the hell is this. He would probably throw it away.

You know, and the 170 business executives will really have CCIs and some of them had little, you know, they've sold beech bags or something like that back in the... PCs. They would know scenario if one hit them in a face. They had no influence in government. May be one or two did, they knew a senator or something, but... They would've been afraid to do it like that. So it was all a bluff. **But based on a very accurate evaluation.** And it worked.

We got our oil contract. Made sure we weren't followed. And we went back ship. And when LRH saw the debrief three things happened. immediately. Turned back on the generators. Commanded the missioners. And signed his Power Mission. Now, you see, what I'm talking about scenarios in the world? And see how damn people about them, how clutz, idiot they are about them. Do you see that there was two hundred million Americans driving at 55 miles an hour. [*laughter*] *Translator: 250 millions?* Well, half of it would've been drivers 100 million. [*laughter*] Totally the effect – totally the effect of the scenario. The governments all accepted the price rises. Even the European government. They still have them, now they get more from the new Middle East crisis. And it's nearly twenty years later they're STILL the effect of it.

But you see how one mission with the knowledge of the Data Series – you could change the whole situation. I mean, all I had to do in my mission was to get the oil contract. But it would've been just as easy to get ten or twenty million dollars from this guys to keep my mouth shut.

Just as easy! That's an application. An application in life. On the dynamics, concerning a scenario that had the press, the governments, the citizens all fooled. Yeah. I

mean their people were protesting it, of course, but they weren't evaluating it! Quite a difference. Since they did not evaluate it, they could not handle it. You see? Or we could've asked for free oil for the next twenty years and they would've given it to us. That was not in my mission orders so I did not do it. [laughter] They were very lucky.

Without evaluation or without the Data Series and knowing what the handling would be for that mission I could've gone into a sort of **??rub arouse?? 1.05.10** handling and contact reporters and get them investigate this.

But that would've been outside the scope of the mission, we did not need that to handle what I was supposed to do. And that would – would have required another eval. On *who controls the press*. And if you do one of those you will find out that they are controlled too.

Remember, they all accepted this one man's statements about the oil crisis and no one printed anything different. That in itself is the beginning of another eval, what's the matter with these, quote, 'investigative reporters' the supposed to have? They are tamed ship.

They can be heard along the road like the farmers do hear in Switzerland. Wah, wah, wah-wah-wah. I'm sorry if this upsets your view of the world. I'm sorry if this make you realize that you've been taken a lot of money out of your wallet for twenty years, that if somebody had wanted to handle it they could've.

I know two way right now that you can buy refined oil or gasoline or kerosene for you jet plane at about one quarter of the price you paying for right now. I found that out as extra data on a mission. I don't know if it's still holds true, that's for sure. It did all true for at least ten years. You could buy it directly from the Russians or from the Libyans. They were selling it cut rate during the oil crisis. Because they weren't in the scenario. [laughs] So we could've done a mission to Libya or to Russia and bought oil contract with them. But I did not think that was as good as solution because it might make bad press for us, you know, being associated at **that** time with a Russians or Libyans or so.

So, you see, things are not as they seem. There's ALWAYS these scenarios going on. And the very few companies of our people or **NASO ???01:09:10** or off-planet guys getting their fun and their wins at your expense. And that is what I'm here to teach you about. Logic in life. Not just to fix the wash machine, not just to set the table, but to really handle some things here! How to evaluate. Or at least how you can learn how to evaluate.

I mean, I'm not giving you a Data Series Course here. I'm telling you it is available. I'm saying you can use that technology. I'm saying it exists, no matter how many times you've heard from earlier scientologists, they say, «Oh, green on white – we don't ever use that.»

Those are false datums. Which prevent you from making your ideal scenes. So, now do you have the idea? Do you realize that you may be sitting in your having – in your game logic that may never come up in session because they are totally accepted and you don't believe you can do anything about them, you believe it is true! And it is affecting your ability to play the game of life.

So the first thing I will now give you some things you can use to help with your logic in life. And one of the things is what I've been using like 'false datum', 'omitted datum' those are called outpoints. That's easy to understand, something – data is hidden, it's not there, see, you have to find. I can tell you right now that that is one of the most difficult things to spot or to realize that something is omitted. It is not there. You cannot finish an evaluation if there is omitted data to be found.

I have seen LRH put aside an eval for six months because he knew number one that putting the wrong why would worsen the situation. And that there was more data but he could not find it at that time, so he would wait keep – keep putting the lines in and the communication to trying find that omitted data.

And he finally found it after six months, completed the eval, found the why, put in doing handling and it worked toward the ideal scene.

You see, one thing that people don't know about LRH is that he followed the Policy and the Tech. And people did not know that it's because they did not know the Policy and the Tech and they thought he was acting arbitrarily.

Interestingly enough that eval that he put aside for six months was an investigation of why – of why no Policy Volumes green on white were being sold by the org bookstores. The only sales he could find were to some staff members, but no public were buying it. And he couldn't get why that was. After six months the data arrived, finally. After he had asked a lot of questions to a lot of areas and so on. Finally the omitted data arrived. It was the Guardians Office who had prevented the bookstores from selling them to the public. You see, nobody wanted to say that, they did not want to get to trouble with the GO. *Translator: Change of tape.* Or they had done it for the perfectly logical reason, in a small, condensed logic, actually. They felt that if they sold these books to the public then the other side could easily get a hold of them and use them in court against the Church. So, all this knowledge was made not available to the public to help their play in life, to help their games.

Because they were afraid of may be having a court case where one of these were said: A-ha-ha, we see, that's your policy letter. They even did not have a case like that. Now, look at the greatest good for the greatest number of dynamics. They were stopping several thousand scientologists from may be understanding something about how to live better or to handle business better because of a fear of may be having a court case.

Well, let me tell you, there are already been enough guys that left the orgs or blew from the orgs that took the Policy Letters with them. If they wanted to they could use them in a court case. By 1973 the entire materials of the Church had been taken by the Federal Bureau of Investigation. Yeah, through infiltration and so on. And direct theft and everything. Including all the OT levels. By 1977 they upgraded the complex in Los Angeles and they have ALL of the intelligence files and everything. So, they did not need to go to the bookstore and buy something, they already had it.

The only people that was hurting was the public. The public of the Church, yeah. Publicum from Scientology, yeah.

Yeah, we all know that, if you read the Sector 9 book you see how Church got taken over. But I bet you don't really understand why LRH did not order a resistance to that

infiltration. That's because you probably have never understood LRH's whole track evaluations. You see, the Sea Org was really unearthly copy of a thing called the Galactic Patrol. Now, in *Space Combat* LRH often stated that a good commander never lost anyone in a battle. Or if they did so, it was because of an accident, the guy bumped his head or fell down and hurt himself or something. You've all seen Star Wars movies and all that, you know, those big zzzt – the ship explode, you know, it's all gone.

I mean, a good commander gets in there and he does this zzzt before the other guy does. And a good commander is one who comes out of the battle to report that the battle is over, the over guys never come back.

So he applied that philosophy on the Sea Org. That strategy of battle. He could have said: All those people were put in to destroy us. Kill the bastards! That would be a typical Earth response. But he knew who sent them in, and he knew that you touch one of those buggers and they send a hundred others. Because they were the government and they weren't got to be fooled around with by some little cult. So, if they were gonna take it over if there was any resistance to that they would call in police, FBI, the CIA, the National Guard, the Army, everything they needed. And there would be a lot of death, not just of a few, but many. And the whole thing would provide an incident and which the reputation of the Technology and everything would be worsen far worse than the press stories.

The attention spent on death, the grief, the secondaries, yeah, Dianetic term, the secondary, the sadness because of the loss, as you and LRH well know from auditing, is still there on the case for years later. Press stories normally only catch the attention for a few weeks.

I mean, I brought up just now the scenario that was going in 1974 and probably you think, you remember it: Oh, yeah, the oil crisis went up in that year and I did – I had to drive slower, oh yeah, I remember.

But I already said it has not come up on many cases as a secondary or anything. Except may be my second missioner. *[laughter]*

Okay, so, in true space commander style he saw that the way to avoid the major incident with the accompany of secondaries was to try to preserve the importance of what he was doing. NOT, NOT the surrounding, MEST, facilities and money. The Tech, the Policy, the Data Series is forever. It's for the whole game. It's for everybody. The building, the money and all that stuff is transient, very short lived. So, the question that he answered was how to preserve the valuable important Technology. And now you could probably understand how he did that. Who's preserving it now? Yeah, okay, well, that was one of my last missions for the Church. It was called The Planetary Org Board mission. LRH's last instruction to me was, when I asked him about that, because I knew, all these infiltrations things were happening, I said: When do we start The Planetary Org Board Mission? See? Because we had – since we already knew there were scenarios that were trying to control the whole world. We had to put in the organization that would bypass ALL and coordinated on a worldwide basis for everybody, so the Tech would be available, Policy would be available, all of this mission Tech, everything, available for everybody. Not controlled by certain groups. Not just concentrating on one or two Policies or Tech Bulletin. You know, what I mean, you probably

all heard a rumours, you know, David Mayo, this guy, he wants to do just Grades all the time Grades, another guy wants to run Dianetics after Clear all the time, you know, whatever. Concentrate, concentrate on just one thing, other person runs just GPM, just GPM, that's all you need. Another person: goals, goals, all you need is goals. Yeah. And others in the green on white, there are few out there, going: We just concentrating on some of this Management Technology and make some money with that. You see, and some guy says: Oh, we just doing the comm course and make some money with that. There's hardly any place you can find all of it. Huh. So. That is why I can say to you – you are at or in free zone society, free from these control mechanisms of the scenarios and these different groups and everything like that. Free to utilize, when trained on, of course, but the Technology, the Policy, the anything.

My only advise to you is to make sure you know enough to evaluate what you gonna do with it. Because you might run into the scenario like the person in Sweden did that I told you about. Did some Excalibur, realized what was going on, tried to hat some people in Sweden on E-Meters and telepathy, got frown in insane asylum. No evaluation, you see. Did not know any Policy, just tried to go up against the whole scenario in the medical profession, psychiatric profession and the government of Sweden.

And we now have our C/S in Sweden has worked the whole thing to get her out and not only that, but free of having to go back and report, report in. And that itself took a lot of evaluation, because he could do it a lot of evaluation, a lot of handlings, a lot of legal, a lot of communication with the Swedish authorities and getting the definitions of what sane and what is insane, what they would accept and what they wouldn't accept and so on, just to get her fee of that. The entire cycle has lasted about a year and a half.

You see, what I'm talking about a wrong why, girl acted on wrong why had frown into that house so it took a year and a half to handle it properly and get her out.

Just to get her back to where she was before. During that time she could've may be finished the Bridge to OT 16 AND done Data Series Course. And he could've worked out all evaluation on how really to handle these guys. Do you understand? Logic in Life. You don't use it right to be fighting all these scenarios. If you use it right, you'll be going up tone and handling them. Alright? Now, sometimes they come in unexpectedly. But, that in itself is a reach, is a data. You can start gathering more data, doing evaluation, do a handling. And those guys always saying: Who are those guys? They never briefed us on them. They never heard about us in Marcab, they never heard about in the grey, in 4600???, or in Andromeda. Who are these guys? You see, I meant the article I showed you. 1992 Invasion. Advanced troops are already here. Well, already the handlers, the guys who gonna handle that invasion are already here too. [laughs] That's the one thing you won't see in the papers. Because the papers are run by the scenario groups. And the less you have to do them the better. You see? Very simple. Very simple. We don't invite any trouble. We just do the correct Technology and do the right things to get everybody that's in the Free Zone more able than anybody else on the planet. In those three areas of auditing, applic... - auditing, training and application.

That is couple more outpoints, you find them all in the Data Series things, but that is the omitted datum.

And I told you couple of false datums that the oil crisis started in Saudi Arabia, no, not true, started in New York.

There is also good one, very good one, called altered importance. All of my lectures I try to give you the important datums for the game. If you have trouble getting those then look for some other datums that you may be thinking are more important. And trace them back to where you got them. May be in school, may be in religion, maybe from the press, whatever. But remember, altered importance can stop you from acting.

There is also a thing called altered sequence, putting things out of sequence to confuse you.

You know, they say, the oil crisis started by the Arabians over there. The oil companies got together afterwards to handle it. Altered sequence. The real thing was the oil companies were already together and planned it. Then they made it appear that the oil crisis started over there. See? Okay. Another one – dropped out time. That means you say something happened here on the track when in actual fact it happened either back there or up here somewhere. You dropped out all that time in between.

You see, oh, that one's used quite a bit in scenarios and in life. You know, you see that, any these examples of court cases and trials and things like that. You know, the guy telling his alibi, where was he on that night: I was with my girlfriend all night. I could not have gone over across town and kill that guy. You investigate that with the Data Series, you find out that he only called with his girlfriend at 5 o'clock in the morning and told her to say he was with her all night. And he was with her from five-thirty to six, but all the rest of the night he was across town killing the other guy.

Okay, now, there is another one, which in this day and age is a REALLY want to be knowing. And that is called wrong source. Yeah, not exactly false, but wrong, wrong, not correct. The other guy may be a source too, but not with the thing which you ascribing to him. Yeah, the different source from the real one, you see.

You can combine the false, sorry, the wrong source and the omitted data and make all kinds of strange statements. See? That's what you know is may be taken something out of context. For instance a guy says: I had understood that when Hitler was in power, he said, you must kill all of the old people and all of the people of this religion and of these people who are useless. And that shows he was crazy and really interfered with and really on a downward spiral for his dynamics. Now, the guy who wants to make a wrong source and a omitted data on that addressing an audience of elderly people could take what I just said there: I heard Captain Bill at a lecture saying 'you must kill all the old people'. And then to put and altered sequence in there and he says: And he, he recommended Doctor Death's machine. You see, that was in the other part of a lecture and in totally different context. Now, put all that together and now you have a startling news story. And terrific for the press: Captain Bill recommends death for old people and to use this machine from Doctor Death. And since we all get old he's recommending death for everybody. So, therefore you see why the Free Zone is crazy.

You know, a lot of the stories you read in the papers are like that. *To translator:* Ah? That's – you said that. *Translator:* Yeah-yeah. You see what I'm talking about using outpoints

to. That is why when you hear something a little strange it does not exactly ring true. Go get more data. Don't spread around, just investigate it yourself. Or at least report it to somebody who can. You see? Your Free Zone org, your C/S, somebody.

Because this kind of stuff put out several steps from people who understand and were at the lecture here, now we put this out on a relay and we tell somebody Portugal there, of France, or Portugal that this is what Captain Bill said. And they go: Huh, I just came in to the Free Zone, but now I don't want to be in it anymore, because I don't want to die. They got no data. They weren't at the lecture. They have received the video yet. They can't see all of it. We're not translating this into the Portuguese. But I do have a guy who does translate them into Portuguese, but for a quite a few months this guy might go into the whole thing because don't want to be in a Free Zone. And he might miss out a lot of gains, a lot of wins, a lot of being able to play a game of life better. Do you see what I'm talking about – Logic in Life! Why are there so many out points in this game. Because it's been a lot of influing, interference and influence into the game from implanters. So much that some people have tried to copy it as a successful way of operating. Also, I would like to point it out, that in every contact, in sessions or in life with implanter controlled groups we have not found anyone who was not betrayed on the actual game and on their own lines in the Implanter Organization. If you have run Excalibur, you understand what I mean. They've all been betrayed. Not only that. They've been. Their logic has been so screwed up that they even think they are doing alright. And they are not even in the game anymore. They operate on no dynamics that you would recognize.

And a lot of people have got into agreement with that and some of these examples I gave you before about the American businessman. He made the whole American Dream about betraying everyone. You see? He just take the operating basis of the interference in the game and then they mess up the game for themselves and others. It's time for a change. It's time that we get back to the real game that people can make their ideal scenes on all the dynamics.

Now, let's move on. This will help you in your logic in life. Some more tools to use. You might know them as ARC and KRC triangle. You've probably all have studied those, realize they have it into relationship affinity, reality, communication. And that is the basis of the association with other players in the game. And the understanding which is the sum of all those of others in the game.

As you improve the ARC the understanding goes up and as you lower the ARC the understanding goes down. Now, above that, and that's a real basic of the game, it's a same agreement as the dynamics. It's in there, it's in the game.

And above that there is another triangle called the KRC triangle.

Knowledge, Responsibility and Control. Now, as that goes toward better and better knowledge, better responsibility and better control you get more power in the game. And as it lowers you get less. Now, these lectures I'm trying to give you a lot of knowledge. It's up to you to take the responsibility, put in good control and that how we handle the guys in ethics and do we giving a wrong change.

Control the guy. You don't just go berserk and and say: Hey, you give me a wrong change. Appeal to his logic a little bit here, you see, see: had it up there, look what you gave me. That's wrong. Always something. If he does not handle for you there you go to his boss. Don't handle it there you go to the police. See? You can handle it. You put the ethics in. And you have done something to help the game. The same, if he gives you too much, say: hey, you made mistake there. So, may be you save his job and he thinks there's honest people around.

Okay, now. You know ARC, KRC, okay, that's a good stuff, that's agreements in the game.

Do you also know that implanters are habit to disseminate false triangles so they can run their scenarios better. Yeah, instead of the KRC triangle they have one that is called Status, Conformity and Monitoring, or Control by Monitoring. Funny enough if you run into Implanter type organization and even the Marcabians have use this as well, because they were controlled by the implanters formerly, you will find that they are all sitting on a status hierarchy. And to stay there they have to conform at their level and the guys under them have to conform even more.

Wear the correct colour suit to work. Drive the right kind of car for your status. What is it, I'll have two point three children, or something like that. *[laughter]*

The junior executive, right. As the average 2.3 I have .3 of a kid.

And everything is closely monitored, you know. I mean, the wife has to join this club she has to monitor, don't go over there, don't associate with that, don't buy that kind of magazine.

You know, all that monitored totally. Lovely. Oh, that is not an expanding type fun game, I telling you. They tried to get that in America too, did not work so well, but they tried.

It works in some parts of the society. But in others, huh, forget it.

Now, the substitute for the ARC triangle they put in was Admiration, Forced Agreement or Bank Agreement, in other words Consensus, everybody has to agree by their bank and Automaticity. Yeah, automatic. In other words it's the exact thing you must say, instead of communication formula. When somebody says this, you must say this. And you see this in the same societies that do the Status, Conformity, Control Monitoring, you see that people talking. So, say, the automatic communication. They say: Did you see the play last night? The other person has to say: Oh, how dreary! Or: Absolutely boring! Because when they read the magazine they were supposed to the critic who was hired by that group said: The play was absolutely boring. So, they have to say at a party: It was absolutely boring. That means they have automatically repeated what they've already put in the magazine that they are supposed to say the party to be accepted.

Okay. And the Admiration thing is whatever is conforming is admired. See, they are using the most valuable particle instead of a real communication. So, they all moulded up with particles, you see. The woman wears the Dior Dress, the Dior Dress is a part of the Conformity thing.

Oh, I really admire that creation, so wonderful! See? So, you have to admire that just because of label. It may be a terrible looking colour or something like that, but just because of label...

Next, we have this Agreement thing, Enforced Agreement, it's a Bank Agreement, not a real reality.

And that goes along with a well used thing, there's a characteristic of Suppressive, which is called the generality. They perpetuates the enforced agreement. Everybody knows, that he's not really of our class. You see? Everyone's using this perfume this year. I guarantee, if everyone was using it, the people want to be different would not use it. Or when you have a status oriented society, if everybody in that society's using it, you must use it too to conform. So, you then get the Bank Agreement. See? And they are not be different, they are not be different. It's dangerous. Now there are certain areas they let them do little excursions in, of course. This is considered chic.

But, since this comes from the implanters, guess where these areas are. And they usually say: Oh, how naughty. Oh, you experimented with a drugs. Ha-ha-ha, how naughty, having cocaine in the kitchen. Going to Doctor Carma, the psychiatrist for analysis of your love life. How chic. Oh, trying to handle the death of your pet dog with hypnosis. Oh, how dearly, yeah, having your husband beat you with a whip. Now, what have we got here is pains, drugs, hypnosis. *Mail voice: How chic! [laughter] How chic!* It's about as chic is the whole track interference, because that's exactly what they use, the whole track interfere with a game, pain, drug, hypnosis, that's what causes implants, engrams.

LRH referred to that in some of his earliest works, Dianetics and all, PDHing of people. PDH, yeah, pain, drug, hypnosis. See, those are the chic things in those kinds of society, so you know which way they are oriented. When you know that these things are gonna lie on a chain. And since it's going to lie on a chain it go all the way back to their basic implants. It is a super control mechanism. By restimulation. To keep the people from playing the game better. Keep them conforming and you see the other thing on it since a lot of this is a bit weird or illegal, they also have the mechanism to betray you later with it.

Because if you get out a line, don't conform somewhere, or you join the Free Zone or something, they can release these little tiny-bits to the press or to your relatives, they cut off your money, they cut off your PR. Or, maybe they can arrest you, throw you at the crazy house or the police station

It's amazing how many wealthy top-level business people, politicians and everything are involved in blackmailable things. You don't believe me. Oh, you do believe me? You do believe me. Oh, alright. I haven't done a full eval on this but in England they started lifting the lead on a really gross, really gross entire dynamic action.

Goes under the name of pedophilia. Pedophilia, which means ... it's not only the making of 2D with little children, not only that.

Yeah, from five, six years old up or even younger, but actually the killing of them ritually. And, I don't know why they are lifting the lid on it right now, because it's already become apparent from the data I got. You know, you would think: Oh, who are these people that are doing it? The most customers for this kind of act are wealthy or middle class, upper

middle class lawyers, doctors, businessmen and government people. These acts cost more than being the drug addict. They have to buy the child. And pay up to 4000 Pounds for one shot.

One shot, yeah, one time. Kill them, I mean, they got to get another one. They have a whole record of this going across from England, America, to the Philippines, where they get the kids. They have tourist agencies that are specially set up to do this. The introduction into this probably showing you picture of a naked child. If people try to infiltrate, they kill them. They also have connection over into Holland, Amsterdam, buy from there. Now, this is started to become to the surface as sort of a big business. Now, you can see the potentialities of that on these false triangles. You see, restimulating somebody to get them to do that and then using it, having pictures of it and all that stuff to use for potential blackmail, you can get the guy whatever profession he is in to do anything you want. Now, two those are example of one of these 'everybody gets betrayed' actions and restimulation of bank agreement and all that.

See? And this is all part of the implanter scenarios, anybody who's study up on the implants an the up levels above clear, they will know that a lot of these things are already contained in a lot of the implant pictures. Now, that's not to say, they aren't worse scenarios going on the planet. I mean, how about the AIDS scenario. How about the fact that perhaps from information we have, that the preventive and the cure were discovered before the AIDS was released. This came from one ex-intelligence officer. And his statement was that these, these preventive and the cure were only given to a top politicians and business guys on the planet.

I haven't evaluated that fully, but I did know this one outpost that fit exactly with that. I noticed when they started promoting the dangerous of AIDS in Germany few years back non of the politicians who interviewed about it seemed to be very worried about it. But the normal people got a bit concerned. And you just kept looking at the tone levels on these people when they heard about it or when they were talking about it. And the top guys, they just talking about: Oh, yes, well, we gonna do this, we gonna do that, we will get some money to handle that.

They weren't even concerned! And I remember picking off the television screen from the guys own thoughts, it was a live interview. He was thinking during the interview: Of course, we already have the cure. And I just filed it away as a little piece of data. You see?

Okay, maybe it's just a population thing, they just want to lower down the population a little bit so they can monitor everybody more easily. The less bodies there are to monitor, and the more thetans needing bodies there are, the more concentration of bodies there are, the less attention there will be on scenarios.

I guess you know there is a project called *Global 2000*. Where the population of the planet is supposed to be lowered to two billion 500 thousands.

It's about half of what it is now. Through the mechanisms of war, famine and disease. Sounds like the four horseman of the apocalypse. Huh? Oh, that's plan, that's... you see? That whole, that whole story in the bibles and so on like that that's all the prediction that was put in by the same scenario makers to make the prediction of what they were gonna do, so when

they did this it would be classed as the prediction and not a new plan of somebody who trying to wreck the planet. You understand what I'm saying? These are plans. They are not prophecies. They are plans. And if you think it is just a prophecy becoming true and therefore you have to accept it. Then you can't play the game too well. And the other guys are controlling the game.

What you are getting here is more data about logic in life, than you'll probably ever find in a library or in the newspapers. Even if you went through a several thousand volumes. All of this has been verified by people auditing and realizing it from their own track viewpoints. But as long as you have a society which believes they only live once they can not conceive of a plan that lasts more than one or two generations or for a thousand or so years or even for a longer. Not conceive it. You see what I mean, so what for those the long range plans, don't tend to think it's just happening accidentally. My god. [*says in German*] Is that that? Ooh!

Okay, well, any questions to this point, we'll have to knock it off for tonight, I did not realize it was so late. Tomorrow we will come to some more pleasant help for you to play the game of life logically. Get more fun, wins and acceptances. And what you all like to do – add to your store of unerasable pleasure moments. Thank you very much. [*applause*]

Part 3

... in life. Well, yesterday – yesterday we left you in sort of perhaps partially overwhelmed looking at some of the problems at the world and the game. And you're given some little methods of finding out about outpoint and different things that you could analyze better, not to be able to get stuck into those things or to be able to see where they are so you did not get caught by them and have your dynamics affected.

Well, let's start off today we're giving you some of the plus points things we can recognize when things are going well. Remember, again, this comes from the Data Series by LRH. It's an – it's not a whole course by any means, it's just a part of the technology. But it's the beginning part to get you to recognize how things really are in the game.

So, remember, we had this – these two situations. One where things going better and one where things are going worse. We just call it the viability going up and this time goes on and viability going down as time goes on. Now, we had over here, remember you can look for omitted data. Because if that means that something was – someone was trying to hide something from you. Something about the truth of the situation. Or some big withhold that really when you bought this cassette tape that you listen to while you asleep it really was going to implant you or make you conform.

So, let's put over here Plus Point, Correct Data, Known. Now, this is what you expect for instance in advertisement of products. If BMW sold you a car and it says it has 250 horse power and you going up at hill, put your foot on the floor. Pedal on the medal as you said. [*laughter*] And you get passed by Citroen ??? [*laughter*] Then you would think, well they gave you some omitted data about this car, and that it have 250 horse power. You see, what if you're – it is the correct data and everything then you knowing automobiles you should not be passed by anybody on the autobahn, except the ones that you know have may be more horse power. Yeah, may be Ferrari, you know, Porsche or may be even some motorbikes. [*laughter*]

Okay, so, correct data known is very important if you're in business, or if you, well, you have to survive, you have to exchange, you have to make some kind of product or service.

I'll give you example in just technology, in a auditing. It is true that we can handle the most any problem with a case. But having giving you that that is a correct datum. BUT you have to actually receive enough auditing to get that result. I mean all of us would have to have review session and as you well known it's not just a review session cannot be timed and say, well, we gonna handle that it one half of an hour.

In fact it comes a little bit determinating on exactly how the charge is arranged and how it comes off and what the person has to get into to resolve that part of the case. So it can be anywhere from may be a half hour all the way to twelve or twenty five hours but it will get a result.

Okay, let's take the next point, lets continue that example. True datum and false datum. This, this means by what we're talking about the axiomatic truth exact time, place, form and event.

If a person's in this review session, say, and he comes across a lot of false data. You know, he's going through the process and he sees, oh, well, I think it's like this, but did not get the EP. Next few commands changes and changes and changes and he he finally says: Aha! That was because of that and that was false and this is the truth of it. And then all of the sudden the e-meter shows that that area he was looking at is totally clear of mass. You get the floating needle. The person doing the auditing is able to now have that area of this space or time track or whatever and he's happy. And he has his cognition or improvement of game playing logic – logic. And you have the EP there when the truth is found.

Now, this also makes you understand a little bit more the C/S viewpoint. When you see a person with a lot of charge around, I know what's wrong with that guy – he's bla or he's this or he's that. Well, the thing is he must not be at the EP yet. You understand, he's not to the EP on that yet. If you really knew what's wrong with that guy, perhaps you handle what's wrong with that guy, I really got it now.

Because this also applies to another flows, it applies on his relation with others in the game as well.

You see, what I mean if he's saying there is truth here, but he's very misemotional about it and all charged up about it, he does not really know what the real truth is yet.

And he's probably uncountable times that thetans in the games have operated more on those incomplete cycles of knowledge and caused the wars and destruction and fights and all kinds of problems for themselves and others. In fact if you'll examined your histories you'll probably find descriptions of the most successful commanders in the battle and strategic naval warfare of space warfare or anything like that. Usually they fought their battles from a purely logical keyed out viewpoint.

They weren't, you know, doing like the – they – to see the other side of the – you ever seen this crazy world wrestling things on a television, you know this rrr-rrr. It's all felony of course, I mean, you know, it's all practiced in the gymnasium before they come on the stage,

but they do it with this sort of faked up anger and hate and everything rrrr-rrrrr – the dirty tricks and all that.

This is all a show, you understand, this is not real wrestling. He-he, now, everybody, that's an adult really knows that thing is just sort of a dramatization and they do it as a theatre piece, you know.

But the children, what do they learning from this? You see? Well, they might be learning how not to use logic in their life. You see, I mean, that's an example of, well, a product they are selling you on the television and it does not have much logic in it. It is a omitted data about that they already have planned up who's gonna win the match beforehand and how they practice all the moves and throws and everything so you don't going to hurt the guy. And to have a lot of false data with all the expressions of heavy, heavy effort that they using to brake the other's guy back or they hitting in the jaw and everything and really it's – it's like movie acting, you know, it look like they really...

Because, if a lot – if any of those things were true, if the guys would after to get thrown out of the ring a few times and beat their head on the ring post and everything they would never wrestle again, they would be hugging hospital. [*laughter*] So there is an example you can see right on your television set.

Okay, we had – I think it was – yeah, over here altered importance. 1645??? altered importance make you look over here when you should be thinking, knowing that's more important. Alright so over here you would have correct importance. And this is very important in this day and age because many people are trying to convince you that certain things are important that are not as important as other things. One of these, a lot of these occur in financial matters.

One of the simplest that comes to mind is that everybody has to have all these different kinds of insurance. And as I used to say at earlier lectures if you really examine the idea of insurance from a game viewpoint, the insurance companies, remember, they – they are taking one side of the bet, so to speak, on whether your house burns down or you die early or whatever or you have a crash or hospital problem – remember, they are taking one side of that bet. And they got it all figured out on statistical basis so they keep making money But look at the side of the bet that get you to take. See? You actually are convinced by the insurance salesman that you are going to have the accident, you are going to have your house burnt down, you are going to have a crash in the car, you are going to need to go to the hospital. And actually they making you pay them on the fear that you have that it will happen. And that you will somehow win some money if you do get in the car crash, go to the hospital, house burns down. So insurance company have to first convince you that things going like this. In your game. And then they get you to give them the determinations or the other determinations to them. That only with their help once this happens con you get back on this. They put you in the crazy situation of betting against yourself and your viability. Now, from what we're talking about here in the game and have to be viable and so on, that is incredible altered importance.

I'm sure, well, I'm not totally sure but I can analyze that insurance companies actually know that people who take their insurance, you see, are gonna do one of two things. By

talking about these things they are going to avoid or try to fix up if they happened. They are going to actually key-in a chain of these on the guy which makes him more predisposed to have such an accident. And they well know that the guy will do either of two things if he's more at effect he will key in and if he's more at the cause he will gonna try to avoid that from happening.

Now, remember, this whole thing was not a situation until they try to selling the insurance and, and got in restimulating on this. So they making bet against themselves but did they make also make him resist the key-ins more, but nevertheless they fixed his attention on that area of either having or avoiding accidents or house burnings or car crashes or whatever, and they've totally taken his attention off what he should be doing in the game and putted into this area of avoiding or where does it gonna come – unviable actions.

I will continue with that example, but I'll use the next one. Altered sequence. Correct sequence. Of events.

Actual example with the insurance company guys. When I graduated from University and my name appeared on the list of people who graduated, all of the sudden I was deluged which means overwhelmed by letters, mail and people knocking on the door, trying to get me interested in credit cards and joining this club and that club and all these different things and insurance companies guy.

In other words, they thought that I fit the idea of the guy who's gonna go from University and make money and though they already in there willing to take some of them before I've even made it.

I mean this was within one week of just having your name appeared at your graduated, I mean, never before anybody ever come or sent a letter in a... as soon as that name got pam! pla-la-la-la it start coming, alright.

Well, I never, let's say, I did not get fooled by any of these insurance guys showed up to at my door one day And so I decided to have a little go around with these guys. Now, they wanted to sell me a life insurance policy. «You only pay so much per month and all of this, if you die you get actually this, something like this, they bet this much or...» [*laughter*] And that was it, you know, he came over ten-twenty minutes of this how great it was. Well, the first thing I asked him, I said – Okay – and they were telling me also that most accidents occurring at home, is it? [*laughter*] They were in my house at the time. That's scary.

What they did not mention was that most minor accidents occurring in a house, but the serious ones don't. And they always have there a little small prints, you know, 500 dollars delectable, which means if it does not cost more than 500 to fix you broken wrist or something then they don't pay nothing.

And those kind of that's what talk about home accidents never cost more than 500 dollars, you know, you cut your finger with a knife or something, you burn it on a stove, it does not cost much to fix it.

So they would – they were talking about the sequence of event what they don't have to pay, ha-ha. You see? And trying to make you afraid, you know, these things gonna happen. So, at that time I was really into a few other activities, so I asked the guys – Wait a minute!

Wait a minute now, does this, does this policy cover me when I'm scoopy diving, you know, when I go scoopy diving under water, you know, with those air tanks, which was relatively new at those days, this was late 50s, Custo had just invented aqualung, they were considered very dangerous in those days. And the guy sort of looked down at the floor, you know, and he said, well, o, it's a hazardest activity, we can't, we don't cover that, you'd have to have special insurance from Lloyds of London or something, to cover it. I said: all right, well, I'm thinking of having bought a parachute and thinking of taking sky diving, does it, does it cover me when I'm jumping out of airplanes? *[laughter]*

And the guys looked down to the floor, said – well, not, it's a special risk, you have to get to another company. *[laughter]*

I said – well, I also have two motorcycles and went on my race in events to the woods and everything like that and would you cover me if I, you know, hit a tree or something like that in a wood?

Also they said – no, no, that's special racing insurance and only two companies in America will insure you like very high level.

I said, well, does it cover me when I just riding my other motorcycle on the street, you know, I sometimes like to get out there and go 100 miles an hour thought, I must tell you that, does it cover me on that? You have to remember, in a 50s it was a time of Marlon Brandos, the wild ones. *[laughter]* And they – wait a minute, urr, well, urr motorcycles, we haven't classify them yet how to insure them and especially – oh, by the way if you – if-if-if the accidents caused by braking a low, like a speed limit or something like that he have no liability. *[laughter]*

So, I looked at the guys, you know, and I said – Hey, you have just told me that 80-90% of my life is not insured, because that's what I do 80-90% of the time! *[laughter]* And then I got a little mad at them and I said – And you telling me only danger, I mean, is what I'm sitting in my house talking to assholes like you! *[laughter]* And I said – Get the hell out of here! That was it. Alright. I did not evaluated the whole thing at that time, that's why I was angry with what they said.

I did know that that was their whole game, it was sort of a game to make you bet against yourself and I only figured that out later.

Dropped out time. Talk about that, you know, by moving the event that you said here into here, and in saying you said it here or just taking it out of context of something you've said back there and making you out to be an idiot. So, correct time. We just call it correct time – and that would be again in the idea of truth which is correct time, correct form and correct time, place, form and event.

Okay. Well, that's we already gave you example of that, but in this, in a correct time it's often very important to know – in fact on a ship for instance you always keep a logbook of everything is happens in the right sequence.

Yeah, see, you have a time noted and what happened, time noted – what happened, and that gives you a sequence of events with correct time.

Now, in a crazy world like this this could be very important to keep such a logbook for yourself, just a little daily logbook. Because you wait may be someone coming if you're in business or any kind of 2D problems, divorce, or something like that and he say something like that – You're over there and doing that with that person and that's why I did this.

See, because you're doing something wrong and therefore the women decided to divorce you or the business guy decided to drop you as a customer or the other way around, he decided not to be a customer for you anymore. And what you find out that when they file for the divorce or they wrote you a letter to say they won't going to buy any your products was before that event that they're talking about. Happened before then. Because you look in your logbook and say – Hey! Their letter was dated this and, you know, I was only sitting out drinking with that women the next week. So, that aren't the real reason. Right away you can then start looking for the other out points from the other side and find out that may be in the Frau case the Frau had been going out with the lawyer for 7 months before that. *[laughter]*

Or for 6 months the customer had been in comm and taking some courses in another, say, in another subject like Avatar or Dyanesis or something, if it was in the Free Zone or something somebody said that.

So, you see, your plus viability vector can then on making sure you have all your plus points and that you have a records of the sequence of events and the time. Can be very much of a not only survival action, but it can be also very much of viability action.

Okay, we had a wrong source over here. And we have correct source over here. Okay, so, if you keep, for instance, a file, it is very important business, any kind of business, of letters and correspondence and notations of, you know, what people said in what time and so on, and you put it there – there – you call it central file for the business. File.

And somebody comes along and says – Well, I heard that Joe said that he never has any fun he never has any wins over here. And you look and you say, Wait a minute, it does not sound right- does not sound right, wait a minute, so you look in the file of Joe and you find out that he had reported in one of his letters to you that he heard another guy saying that. And that was the other guy that said – Joe said it. You see what I mean? So, you can then identify the correct source for certain statements.

Well, this is very important also in terms of financial things – did he pay or didn't he pay – so you have a financial record as well. Because many people if they in a hurry or so on and they say – I don't remember whether I paid that or not. And if you have the file of that, that when they did pay you would put it into your notes as – Ok, they paid for that. Then you can actually tell them – Yes, you are correct source of that, you did pay. In other words now you can help other people fix up the outpoints in their lives, because they did not keep the records of whether they paid or not. And also whether you pay, you see, it's like if you note in your little book and you say – I went paid 2000 marks for a new HiFi system to be delivered Tuesday. And when they delivered the thing Tuesday and the guy hands you a bill, says – Now you have to pay for it.

You go – Wait a minute here... I have a receipt right here in my file, it's already paid. - Oh, sorry, sir, yes, he-he, yes, that is our receipt and that is the salesman did sign here, yeah, it's ok. Listen, a lot of guys, who are crooked in business. They don't come in and burglarise

your house. They just working on the basis that most people are on this. And if they just make a mistake enough times. *Translator :Make mistake?* Make a mistake with a with a bill or so on. Well, you know, dishonest mistake.

Then some percentage of the time the people would be so abberated and have so many out points in their life that they will not remember and drop out the time and have false data, omitted data about it and they will just go – urr, okay, here's a cheque, I pay for it now, he.

And I'm sure that businesses make a lot of money like that on the side, you know, extra. Because some people, even when they realized they've paid twice for this, they are little embarrassed to go back to the business and say – hey, I've paid twice, and to have everybody's look at him – You must be stupid. [*laughter*] You see, they are embarrassed and so.

Okay, so, I think you gonna start to see that if you want to keep on the upward viability trend it is better in the game to use the plus points and to keep your little records of things because there's lots of people that are dramatizing this either from a honest mistake basis all the way down to criminal.

Now, I just head at – I'm just giving you a little summary and this is not all of the plus points and this is not all of the out points, LRH did put a few more into the Data Series, which you could look them up in there.

These are the most important once though the most usual once.

Okay, now, one other thing I must mention about this before we go to another aspect of how you can be more viable. And this was a hard datum to grasp when LRH said this, it's not written exactly that in the Data Series, but I did the internship under him.

And I want you to really understand this, because to me this, this made all things possible. Remember what we said that the game – the guy is going through the game trying to make toward this ideal scene up here, right? And that would be up here somewhere. But that in any point you can evaluate the existing scene. And find out what's happening there and find out if the curve is going down or going up.

And LRH has another word in the Data Series calls situation – what is the situation. And, by the way, a lot of people do not may be see their entire game ideal scene, but they do know ideal scenes such as – well, I want to live in a better house and I want to have a better car, and so on, they have some ideal scene there moving toward the real one they made for the game.

It's not in terms of money or houses or cars, but it's in some type of lifestyle. Okay?

This will cover both definitions of a plus situations path and a – and a negative one. And major departure, in this case it would be a major departure... Sorry. It would be this definition – a major departure FROM the Ideal Scene, would be this one. That should be this one, see, because the ideal scene is up here and he's going away from it. The plus situation would be a major improvement toward the ideal scene. You see, it might even be that the statistic went more toward that in this point. So if you want to evaluate that to find out how to continue that.

Now, the interesting thing that LRH said and this is what really amazed me at that time and now I realise, of course, it is true, very true.

I get as he said – Every time you find an out point – every time – just one – just one – behind that there is a situation. And what is the situation – a major departure from the ideal scene. And on the other side, every time you find a plus point, just one, find that somewhere, there is a major improvement toward the ideal scene.

Now, I used to think when I was doing the course, I thought – well, you find all these out points you have to analyze it down for that where they came from and all that stuff and you narrow it down and to find the situation and the why for the situation, so I thought for every situation there would be may be a hundreds of outpoints you could find and at least you would find 20 or 30 to get enough to judge exactly where that situation was.

And therefore I thought that the only time you would need to do evaluation or have a real situation of something like this would be where you had a whole bunch of out points. But I thought also before this – he told me that – that if you only saw one outpoint, eeh, wasn't too serious.

Remember what we was talking about the other day, the guy, you are the tourist and they give you the wrong change. So, the omitted, omitted data the extra 10 franks he did not give you.

And since you only saw the guy once and that was the only out point that appeared you would not think to do an evaluation and all of this stuff and find the situation in or underneath this, you see.

See, when I heard that datum from LRH I thought – Oh god, look how many out points I've seen in my – in my lifetime! I said – Wow, that means there must be incredible amounts of situations hanging around on this pla– underneath everything and so on.

And after doing later a lot of evals and more missions and everything I realised, what he say was actually very true. That YOU as you go through LIFE or only evaluating whether it's a valuable important thing to follow off these outpoints and find the situation or not – how closely does it effects you.

You see? But at first I had the idea – God, I– to see an out point I have to investigate – find this the whole situation get the why, do a handling, you know, I thought: Oh, my god, the whole– my all life would be doing nothing but being evaluating.

I mean that could be as simple as here in Switzerland, right, they keep the place pretty clean, you go walking in a wood and you find the stream with garbage dumped in it. You see, and that's another outpoint, did not put it there, it's called incorrectly included data. So in Switzerland an incorrectly included data would be like garbage in a middle of a nice clean park and stream and everything, see. You see, you could, you say – well, the Swiss countryside – they keep it very clean and everything going – and all of the sudden you go bam! And you find this garbage dumped in the stream. Behind that will be a major departure from the Switzerland ideal scene. You understand? It's not just as simple as finding who did it. You see?

For example this guy in the – they gave you the wrong change. I'm talking about the situation that could lead you to invest– you, you don't leaving this time, you say: Okay, I will pick it up, because I going to live in this town for a little bit. So you start – you start gathering data about this restaurant, and about this guy and about who owns it and what the town is doing about thieves and tourists and everything else like that. You will be amazed on what you find. You may find out that this whole – look, here's several examples which could become the why. The whole town is being uses the refuse – not a refuse – refugee place for criminals, who just came out of jail.

And all the tourists are ex-convicts. And it's the – it's the headquarters of the biggest drugs smuggling ring in a whole country. Or on another thing, the town's educational system, they could not afford it anymore because tourism went down, they did not find the why for the tourism going down, so they stopped giving money to the schools and now the kids grow watching criminal's shows on TV and they decide to duplicate that and short change people and so on, on a gradient. Or you might find there's a top businessman or politician in a town, the burgomaster or somebody, that hates tourists. Because of this track or something like that anybody who does not speak their language and their province and exact rules and regulations of that little area they are enemies!

And they have a whole sort of unwritten law that everybody like that is fare game and you never get prosecuted for doing anything to them.

In other words what you find behind one out point will be enormous situation which made effect entire town and it's prosperity and it's viability. And this is what I've noticed in doing evals on areas where – where it was required

Just like in the examples I gave other day of the oil crisis. And the Guttenberg Org. Mission. You see, you only need one outpost and goes into this entire thing that is effecting the viability and making it go like that.

See, all I did with that, with that correcting the exchange was outpost correct. And, and you can do that in your life on these minor areas that where it does not affect your whole dynamics. But realize this – if you are going to take responsibility eventually for the whole game or all of the dynamics at some point along the way those situations will have to be handled. He may have to wait until you have a person come – that's in the Free Zone – that lives in that area, and he will be the interested missioner to handle that.

I'm not saying you have to go and handle'em all NOW, you don't have to take every outpost you find and go through the whole thing - that's what I thought at first, you see, wow, but just keep it in mind – aha, there is an outpost in that area, when we have somebody to handle it – we will handle it.

You're lucky to live in Switzerland – not lucky, no-no-no... *[laughter]* You have chosen to live in more viable area. Because, do you realize it, if you travel around a lot, you realize there is becoming a scarcity of viable areas to live in. High interest rates. In some places. Where it used to be very nice to live. A lot of people having to sell their houses and going bankrupt in some areas. A lot of businesses going, small businesses especially, going bankrupt. And in some countries even worse – larger businesses and banks going bankrupt.

And more and more criminality being found among supposedly reputable businessman. I mean, you go – waah, it's not many places to live where this is happening anymore.

I mean, I don't know how much news and satellite television you get from other countries, but from the data I have as a English speaking person at a moment I can't – unless I do eval to find one – I can't actually think of one English speaking country at the moment that I would like to live in. And- and have this. One of the largest companies in England, Guinness, brewers, they just found the top guy ripping off some five billion Pounds, put him in jail. Guinness, brewers. Yes, it's something – incredible amount. And the opinions of people they interviewed about this in the business community were just like the Doctor Death things. One guy would say – Oh, I think it's too severe, because they are very reputable and status oriented – status people in the society. We should not hit him so hard. And another guy interviewed would say – Hey! That was a very light sentence to a guy because just a guy who cheats on his pole tax or something or his income tax, he may be get 10 years in jail for 2000 Pounds cheating, and this guy cheated on millions of Pounds and they only got a year. You see? You see, living in a society like that where is no idea of this, this, how to evaluate it, and so on, they have a little, you know, they have a little viewpoint of it but they don't DO these things , they don't find these things and find out what is really behind it all.

That may be just a tip of the iceberg, in other words there may be thousands of businessman in England totally ripping off the taxpayers and all the investors and everything. So, the may be ... So you see what I mean, there is not many, or I can't find any English speaking countries where there is not some really horrible non viable situation's going on.

Now, again, I find it fortunate that I live in Europe. And that I can speak a little bit of some other languages. But the most English speaking people they HAVE to live in a English speaking countries. So, all these people are condemned, you might say, without having any logic of life or very much they condemned to live in a place where it's going like that. And they can't do anything about it.

Now, we have evaluated many of these large, large scenarios which are – you know about them from the Sector 9 book and from UFOs lecture and from the other Teegeek book and so on.

And this is based on another aspect of logic and data series that there may be what is called echelon evaluation is necessary. Echelons mean different levels of evaluation. And that if you evaluate the top echelon of a series of levels. Or it leads you in your investigation to find these top echelons, then when you do the evaluation and find the real why and start the handling then you have a much better chance if you can correct the top scenario. Then it will have an effect to start off handling of the other levels. And that with not so many resources or not so many people available or not so much money available to do all these things you can make a more rapid change from this to this by handling the top echelons first, rather than spending all your time trying to handle the little ones down here.

BUT there is a problem with this. What we were talking about the handling top echelons is an idea of OT projects and missions. The other side of that is if you DON'T at the same time putting some handling for the people who are keep getting fooled by all this stuff then you won't make a permanent or long lasting change in the way the society is operating.

Because you have to realize, they did not recognize in the first place that the guys at the top levels were controlling the scenarios.

So even if you – So EVEN if you got somehow these guys to be replaced by very good viability seeking people, the guy is now at the bottom of the thing – they could not recognize them either.

You see what I mean? So you have to start a handling at both ends, you have to handle the individual and you have to handle the scenarios in the groups and organizations at the same time. And that is also part if you do evals on several levels you should be able to make a handling that handles the outpoints and the situation on all of those levels.

But the first thing you realize when you try to do a handling is that usually you need resources to do the handling. We've talked a lot about how to find what's happening really but how do you handle it once you know what it is.

Well, that is part, I think that possibly to get it really understood you have to do the course, Data Series Course. But I can give you a little idea, it does not necessarily mean you have to have a lot of resources just because the situation is big. And it does not necessarily mean that just because the situation is small like in a town and educational system problem. You may need more resources to handle that then you do the handling of the oil crisis You know, you might have to train up some new teacher s for the school and so on and set up a better system.

Where is at the oil crisis level you just may need to bluff a guy and blackmail them and get what you want. You see what I mean? So, just because of the size of a situation or the size of the echelon of what you're handling, you have to then also evaluate on the handling how much resources you do need to handle that.

You also have to have a time to handle it. And you also have to have in terms of resource, that means people and money and the necessary transport and whatever machinery you need or whatever, see? And you also have to determine how important it is and how – what is the need to handle it right now.

Just like you pass through the small town and the guy gives you a wrong change and you don't need to handle that now, you don't live there, you're not setting up a Free Zone place there, you can just do the outpoint correct and – okay, that area, some day, we handle it.

So, just so you understand that the last thing I will tell you about this – what LRH taught me – is to realize this, that evaluation itself is a technology. It's very rare on this planet and it's a very skilled activity. So, do not think that you do evaluations for no exchange. In other words, just like auditing is a skilled activity you're expecting the exchange for that. So also is evaluation, because it's like auditing situations on other dynamics. You see, it's very has similar EP. People when you get the right why, put it – put the handling in, they get VGIs.

You restore their ability to play the game better. The area starts moving towards more viability.

So to really a form of game or dynamic or auditing – parts of the game. So, in your – in your handling you should also work it so that you do get exchange for doing an evaluation and a handling. You see what I mean, therefore you can become doing a handling of a bad

situation can increase your viability. And that is one of the things you have to look at when you go to handle something. Is this going to increase my viability? Or is it going to take my time away from doing something that I'm doing over here, which is viable. Should we wait until there's somebody in that area to do it. So I can benefit from it. Or should we set up a team to go in there like missionaries or something to handle it there and get the exchange. Or in the case of the small town should we just look for a really honest man living there, give him the whole evals and let him handle it. And that will only cost the price of a letter. And you can put at the end to say – if the town increases in prosperity next year because of what I wrote you in the letter and because you will handle it, because I know, you're honest, would you then please remit my fee, which is, you know, hundred thousand Franks or something.

You see, in other words, you should make sure that you are rewarded for putting in a very high level game technology helping other people like that. Otherwise, the guys who are ripping off the town are the only ones that's gonna make the money and you won't be able to operate there. So, you can see that you have to use your logic and you have to use your intelligence in this whole procedure of evaluation all the way from the beginning to the end. Because you as the evaluator are also part of the evaluation. You are also an echelon. Level.

In actual fact by doing a very good evaluation and doing a very good handling you are putting yourself at the source point of handling this area. Another way to look at it would be you C/Sing the area. So you do have this responsibility so you SHOULD get rewarded for that.

The guys that are running it today they are the crooked guys – they get rewarded for it. They making it to go down. So if you make it to go up, wow, you should get rewarded.

Okay. Did – do you get the scope, the importance of this evaluation tech and why it stands above and it stands outside of policy and technology, which are merely the evaluated handlings already for organizations or groups and for cases. And that this is the way that players – unaberrated players normally would play a game with their logic, they would use their logic to make things go better and they would use these principles.

And as I said yesterday, this is not LRH's idea or opinion or some science fiction story. This is the logic of how to live viably, based on a native – native qualities, the original qualities of a thetan playing a game.

And as LRH said it is not native to a thetan to think in outpoints. And as I explained it the last lecture it's because most of the games before were not interfered with and so the most you had to do is reinforce the plus points. Yes, in this – in this game you must also handle the outpoints. And this is because so many were put in by the interference in the game and people are not used to this in a game.

You see, remember in the last lecture I gave you experiment– the example of a football game where they were shooting the players from the top stair and they were poisoning the water of the players and all that. People who go to the football game are not used to handle all that stuff.

But this is the game we are talking about. It would be great if everybody could operate like they did in other games which were much easier. And will try to make it, bring it up to that level again. But in the current part of the game the existing scene right now you have to

learn all about the outpoints as well as plus points to be able to handle this planet or this universe or this game.

Okay. So, let's go to another aspect of logic in life. And that is the stable datum and the confusion. Now, again, this was brilliantly already written about in *Problems of Work* by LRH. And other places, tapes, so on.

But this may explain to you some of the difficulties you run into with handling other people in the game.

Now, here's the confusion. And because people are logical, they try to play the game logical they don't think they like this too much. So, they try to handle it by encircling it with or putting it outside, which is stable datum. Huh, now, the stable datum itself does not have to be true. I mean, this could be for example, a guy thinks – Oh, well, the people he does not understand making him confuse to, listening to these people and all he says – use a stable as: oh, they just crazy. I mean, that could happened right here, somebody listening at the door, you know, and they don't know nothing about what we're talking about, they haven't been to the earlier lectures, they have no basis of training, TRs or anything like that and so they hear this – what-what-what, what, they are crazy. *[laughter]* That handled us!

And I have experienced people in Europe, you know, noticing that I was somehow different from the normal people they had around there and I could feel them thinking – Ah, he's a foreigner, I don't understand him. And that's why, because he's a foreigner. He does not understand, there is a confusion and he says – oh, he's a foreigner. That handle that. You see, and therefore, the difficulty you may find with people in your association and trying to get acceptance in different fun-go in a game... it is... is it they have a lot of these covered up by a lot of these.

Did you ever tried to disseminate to someone that has a lot of this. You come in with a little workable truth here, very simple, you know, like comm formula or something, and you start to communicate it and what he starts to do is knock this stable datum out and pump you the confusions that go thru out of the guy, you see. So this starts going shake-shake-shake, and this starts to go theer-theer all other the guy. And you can actually see it physically. When you start putting in some little nuggets or a little gyms or diamonds of truth you may see the guy start to vibrate a little bit, he goes... That's the stable datum shaking. And you see his eyes start going – looks all around here, full with fear, you know.

And may be shaking in the body uncontrollably. That's the confusion started to come down now and spread all over. So, you are – have you all experienced that sometime with people? It's like you shaking a stable datum and then you punch he's blivet up here.

Yeah, now I don't know if you know what blivet is. Blivet – b-l-i-v-e-t. Damn. This is a funny – it's – it's rather nasty funny thing in America, they have a definition of a blivet, and it's ten pounds of shit in a one pound bag. *[laughter]* Ten – ten pounds of shit in a one pound bag. Well, over here the 5 kilos, but the light pressure in there, you see, hop, broke, and when it comes out it's not pleasant.

So, that's exactly what is happening when you puncture – or shake the stable datum, puncture, it confuse you.

Remember these stable datum was the whole this blivet together. [laughter] You puncture it with a little truth and thruuu.

Now, when you have this situation, with no people or with just people in your environment, your dynamics, you have – you have a bit of a problem there. You see? So, how do you handle this? How you gonna handle this? Well, realize this – that the guy has put the stable datum around this or he's holding confusion back with a stable datum.

The first thing to realize is use a gradient scale. The second thing to realize is watch the indicators of this guy. So you can judge what gradient to use.

Do you realize if any one of us could inject more truth into a guy in 20 seconds of communication, we could explode all the stable datums and he would just go wow! – like that. And since he did not accept your stable dat- YOUR stable datum or the truth, he could – he did not accept, did not get to that, he was just still covered in all the confusion. He just sort of goes away he's worse off than he was before. Or make him out a little while and he may think – may be, may be that's right what he said. But on – but on the other hand he might say – ho, that guy is crazy, I don't want to go out with him anymore. Depends of how much of this you puncture, how much of this is spreading out.

So, what you want to do is use your gradient, see, and try to get in to gradually move this stable datum over here while he accepts another one. You know, there is a confusion being held – held back. But you give him a stable datum that would help him resolve the confusion. Be very careful on a gradient not to puncture this and let it go boo all over.

You see, I give you an example of that like, say, the guy keeps saying – I can't talk to my wife, I can't talk to my wife, you know, she is bla-la-la-la-la my whole marriage is braking up la-la-la-la-la – he's going into this, you know. But and it ends up with the stable datum to stop all that confusion, he said – all women are bad. Can't trust them. Hah. And then he's: Okay. You see, because he just did that to stop confusion with a stable datum. Now you know, you know, he's got a confusion on – on personal relationships in the second dynamic, he also has a stable datum to stop all this by saying all women are bad – that handles that.

Now, then, you could use a gradient like this, I mean, stay right away from what he's got there and just use a sort of a – Hey, you know, I knew woman once who was not bad. You see, you're not disagreeing with him. You just saying out of all this generality at all, you saying yeah, but, oh, yeah, I remember ONE. [laughter] And there by moving it off of his case, you see, talking about it over here in the past or there is some other example. You could start it a little story, saying, you know, you could really TALK to her. If she would listen, she could listen. And she would talk back very, very, very logically and very sanely and and it would make sense, so I could understand. Even though we had different viewpoints about things I could understand. I really liked that person, you see. Bring a little affinity there. And we used to have a good time together, experiences together some reality, you see.

Now, by this time you probably got the guy looking – hey, maybe there is another stable datum here! You see? You got his attention now – hey, maybe there is another stable datum. Not all women are bad, but maybe there is one or two that's okay. [laughter]

You see? And then you come up with the – the magic button, you know, the secret. You know, I met a guy once, that told me, that, when I told him this story he said – well, look,

the secret in all that – that story is- if you can get the correct communication going between the two people, you can make other women into that same category, you can make them, you know, have reality and understanding with you. Now the guy gets interested, he says, hey, you mean there – there is some way that you can may be handle some of this stuff. You say, yeah, I know place where they can train you at first to do this communication right and then... See? And you can then use what you learn there to get your wife to do the same thing. The guy first thinking, says, yeah, that's right, I never had a solution to this, that's why I always used to get angry and I never had a way how to handle.

So, you've slipped out of this stable datum and now replaced it with another one, that may be there is a way to handle it with communication. See? And then, of course, you can get them into the comm. course or whatever, but the point is that now the guy can start viewing the confusion as something that's possible to handle.

Although it's dealing with another person and of course in the – in the society people always know, you can never handle anybody else, you know.

So, you can see, he has a gradient here that you can use very cleverly by giving example or talking a little story over here or giving – but just don't puncture this guy's – blivet right in front of you because otherwise you don't make any result, you don't make any increase of viability with the guy. You have to realize that you dealing with confusion held back by a stable datum and it's resisting any – any thing you want to put in to help him play the game better.

I mean, if you don't know the gradient use, just ask – hey, you say all women are bad, tell me about that. But you got to get more data to know what he's holding that's back with. You see, 'cause that stable datum 'all women are bad' just put him out of communication with half the players in the game.

We're not talk about auditing here, we're talking about IN LIFE. We are talking about in life handling of some good person you meet. And you want to, you want to help them. And there's an application. And you can do it very skilfully. You know, like a Data Series evaluator. And really enjoy it and say Wow, grate, this guy's now, he's got a new stable datum here and he wants to get some more data on communication. You see what I mean of a application on a gradient, see?

It's not just applying it with force. You don't come in to the guy and say – you say all women are bad, yeah, well, how many times on a track you've been a woman and how many times you killed them and how many times did they kill you and all... You see, what I mean? You see the guy – woooo. *[laughter]* That guy is crazy, given. That is one of most serious – I mean, what it's good way to get rid of a heckler if you don't want to help them but huh. But – but it's definitely out tech in terms of help.

You see, one of the things that people think and I might as well warn you about this right now, is that just because they've been audited, they know how to C/S. I mean it's not even true at the next level up just because you can audit, it does not mean you know how to C/S.

Because C/Sing is the application of the Data Series with the knowledge of the Tech to a specific case. And believe me, there's something to know about that. And I always make sure that the C/Ses I train are very well understanding that, you see?

Because the fact is that auditors can audit and they are very valuable people. They want to help people. But when I first started up in Europe I found many auditors, trained auditors, Class VIs, Class VIIIs, Class IVs, trained auditors. And when you talk to them you found out, you have a certain percentage of failed cases they could not help. And some of them were not running right and they did not know what to do with them and so on. But they know how to audit. They did not have correct analysis on the case and which process to do next. In fact the analysis of the case have to come first because you can't say what process to run until you know the exact analysis of the case. And that requires knowledge of evaluation. The Data Series.

Okay, it's the same thing out points, plus points, what is the reason her, pa-pa-pa-pa.

We're not talking about evaluating FOR the pc, we talking about evaluating the DATA that is already in the folder, that is already come from the pc or may be we get some more, but we evaluate that with the Data Series to find out where he is, what is necessary to handle, what do we do next.

And this is a skill, this is a very high technical skill to be able to analyze the data about cases. And I'm tell you now that a lot of the auditors, that were not C/Ses were guilty of – remember, we talked about it before, on or the hardest things to find is the omitted data. And instead of may be doing DofP interview or looking to the folder to find the omitted data, put their OWN stable datum to hold back their confusion about the case. You might call it dubbing in an opinion – I think that the guy needs to run... – just because they happen to know another process, you know, over here, he says – I think the guy needs to run, he hasn't run that.

But that's nothing to do with it! It's not think, opinion, and put in a stable datum and 'let's try it'. Not. Not if you going to try to make the person better and going the Bridge at a very economical for him, the minimum amount of a auditing he would need to get the result, in other word, we are not just wasting an auditing time.

To do the right thing, no matter how long it takes, the right thing will resolve the case. The wrong thing will just cost him money and you won't get the resolve.

So, that shows you how much of a technology the person that knows how to apply the technology can also make a mistake by not putting the analysis, the Data Series analysis part of a thing to get and trying to do C/Sing when he is not trying to do it. And by not recognizing that the person is a player in a game and he want to be able to play the game better therefore you should move him in the auditing toward more and more self determinism and pan-determinism.

Do you know that there's people outside of the Free Zone. They criticize us because we don't audit the people enough. We let them go into Solo too soon, you see. Huh. Let? We don't let anybody to do anything unless they are ready for it. You see? It's – it's he's at a right place, the gets a right training and then he's ready for that. And if it does require that he get

audited on certain review things and so on, yes, we do that. But as soon as possible we try to get him back doing it himself. I mean, after all, he is the ONE who is trying to learn to play a game better and he's learning a skill of how to handle himself through the game. And the more confident the solo auditor becomes, the more he may want to be trained to audit others.

But there's various people in the outside on the edges of Free Zone that are trying to say – ha-ha, this guy needs to be audited another 500 hours on Grade IV or Dianetics or something like that, you see? Without any evaluation, without any C/Sing, without any – it's just a stable datum, you see? And I'm not too sure that that stable datum is in the full interest of the pc, because I understand that all the auditing is done with the auditor pc, pc paying for the auditing and all that, even though some of them are already on solo. So if you are confronted with some situation like that or have friends or something, that had experience with that kind of thing, just tell them – logic in life, hey, you want to find out about that, write to the C/S, you know, write to somebody that knows about that.

You know? Or this guy over here has very good results – he did not have to do all that, so I think you ought to write the C/S he was using, you know. You see, you can have a line, even if you not the technical expert yourself, you can put the guy in touch with them as another handling in life.

Okay. I give you an example. See, your guys like to have a little inter-org gossip every now and then, I'm sure. Well, I'm just telling you some facts here that is not to be misconstrued, it is not criticism. I just say, I will tell you then how I handled that too.

This is from the Danish Org. I got a letter from a supervisor there. From the supervisor, course supervisor. That said, see, I already trained two people to be C/Ses up there, actually 3, one of them is now like senior C/S, but I trained two others to work in the Org.

And this course supervisor, somebody I had trained, who had worked in the Sea Org and knew Orgs, wrote me a letter, and say – you know, there's – we have a lot of auditing going on and people getting wins and all that, so, you know, the C/Ses you trained doing very well.

But we don't have many people asking for training and absolutely nobody is wanting to do any project type things or go out and do something in the society or any type of OT projects.

And then their solutions, see, they had a – to hold back that confusion they had a stable datum, they said – we need you to come up here and talk to us. And then as a little aside, you know, it says – But you realize, in Denmark due to taxes and all that cost we could not really pay you very much to do this.

You see, what I mean? So, here I here I had a little situation and they were – they were calling on me to BE the handling, you see. So I just wrote them back, you see, because I had data on this place, from many years

And here with some of the datum I had on them which I then wrote back in a letter and put the handling back on them. This was the datums. Yeah, the first one was that the first time we had producing Sector 9 books, when we went to that org they were locked up in a safe as

being too hot. Never let anybody see'em. Or buy them or read them. Okay, so, later on Maria had to go up there, because I did not get any money for this book, she had to go up there, and get them to open the safe and bring them back so we can sell them to people in Germany or England or something. Since that time and since this supervisor had come in and they had even reorganized the place a little they had ordered NO Sector 9 books and NO Teegeek books. Also, they had never, except for the C/Ses, who came down trained and bought some tapes, they never even ordered any music tapes, even the ones about Sector 9 and Galactic and so on.

Since the lectures in the beginning of this year about UFOs and the dynamics and all that they has not ordered any of those! Neither from Switzerland or Germany. Although Maria'd written them many times that if you can't afford to have the lecture there live, you can buy the videos and give the lecture there and instead of German translation you give a Danish translation.

Now, that's a lot of omitted data, all of which is very necessary to understanding what we're doing.

Good, you see what the eval is moving toward here. The Danish society from my knowledge of it. The society, not the business, Mishel, oh, a society, okay. The Danish society is very socialistic. They take care of you from birth to the grave. And you don't have much fun during that time. You can't buy a foreign car, for instance, costs too much.

Very high taxes. Very higher to run a business in there. Lots of possibilities of, the only way you can survive is to do criminal things like black market and so on.

So, I had this background in a and the letter says nobody is doing training and nobody is doing any projects.

So I figures that most of the auditing they were having to do in review was because the people in their lives were being hit by illogic all the time.

In other words the C/Ses were C/Sing to become more self determined, more able, more free. They walk out the door, in life it's someone who can't be free, he got to pay 90% of your taxes to the government – your money to the government, and you can't do this, you can't do that, you can't expand, you can't get more viable.

So, it set – oh, sorry, finished? So it set up a little circuit like this, almost an automaticity, remember, we talked about automaticity.

Person, who come into the auditing session gets some truth. Walk out into the confusion, suppressive and a bit down in all kinds of expansion. Get keyed in on some of these dynamics. Because he can't expand.

Just expanded here and then he walks out here and – prthuuu But he has stable datum that he can always go back and get more auditing. So, the reason they were having to do so much auditing was that they were just doing a thing like this on this guy actually producing roller coaster situation. Smart.

He gets the session, he gets up to here, he goes out to society and gets down to here, he comes in there in other session gets up to here, then he goes down to society – goes down there. You see?

That's because they were only doing 50% of a possible 150% of auditing, training and application! LRH says there's 150% gains possible. Now, that gets you really expanding.

But in Denmark probably this part here was totally missing. So, I wrote back, I said – I would like to know why you running the Org in only 50% out of a 150% and you only getting 1/3 of the effect you could out of the technology. I listed all those things I just told you and recommended them right away to set up in the Org program to start getting them data about scenarios, data from Sector 9, data from Teegeek, get the videos, let them know what's happening in the world, let them start evaluating their own lives.

Get people to quit being the effect of their third dynamic society there and start starting to handle it. And by the way, they do have the resources. One or two of the people that associated with that org and are on the Bridge in very high level have been in the government of Denmark. Have actually been in high political positions. They know people, they have the connections. They been in a banking business, the been in some big multinational corporations that they HAVE the resources there to handle this

See? But even those people were doing this cycle. You see? Because they were hitting the same barriers.

No training, no application. And no data.

So, we will see what happens there. I have not get answer back from that letter, but I'm sure it started some bells ringing and some ideas happening. So, there's another application, ok? Of Analysis, Data Series, try do a handling. You see? And like I say, not all of the situations you run into just because people don't have the Tech. They HAVE the Tech! They do it right, they do it quite well! The success – the success stories I've seen right after session, while they were at high point here are incredible, very good! But you see, what's happening? They are using only this part as the solution to the rest of their dynamics and the rest of their life. And even though the stable datum is true, it's not aberrated, not a generality. It's a technical datum, they know that auditing works, you know, and get it handled. The org does that fault by NOT giving them the training and application with which they can change the dynamics around them. Se they essentially are keeping them only getting better on may be to first and second dynamic, and a seventh, yeah, and the technical dynamic – yeah, a few dynamics are improving.

So they better off than others, but they are not making the ideal scene on all of them.

So, I just wanted to give you that example, because – just because we starting org or get a Free Zone go, it does not mean that everybody's gonna do all of the balance of Tech, Admin, Ethics, Data Series, training, application and auditing – all in a right balance.

By the way, at that point I better call a lunch break, so everybody get a coffee and so on because I now find out it's 1353. Okay? Doing ok? *Audience: Yeah!* We come to the last part after lunch. Give the time, please, what time we come back? ... [*applause*]

Part 4

This is part four of logic in life lecture.

Ok, the next point of application, that I like to give you as a useful thing for you in your life is in your own personal life when you doing evaluation or handling people. You might want to understand rating of data sources. Now, you probably won't find this in Policy Letters, you will find this in Guardians Office Issues.

But since everybody says, there is no more Guardian Office, it is called something else now, you won't find it. But it's partly also taken from Intelligent Service usage. Anyway, let's just put down A-B-C-D 1-2-3-4. A-B-C-D 1-2-3-4. So, over here we have the rating of the source of the data.

And the data itself. Now, what we are talking about here is how reliable is this person as a teller of the truth, or even observer of the truth. So you might say A would be what we call honest. Good observer. No reason to lie and down to the bottom we have probably dishonest. Poor obs. You see?

Because, remember, a guy who is very down tone quite or on the lower level on the awareness scale, he would observe the same thing as somebody else but get a different interpretation of it. You see, if two people are dancing close, he might think they are fighting. You see what I mean? Or if he's really down tone two people may be fighting and he thinks they are making love.

Ok, so, in between there you could put whatever you want as 'well, this guy generally honest - honest and okay obs. but can be influenced.

This guy might be questionable honesty, uh observation unrel- sometimes reliable. Now I mean, depending he say it's in areas of non-personal interest. This could be sort of like a booky, you know, the guy who's always betting the horses and you can't really trust anything he saying about the horses, you see.

But if you talking about to do Mercedes car he has out there, he has no business interest in that, he's just a havingness of his. He may tell you the truth about how fast it goes and what not may be right with it or whatever, you see. So, he sum ups a good observation and questionable honesty, because he might make you bet on a wrong horse so he takes your money, you see.

And may be in this case number B it would be a guy who is generally honest as long as he not influenced by his mother or by his boss or something and then you can start seeing - start saying what they want him to say.

So, then you can write, oh, sorry, rate the data itself as to be first hand, well I could say what plus points time, place, form, event in.

Remember, this does not mean the data itself is a plus point, could be out point data. It's that - the data itself was observed by the guy. The first guy it was observed first hand by whoever it was. And he gave the time, the place, the form, event even if it was out point. He said: I saw the guy lying, right in front - he was lying to that other guy. He was telling the false datum to the other guy. But it was three o'clock in the afternoon, I just noticed the clock there, he was standing on the corner of these two streets, you see? The guy walked up and

they talked for five minutes and I heard him say - you see - good observation, plus points of the time, place, form and event.

And this would be sort of what we call it second or rumoured data. No guarantee of accuracy. In other words this was not data the person observed himself. He heard it from another, and you don't know how many people that person heard it from. Ok, and then you have in-between there a little gradient, this might be second hand, second hand but told, but reliably told. Or... In other words the guy was giving you the data, says: I was there when he told me about this and I even took notes and I recorded it on a thing, you know.

And realize, it's still does not – this is not out point, plus point, you still don't know whether the data is true or not. You don't know whether it's true or not. But you did get the data correct apparently from somebody else. And then this would be like first hand but on via or for knowledge of area.

There was the person himself who was giving the data may have seen the event. But he did not understand much about what was happening in there because he's not an expert and say whatever they were doing with a gun and or car or having it with a auditing, and so he reports, you know, they put a box on the table – one guy said and that said and that said – I think they were putting electric charge into the other guy, may be hypnotising him.

See? Well, he did – he did observe that, but he could not interpret it right, you understand.

Ok? So, this is how you would rate data sources and the data itself as to it's – now, this is not – remember, this is not yet whether it's outpoint or plus point, this is just a rating of whether the data is valuable enough to be used in the eval or not.

Because if you add it into your eval from – no matter whether you trying to find the plus points or out points, if you have a dishonest poor observed, poorly observed data and it's questionable accuracy, it might throw your eval off, you see what I mean. In other words, in other words the data itself could be irrelevant. It's not part of this eval. It might be an eval of the observer or the guy who gave you data you might get start a whole eval on him, but it wouldn't be relevant to your eval.

You know, you've always heard people doing this when you trying find out what happened, may be with a kid fell over on a bicycle or something, you know. And you're trying to fix up the scene there and find out what happened and... And a neighbour's kid comes over and he says: I glad that happened to you, you know, because you stole my toy – my toy this morning. Well, that may be another eval of what the overt-motivator sequence is on these two kids. And this kid is trying to get your attention and say – You see that happened to him and pa-pa-pa-pa he stole my toy. Now, in last this kid had thrown the rock and knocked him from the bicycle. But you don't see any bump on his head or anything, this is... This is irrelevant to this eval of handling the accident with kid and bicycle. You see, because if you add that in, if you add that in, you might get into the idea of agreeing of may be it was karma or the overt-motivator sequence and may be it was a correct thing that kid got hurt. So the kid 's laying there, and he needs a tough assist and the parent picks him up and start beating him, you know, for stealing the kid's toy. Or you should be doing contact assist and keeping everything quiet and you are yelling and screaming at him – ya-ya-ya-ya!

So, this is a way you can rate the sources of the data and the data itself as to its quality, no matter whether good or bad data, no matter whether its plus point or out point data, but just how valid is it, how relevant is it to what we're doing.

Now, there is an interesting other use of this rating system. Because generally when you're investigating an area you coming into it from outside.

So you only get the outer data, the outer fringes of data about it. Nobody's going to come forward it better sole to you and tell you all the truth about this town for the last 100 years. All you hear is the comment of the store keeper, or the fact that he did not give you back ten franks in your change, you see. So, there is an interesting thing here that you're only getting poor observation and possibly dishonest data. D. And it may be 4, D4 data, which is second hand or rumour data – got to question that, because the guy says – we hate tourists.

And he got to tell who 'we' is? That as easy – got to tell you who WE are. When you ask him – well everybody around here hates tourists? Well, the trick is, and you learn this from HCO investigatory tech. You attempt to get specifics and improve the data itself and the da- and the source of the data by walking backwards on this way.

In other words you break down the generalities of this and get the next two on a line to go talk to. In this case of D, as I gave in an example of a shop keeper, you could say – who is your boss? I want to talk to him.

So you get now to the next guy, you still don't know whether he is honest, but you have the next level...

Then on the other side here, on number 4 you can bring it up to this, but – by getting up 'who told you that?' or 'who else says that?'.

Give me a specific of everybody or 'we'.

So, you realize, that this guy is D4. So, you try to prove your knowledge of the area to evaluate it by getting up to at least to C3. Then may be you get up even to a B2 and then A1 and you get all the data you need for eval. Now, it does not mean that A and 1 go together all the time, because analyst could observe and can hear this rumour data and a questionable accuracy, but he would usually tell you it is, so you would mark it out A4.

And even this guy D could give you a 1, you see, he can even say, well the reason is my boss comes and puts a gun at my head and say, you better chip at least 50 tourists today. That's true, I mean, he really did, it was first hand and he got right there. Translator: I did not understand a word. Chip – cheat, trick.

In that case you can figure, it's a pretty criminal town.

Anyway, I just want to give you that as a system you can use, and they use in Intelligence Services and the ex- the old GO staff, but rating of data sources and the data itself. Okay?

How do you like that? Never heard about that before, did you? Or maybe some of you did. Yeah? Oh, good. Well, we got it in a Policy Letters and did not take out of the book. *Male voice: Huh?* He did not taken out of the Volume VI? *Male voice: I don't know...* New Volume VI? *Male voice: ... separate, separate...* Separate! Ah. Separate, yeah. But I did not

see them though in the Div VI volume. *Another male voice: No, it's not the same.* Not the same. Yeah, so it's extra policy in other... okay. Well, that was specifically for people doing those kind of missions. I suppose it would be useful to use in a public relation survey technology, so it probably was put into there in one point. Okay. Uh! We are back there...

Okay, that's another useful thing you can use for logic in life, so you don't get fooled, tricked and loose some of your money in odd places.

Okay, now, since we are on the subject of intel a little bit... There's a little group of a areas of expertise that you should have on your personal org board of life. And LRH found that those three sort of go together and he gave a lot of this to the GO to use in their own divisions.

Now, realize, realize that this also was misused in some cases just like the ethics tech was misused and the tech was misused, well, sometimes this – this sequence was misused as well.

We are talking about here is a part of a logic to make sure that when you put a product or a service or promotion of any kind into society or into the dynamics, see, here you have a public out of your, say, in one country or another. But people, they might want you service. And you have your product here. Or service. Now if you - if you just introduce your product and service into that public without any evaluation you may get a lot of trouble.

Remember the example I gave in Sweden, the girl wanted to introduce the product that selling e-meter and telepathy into the medical profession, alright? Thoom! Right in the crazy house. Obviously, she did not evaluate the area.

Now, how do you evaluate the area? Well, intelligence is first to be the gathering of data. Overt, covert, or as they say in the now – what they call a special branch of special services special fares – garbage. I mean, they look in the garbage can to get data. Overt data is data that you can get by normal means of talking to people, reading it in a newspaper, reading people's letters if they want you to, what is allowed for you to have. Overtly. Ah, even looking in the records in the government and so on like that. Or newspapers or libraries – any source that's open. Now, covert is the next side down where they usually use public or what they call private detectives. You know, when you find, your male was opened and somebody photocopied it and put it back in envelope and, you know, or you r house was broken in and they took this and they took that or they cut pictures of it, it's covert, it's against the law, in other words it's against a normal rules of the game. Or with the, or with the long range telescopic camera, you know, looking through your bedroom when you at night when you are in the divorce case.

It's violation of some rule of the game, some law or some aspect of your privacy.

And this garbage is what you have thrown away but may be useful to someone else as data, you know, you throw your letters and things like that. Now, in a copyright case for instance, you get spill the coffee on a photocopy of some copyrighted thing and you tear... you know, just crumple it up and jus throw it in a garbage, aha.

That could become an court case, because somebody picked it up out the garbage can.

The way that most intelligence agencies handle this one to prevent that from happening to them, this called shredder ... You can't just depend on this one or this one, you got to do them both. You cut it in little-biny strips and then you burn it.

Remember, when Iranians to go into the American Embassy 10-15 years ago. Iranians too the Embassy... Do you remember the story there, they got all of their expert peasant carpet weavers. Expert peasant carpet weavers. The Iranians, yeah, they bought them in there. They took all of the bags of sheds, you know, and they put them out at the courtyard there with all this paper. And they worked for days, you know, putting the little strips back together. And they found out ALL the secrets of the CIA operations in the Middle East. And you could go to the Iranian Embassy in any country after that and buy complete copy, because they then they photocopied what they put together again, and buy complete exposé of the Americans CIA operations in the Middle East, and now they were directed against the people of Islam for a misery sum of fourteen dollars.

And you know the big fear of the western countries and the whole intelligence service, the whole press and all over-controlled media, was that somebody would published this in the US – in the West, and they get everything they could to prevent those copies that were being sold to get into the handle of anyone in the West.

They photographed everybody going in and out the Iranian Embassies, they went into to buy copies and destroyed them.

The Iranians weren't too stupid, they will only sell one copy to one person, that's all. *[laughter]* I mean, they spent a lot of money trying to keep that stuff from getting into the papers or something.

A lot of pressure was put on a lot of people. So, there is an interesting, an interesting example or garbage intelligence.

Okay, so, okay, so, using some of these, you don't have to do any illegal things, you can do a survey, you can find out what people in here, what their reality level is. And what the legal situation is in the area, what is considered crazy, what isn't crazy, what's against the law, what isn't against the law.

What people consider good public relations, what they consider bad public relations, what their image is of a product or service or a business, and conduct your product or service in based on data you get from intelligence to use the correct PR to protect yourself legally.

Now, realize, what we're talking about here is a evaluation BEFORE you actually do the product or service. This is not what I was talking about this or that, going up or down, you haven't even started yet!

Tech comes later when you IN here delivering it from product or service here. Then you have it's either going well or it's going bad, if you need eval to find out why. Okay?

Now, a lot of that depends on the quality of your product, the viability of your product, how trained your people are that delivering it, and how good your reception and your salespeople are. Yeah, and how happy the people with it and how – how they exchange for it? Do they all owe you the money and you go broke, stats go down because they don't pay you

for it or what, you know, it could've been you moved into the area, there no one have any money

Well, you should've find out that first by your intelligence. You know, I can tell you that right now, we use that, you use, use it in life!

The reason I'm giving a lecture here and not in England, we suppose that English have having this level which right now at our public, anyway, believe that the price for a live lecture, for spending over two days, eight hours and so on like that would be about two Pounds, English. *Translator; Is that personal for you or...* No, that's what they charge to people to come. I mean, this is about a hun- well, about hundred and fifty Swiss Franks for the whole thing.

But I – I paid over it in gasoline just to get here. So I mean, I don't get nothing out of it, I don't even, I got to pay for my own food, I got to live.. why would I go? And they probably will say: Well, anyway, you don't get all that anyway, because this took we have to hire the hall and we have to have a coffee, because the guys won't let us to have the hall unless we have coffee and that's gonna take at least one and a half pound, so we can give you fifty p, fifty pence. [*laughter*]

You see? So I would be doing this with no exchange, out-exchange from the English public.

So, that's why I'm lecturing here, not there. I already knew that was their act-havingness level on being able to have a lecture. That's why you don't get English video recordings of my lectures in England. Okay, but perhaps if they go getting together and each put in one pound they could buy a video tape of this lecture. And have it in somebody's house, you know. Okay. *Male voice: They can always cut out this...* Yeah! Cut out this sequence. That's good. Omitted data that would be in logic in there. So, they hearing the lecture of logic in life and then they making it illogical by taking out the point which applies to them.

Okay, so, that's important. Now, just one other little point I want to make, and that is useful in your life and you are probably already know this.

It's also called the Tone Scale. This helps you in evaluating data sources. Let's just take the point – the part from four to zero, because it's where you find most people. In fact we want to draw this position of – what you call them – distribution curve of it would probably be more like this. See, there is a little slump in fact down here, lower lump. [*laughter*]

The pick in 1.1, 0.5

You see, so, your reliable data sources like above 2 and conservative and 4 and mild and strong interest – these guys would be pretty much in minority in terms of what you would run into in a normal civilization.

Now, this whole block right here, this whole big... it's also indicates to you the progress of the game. Because we are looking at, you know, let's say the GI start around here, VGIs up here.

We don't have many people that are winning in the game, you see? This is, I mean, we are looking at, okay, we have... wow, do you see what I mean? There's not that many that you gonna find out that are really winning Now, remember, the 1.1 can have a false 4, he can have the smiling, but sticking the knife.

A lot these people... a lot these people to survive have taken a social valence. Which in most countries is a valence is a valence somewhere around this. Conservative, a little interest here, and not so much there.

You see? And, so it's a so- but it's not a real tone level, it's a social valence. And remember also that – remember those false triangles I told you about – Status, Control – oh, Status, Conforming and being Monitored all their life.

So that also give them a sort of a valence to be in, right. And it might be in addition to the social valence of people say – oh, that's how they act on television, I got to do this to get along with this. They want to know –don't want to know I'm afraid all the time or I'm trying to hurt people all the time or I'm in grief or whatever. You see?

See, what I mean? So they make a false valence for themselves based on a false triangle, which keeps mixed up with the social valence that other people are doing they got from their father or mother or something. Or the teacher at school or somebody.

And so it looks like to the untrained eye that most people on the planet are ok, they sort of doing their thing and they are all somewhere around here three point up. And if you have people on Tone Scale Course, that's first thing they going to tell you – oh, well, it looks like everybody are very conservative in this country, you see, and, yes, everybody's says it's conservative and everybody acts conservative, so I would say, our country is at three point up.

But you as a person, who is trained in the basics of Scientology and auditing, TRs, know, if you talk to one of these people, I think I told you this in an earlier lecture, you talk to one of these people here and after they tell you about the weather and how nice the food is in this restaurant, all that. They kind of – they kind of get that you are listening and you are acknowledging. And it only takes a few minutes, and all of the sudden they are way down here tell you about how sad they are, because this happened and it's all terrible and life is terrible and all these problems and they are afraid of this and they are freak about this and, you know.

That you audit their case, in other words. Or they are angry about this and bla-bla-bla.

So you get, you get them falling to their real position on the Tone Scale after getting nice sort of session. Session atmosphere.

And that's what Scientologists been doing for years, they are trained to spot – Oh, there's the social tone, and there is the real tone and so on like that. And when you do this a few times, you'll be able to draw this curve and see it's that down here and aren't so many really up here. You also have people that not only at this social valence, but some all the way up here pretending enthusiasm all the time.

They, but they grate on you a little bit, because, I mean, they are always... everything is happy-happy-appy-yappy-yappy-yap-yap-yap. [laughter] Usually with those people you can just say, Wait a minute, sit down here a minute, what's really wrong? [laughter] Aaaaaah!

And they cry right away. I've been putting on a brave face, but I really, I'm wrecked, you know, my husband left me and za-za and my children in a home, but I can't get any money and bla-bla. Yeah, does come. Because you notice they are enforcing that tone, you see, to put a valence up over this a lot of counter-effort in there, in the- in the case, you see, to make them down this far, so a lot of counter-effort there, so therefore they use the effort to push that back here and put this other valence up here.

So, instead of finding conservative or enthusiasm you would find like an enforcement of it. So, they at least little pressure one way or the other and they pum drop back right down. You understand? So, the tone scale is very useful in evaluating.

Even tone levels of individuals or tone levels of publics you may be interested in selling or giving a product to. Ok? There is more you can study about that in the books you can buy at the Center.

All I'm doing here is telling you how you can apply it. In your life and may be make your business go better or the personal relationship. Ok. Now. Sit closer there. Yeah, we talk about fifth dynamic in here. *[laughter]* Ok. Hey, that's good. We are coming toward the end here where I want to get to the important point of showing you how all this what we been telling you how you can organize it a bit.

Ok. And that is again we go back to some things that LRH wrote. And this is about in the green on white he talks an org board. Yeah. Now, he used it for the organizations. But there is a policy on it in Volume 0 Which is very interesting. I think, it's called Theoretic Org Board or something like that. You find it in here, it's toward the back. Talks about how this org board way in use in this sector, in this galaxy for many millions of years. Many millions. And say - and the only problem was it did not have a Qual. Well, it only had six divisions and it should've had seven, put a Qual in there, see?

And he also mentions that everyone has a personal org board. In other words it's applicable, applicable, it's applicable to a person's life, to an organizations, life, to a life of a large government or a large planet, it will expand to have millions of people on it or just a few.

And you get from this that it's a pretty important thing and it must be something if not a game basic it's very close to it. So, the thing I want to do as a last part here is to, you know, from my own - I mean, I know a lot of policy I not going to give you, you can buy them in the books and you can read it all, study it all, use it all.

That's alright. I just gonna... I just gonna go through division by division and tell you some of the ones that I think are very key in application in all areas whether it's personal, organization or planetary in, in life, in all areas, you know, there other - there are others. But I just can see these to be really key to know and to help you out with, you see?

Ok, let's - let's do it like this. We have here department - division. Division one, department one. Now, this is called communications in LRH's orgs - Hubbard Communications Office. This is the one that is in charge of setting up the comm lines and the establishment of the organization. Now, the First Department has to do with the personnel. It's a very good policy in there, I mean from what we've said before you probably already guess it so on like that, but that if you going to have personal working for YOU in your org

it's best, one, to have them above 2.0 on the Tone Scale. Because remember in Dianetics it was put - above 2.0 is survive, below 2.0 succumb. See, it never it never really stats.

Viable - not viable. So he you want to have always problems with the business going down this way enviable then just a lot of people in there that are below 2 - it will do it. If you always want to be doing the out point eval then stuff a low tone people in the org, you'll do a lot of them. So, in this context what we are talking about logic in life that's very important. You see, it applies to every dynamic. I mean, why not you come on the second, third, fourth, you are including more and more and more people, other individuals into your sphere of operation. And you got to be in close relations and in comm with a lot of these people. But you got to select which one you are going to deal with, because you are at cause over what you are going to do on your dynamics. So, that's one of the criteria. Now, there is another policy, which is interesting, that if you have such a big organization that you have a personnel who does this, a personnel officer or hiring officer or whatever you call them here. A recruiter. Yet, whatever you call it, that, THAT person who only recruit people for you at or below the zone tone level. I thought that was very interesting because even though you are getting people above 2.0 if you put the person on this post you better put the person on there that's at 4.0. Otherwise you won't get - from this guy you only get people at 2.0 and below.

A lot of businesses do not know this. A lot of businesses do not know that the same datum applies to a receptionist, to his allowing customers coming to you into your business. It's even worse in that case, because now they are only letting in the customers who are below their tone level. And the rest they ARC brake and send away. So, you put a low tone receptionist, you know, the person, the girl welcomes them into the business or whatever and you will have all the people doing business with you who are low tone, right. They are on anti-survival, so they won't have money, they won't pay their debts, they cheat on you, they lie to you, you see? You see? Simple, so simple, so easy to apply.

You are introducing a whole situation into your business by not following one of these already evaluated Policy Letters. So, that applies to any person who is hiring or any person who is welcoming people into your business if you have that kind of business. Okay. Interesting. So I thought that would be applicable in life.

There's one of the criteria that you should know about personnel. Regardless of tone level they should also - uh, let's put it - any staff member should have a clean needle on help. In other words what we are talking about here is if you running an organization or any kind of group if the person has charge, a lot of charge on helping, or any charge, any charge on help and they are going to be trouble in your business, they are not going to help! All of the time! They might help only when you watching. And when you don't watch them - they don't help. Or they might help you by breaking your machinery. Or misfiling you files, or loosing things like money.

Now, if you don't have metering into your Establishment, you don't need - you don't like to check it on e-meter, you can actually ask them to do certain things that would be - would help.

Or ask them how they would - how they would do in certain situations. Requiring help. And see how they answer, see, how they react to that. You see, what I mean. You can

check it out, you can watch, see, observe, can they help or can't they. Is there aberration on it or not.

Okay. So, those were, I think very important in selecting people to work with. Alright? Now, Department Two. Communication Department. Well, the interesting policy I thought that you could utilize in that would be: Don't use a broken comm line, find another.

Now, simply stated like that, says: Yeah, okay, yeah, if I don't get him on telephone, I call his friend and see if he's at home, or I write him a letter or something that simple, isn't it? You see, in this day and age there's many ways comm lines can be broken by the government, or by the phone company, or by the post office, or by the person themselves, by their family, by somebody else monit- using the telephones all the time or.. you know, there's plenty of ways.

But it's does not only mean the line itself if you trying to get the terminal A and something broken here and you try to find another one here to get to A, you see, like the post or get the – get another telephone number from a neighbour to go and get A.

Now, it does not say you have to use another one to A, that's what you got to realize, you can use a B over here. See?

Aha! So, for instance if you are having a list of people you're trying to call to get to come to the event or to pay their bills or whatever. And if this line does not work, I mean, if you get a busy signal or no answer, you can still go on and do the next one. But that's a simple idea of using it in a system to handle a certain thing like bills paying or inviting on to the event or a party or something.

But suppose you trying to get something important done like a mission or some vital action. Maybe some subcontract or making a part of your product that you got to get out, you know, a making a photograph that has to go in your book you are publishing, anything like that.

In this case instead of using A you can use B. You don't get, don't get fix to A, because if their line is broken that's gonna add time to your product. Every- every situation where you adding time to the production of your product is time that that product is not on the market to be sold. And just because you waiting to this guy might have to wait for two weeks he's back from vacation, then he makes the photograph. You've all had situations, you've all had situations like that occur when you tried to get something done with business or company.

Well. Look at the application here, maybe haven't seen all of it yet. This means in your personal account department you better have a list of the telephone numbers, the addresses, and not just one supplier for each thing you have, but about three or four supplier for each thing you need.

So you cannot get stopped in putting out your product or in contacting your customers. If you don't have that possibility, and I'm talking about not just the phone numbers out of the Yellow Pages. No, I'm talking about you or somebody has gone to that company talked with the managers, they know, you know that they could do your job, they know what your job is and that you will call them if you need it. You understand, you have terminals there. Yeah, these terminals.

Okay? So, that means you have such a thing as files.

Remember, before we had a logbook there, so you could keep the sequence of the time, place, form and event. Well, that can go in here too, because that's communication about what happened when. But you can also have your list of all your suppliers, all the public, all the various names, addresses, telephone numbers, telefax numbers, everything you need to get the anything done at any time. Okay? That's good. And if you go on a trip, a business trip or something like that, maybe you ought to have also a copy of that reduced down, you know, so you can put it into your valet or something. And then you have it with you all the time. So you have your comm lines with you as you go.

Because one of the broken comm lines you might find is calling back to your own office after you left, nobody answered a phone. You know, the cat's away, the mice will play. Especially if you did not put in these policies here and they can only operate while you are there watching, and you go out the door and they all go: Ah! Let's take a holiday, the boss is gone. Let's go swimming or... You got to know a lot of stuff to survive in this game.

Okay. So, now we have the I&R Department. Yeah, I see what - what I picked up as nice one for that. Oh, yeah. These guys also handle Ethics matters, keep Ethics files. So, these were the knowledge of for your personal org board, but the knowledge of ethics conditions comes in. Man, right now we've already talked about, you know, upward and downward situations and what to happen if you don't use the Tone Scale in selecting personnel and all that, you can get these situations going down or...

So you must know very well, in this game, at this time very well the Danger and Emergency conditions.

We've already talked a little bit about part of a Non-Existence formula where in the other case before you moved into the area you find out what they needed and wanted and what was legal and what was okay.

And, but when you in business these are normally the problems you will have. In your unviable downward conditions this is a sharp graph and this is a shallow graph. Level or down. But the level does not stay, it always either goes down or up, depending what...

But this is also, not just by statistic, the Danger can be when there is a missing person of the Org Board, somebody not there to handle it, as I said. There is a broken line or broken terminal. You know, huh... Mary Jane was just taken to hospital with stomach ache. And she was the receptionist. So, how do we handle that? Who do we put there? And later on: Why the hell did she get the stomach ache? You know, it was some guy came in, he was below 2.0, and gave her a piece of candy that was not good.

Yeah, a low tone person. So you have to know these conditions very well. And this would of course by-pass and handle. And then reorganize the area so it does not happen again. I mean, you might intro- to welcome in a next two customers and then you get somebody else there that will do it. And you got to handle all the danger in the area. You know, the stomach ache, Mary Jane, and all that. And then later you have to have results of all that data and investigation and adopt a firm policy so it does not happen again. See, because it was a down condition in that area.

Now to adopt a firm policy what you need to do? You need to evaluate. As I told you before, all Policy Letters are evaluated from actual experience or from Data Series Analysis. So, you would adopt a firm policy, you know, if the receptionist happens to go off post than that person over there always moves in and a report is given to me by this guy so that I can come and see that that person is there to handle, you see.

And you also know two other people who work in a factory who could also do the job. You also know two other people back in a factory that you can change their close there quick and they can do the job.

So, so that post got to be there because it takes the customers in. You make sure that all the guys that were gonna hold it were free needle on help, above 2.0 and recruited by somebody that made sure that they were okay.

Now, emergency condition not quite as serious, but, it's interesting. This, LRH says the first thing to do in that is promote. He looks out it as a levelling or down trending of the statistic. Not this abrupt where you can find exactly why it's happening, but the first thing to do is recoup the loses.

See, it was usually going okay up like that normally, but these levelled off.

Simple, I mean, you know, the car factory, there were 20 cars came out last hour and only five came out this hour, what happened?

You know, what I mean, so, okay, so it's levelling off so you got to promote so you actually increase whatever, whatever this is measuring, you actually have to put some personal either verbal or written or any kind of promotion in there that makes things increase

Now, while doing that you might find the real reason that it is doing this. You see? You might find that in the car factory for instance they ran short of a part. And the cars coming out are only the same as the measurement, you know the stats are the same as measurement of this specific part coming like the steering wheel or something, they can't make the car without the steering wheels, they all backlogged. And you go back on that line and you find out that the guy who drives the track to pickup the steering wheels from the sub-contractor, he got a stomach ache and went to the hospital. You see? So you better promote to the factory over there, say: Look, we give you extra thousand marks or something you drive your own track over with a steering wheels so we can keep the line going. Or if the guy did not wreck your own track when he had a stomach ache, you can get somebody else to drive it, promote to him, say: Look, you gonna get a bonus if you drive the track – you do it, right?

But in general, if you don't know where it's coming from yet and it's in business since in other words the customers are not coming as much as they were or something.... Oh, don't just think it's because it's a football game tonight or because they all stay home to watch the World Cup on Television or something. No-no-no-no-no. You grab a few people and get them on to the telephones, and these addresses and telephone numbers you have here. And you call up your customers and you say: "Hey! We giving a special offer today, you know: you buy five more of these things and we give you coffee at the same time and we give you tickets to the football game. You know, and the product you selling costs a thousand Pounds and the football ticket costs five Pounds, so, that's great! See? And they come. So you can reverse the thing. And while you doing that you might find the real reason that the customers did not

come. And it might come back to this area. Because you could have in your organization or on your lines third party. Another car company, you know, not Mercedes, but may be Audi singing over some guys: You know, this year Mercedes is bullshit, you know, we are much better car over there. Or you might have SP on the lines, who is invalidating all you staffs, say: Hey, you are not getting you Christmas bonus this year. Or: I've heard they gonna lay off ten percent of the work force and your name is on it. And you might have some of your staff roller-coastering because of this, you know, the guy: Why should I work here after they gonna fire me, you know, bla-bla-bla. Very interesting, huh? They all fit, you see, bin-bin-bin, bin-bin-bin, back and forth dealing with the players in the game at this time you run into all these situations. Now, these are gradiented in the effect on your organization or your org board in this direction.

This is more powerful and this is more powerful than that.

Because of PTS is just roller-coastering he'll do well in the presence of theta and in a presence of enttheta he does falling.

Well, you can handle that by putting more theta into the area and you might find who's making them do poorly, which is the SP is normally invalidating the games the guy got on this cycle.

The boss just gave me a bonus this morning! See, one of the stable datum – the boss just gave me a bonus this morning. SP comes along, says: That's because you're on the list, you going to be fired next week. [laughter] You see? But that's between both this person is very much effect anyway. You see, they are not stable, they are not have their stable datums right or something. They can take the other stable datum and go down just like to take the bonus and go up.

Now, why is the third party worse than that in cause and effect? Because it works on a basis of taking two ABLE thetans above 2.0 on a tone scale, stable. And giving them into oppterm situation. So, that they fight each other use their energy like that instead of working for the organization or making products or getting these curves going up. And they... And since they are sta- both stable and very able, you just lost their services to the company. And whatever they were in control of is now been neglected while they carry out their little war. And they never spot the source of it, see because this data has come to him about this guy, the data has come to him about this guy, they are fighting ba-ba-ba-ba-ba. They don't spot that there was third party. See, that can cause much worse effect in your company.

You see this often in business between labour and management. Yeah. In many countries you do have this, maybe not so much in Switzerland, but you do have this in other counties: labour and management, and if they were in somehow in different companies, you know, they were not in the same company, but labour and management is just executives and staff of the organization.

Yeah, they are on the same Org Board and they usually select the top manager here and the head the labour union here and they go blup-blup-blup-blup.

And there's usually some motifying that, you know, usually money or power or something like that. That's why in some countries more advanced on stability and so on, they

do a reverse third party thing in and they end up a guy called arbiter who has to be on a scene whenever this labour-management party... problem.

And if he's a good arbiter, meaning that he's not – he is not involved in either side, but he's called in as a arbiter, could be a lawyer, he could be an ex-worker in the factory and ex-manager in the factory, but he's out of it now, you know, he's impartial.

Yeah, so he could know with his knowledge pull out all these little datums that they saying about each other and decide: Oh, well, wait a minute, that, ha-ha, that is not the case, and he could get it all straightened out with communication there.

You see. I mean it could be that the labour preside had believed that rumour that everybo- ten percent were gonna be fired, you know, and they demanded that nobody be fired and not only that, but they give raise in pay, you see.

And the management says: We can't give you raise in pay, we already paying too much for hospitalization while just this week we had a track driver receptionist got stomach aches. Man, by this time you better call for the evaluator. Too many outpoints. You got? Okay. How can you apply some of that?

Div Two. Now, let us see, what I got there. Yeah, on this it is interesting, because a Div Two has in it normally the files, the actual files and the letters, not just the names and addresses, but the letters of all the contacts with customers of the organization. They can also keep the history and the data about the company, you know, the... old log books and things like that He can al- and have a reference library in there. He can also be responsible for collecting the exchange for the product.

The exchange at the moment if it's pass do or it's usually goes to the bill collections in the next division.

But normally the people who do the correspondence for the organization are in here, they have access to the files, the what the company's doing, what it's producing and they can know about that and they can write back and forth to the customers.

You know, send them brochures of a new models and so on like that. Now, these are the customers they know they had name and address off. These are the people that already bought your cars. You've already done business with them.

Well, do you know that in business, in normal business, this one the most omitted divisions there is. You look at you grocery store for instance. The grocery store. Yeah, you walk in there, you buy food, you go out, do it a few times, they never ask you a name and address or anything like that. Same with most restaurants, bars, same with most shopping centers. They never know who their customers are. If they hit downtrend they would never be able to find out why. Don't even know who to ask. And if they ever had to promote to get their income back up they would not know who to call! Now, maybe people, maybe they think that people resent having their name and address put down if they come in the store, but it does not have to be **monitored**.

They can do it on a voluntary basis, put your name and address down here and telephone number, if we have a special sale on some things or any kind of extra service, we'll... we'll let you know about that.

So, put in here... product services. So, you have customer handling letter correspondence files, history brochures of products and services, so you have all the things which enable sales to happen to the people you know.

So, that is a very neglected area in most businesses. I mean, insurance companies do it and the, and the car, the big car companies do it and the banks know who are their customers are, and all that. But most of the other business – they don't know.

Mail voice: But, is this problem solved with credit cards? Well, I don't know if the problem solved I still don't think they use that, I don't think they use it. I don't know. The businesses have to pay for the service of accepting and using a credit cards. Yeah, that's why you have to pay more when you use credit card and in some places they even give you discount for buying with cash, which is the other side of that, so.

I don't think that business itself keeps the names and addresses, the credit card companies, they keep them, baby, because the money.

Oh, by the way, one of the thing I wanted to say about this is that their best use in this, in this division of promotion is by results or happy customers of the actual products and services, so if they don't know who the customers are, then they can't find out if they had a happy result or a good service or whatever from the company. You see?

And the best promotion is number one – results, number two the word of mouth from the people who had the results. NOT television advertisements, magazine advertisements, newspaper advertisements and sending out junk mail to the houses, that is not the best form of promotion. That are the two best, results and word of mouth from the people who had the results, or from their friends. See? That are the best and the most stable.

We will get to Div Six later, but do you realize, that they spend millions on television advertisement, they spend thousands of pounds, franks and everything on sending out mailings to people, and they only expecting two to five percent response. Wow! That is a very expensive undertaking. You see? And some of the advertising budgets of companies today are incredible, in a millions and millions. And they do that mostly because they don't have this division in. And as we saw before they did not survey first of find out intelligence data about the public they were going after. So, instead of doing that and making their advertisements from that they hire some super status firm that gives them the chick advertisement on the market, you know, type of advertisement. Ah, this month you want your product advertised with talking animals, that's totally in. Next month: Ah, you must have your product advertised with beautiful girls in bathing suits, that's in this month.

Next: Oh, this month it's done with neat little plays on words and jokes advertise-make a joke type advertisement. Next it's with your product animated on a cartoon. Next month, oh, it has to be space stuff this month, you got to show it coming in from a far planet and exploding in a nebula.

This is... it's nothing to do, absolutely nothing to do with the actual product, the service, the survey, the public, and all that stuff. I mean, they make some very interesting ads, advertisements. Very clever. But, you know, I did not check backward with my own experience, I said: How many of those products do I buy? I'm not even interested in any of them.

So, I don't know, maybe you can do a survey, find out, you know, but how many people do buy products that are advertising these super chick, super chic ways. Again, maybe it has to do with a Tone Scale, may be some, some people are down the Tone Scale, they are getting a whole bunch of sales from them.

But if they are that much of the effect and other-determined they probably do just as well, by having authoritarian figure come on from the implanter side like a psychiatrist or something and just say: Buy this product. It's in your own best interest, I say so. He probably sell millions of them to all these people at that tone level and hypnotism and other-determinism.

Okay. Anyway, let's look at Div Three. This take care of the financial income and outgo and the reserves and the financial records. Now, you may think this is stupid but there is very important datum that LRH laid in in a Policy Letter in about Div Three and about company or even your own life

It's so obvious, of course, but when you look at how many people and how many companies violate this. It's absolutely incredible. And it's simply stated that income must exceed outgo.

Sound logical? If you going to do a good business you must take in more than it's going out, it's going out more, than it's coming in, of course you going down one of these hills again and you going to go out of business.

How many people violate that, how many companies violate that. Feeew. And once you've mastered that bit of logic, which many people have not, remember that, how many people are going deeper and deeper into dept, and they can't pay off, they have no assets, nothing and how many people going: You are spending more every month then they make.

Let's not keep it at a personal – how many governments are doing that? Uh? Thue. Look at your list of debt of nations, you know. Okay. America is at the top, by the way. Okay, the next one after you mastered that simple logical thing, the next thing is LRH recommends that people keep ten percent for reserves.

And I tell you, that is because of the way the game is at this time and how much interference it is, is in it and how illogical most of the players are. You have to keep reserves, because no matter how good you doing they can also always throw some kind of weird scenario curve at you where you got to have some extra money to in there to keep things going. On a personal or business level.

I don't know how many bankrupts this will cause in England by them introduc-introducing the pole tax, they just put in the pole tax all of the sudden. They caused a lot of riots and everything with that, it was totally bomb comes in as a new expense on everybody.

You see, it can happen. Those people did not have reserves, and most of them lost their houses because they could not pay the mortgage. Okay, so, that's what you need reserves for. It's always good to have those. Now, it does not have to be in money, it could cash, Swiss franks, it could be in gold, it could be in assets, that you could sell easily, anything like that, but you should have reserves.

Here's an interesting exercise for you, just take your last ten years of business, income making job, whatever you do. Add up the income you made during all that time. Divide it by ten. Look how much money you have in the bank and how many assets you have that you could sell like a house or something like that. And see, if you have ten percent. You see? Do I hear some people sweating? Huh, well. I tell you, this is logic, you see. You may need ten percent just to buy gasoline this year. If it keeps going up like that.

Now, see, there was another, another little point of the finance there. Oh, yes. There is a lot of good policies on this, on running a business, but in your life I thought you might be able to apply this little aspect of finance.

Based on my own knowledge of finance policy and my experience in Europe of the last five, six years, I found out that expenses go roughly in this sequence: housing or accommodations, number one. Huh? You got to change it? You can say: housing and accommodation. Then, housing and accommodation number one, number two transportation. You know, figure that out, cost of your car divided over the month and so, all the gas, all repairs, all the tooth, all the insurance, all the... Food and clothing. Communication.

Although if you do a lot of it this can come up to number three. If you use a lot of letters, a lot of telephone calls and all that like some families do, you know, bla-la-la-la, talking along.

Now, this accommodation also includes of course the gas, the water, electricity in your house, the rates you have to pay, all those things. And the type B which we call the movable assets, your furniture and all that stuff, although it usually stays there for long time, if you divide it into the number of years you use it it adds up to this.

No, transportable **bottomlines** in the house, which is the furniture and things like that. But divided over the number of years you see. *Translator: Is that for private?* Yeah, for person, business would might have another, they may have salaries in there and taxes and all kinds of things that come in.

You might also have, if you have children, you might have schooling costs and all things in there, but I'm just saying one person or two people or a family, a small family, these usually go in the order in which they have to pay things.

So, you can, if you figure this out, for yourself what it costs you per month you can make, you can make adjustments... oh, see, this is... say the curve the distribution like this, a lot of money for this and not so much and not so much, and not so much here. If comm is number four it would be sort of silly to cut down your comm just to save money. Would be much better to cut down on something to do with your house, you know, maybe renting of house is too expensive so you make a deal to do some work in it to lower the rent or you go buy house, that's very reasonable, or you move to place that's cheaper. See, this can creep up on you, I know in Germany the rents were creeping up like that. And it was far too expensive to buy a place. But all you could do is move further out into the country.

But then you need more expense for transport. The next thing you think you think about is learn to ride a motorcycle. But then you find out the insurance costs more. Oh, man, they got you to box, let's face it.

Okay, but what I'm saying is you can plan with your monthly expenses, your monthly income, you can plan, how to either better your situation in housing, by buying the place, by finding place out further that's cheaper to rent, by... well, in Germany one of the ways we used to do it is be very alert of spare booth tonight. See, because you... your house includes the furniture in it, but if you got a spare booth tonight, you can get all this free furniture laying out on the street. See? Start going to the flea markets.

Yeah. But. But transport... one thing you got to watch about these two I found out is that housing, if you own a house, it usually will increase in value. If you own a piece of transport, unless it's a vintage Rolls Royce or something and you keep it in the garage all the time, it'll go down in value. So I always recommend the people if they going to and buy car or transport that they know that the curve of the value of the thing goes down like that. For the first year it drops like 20 percent and then it goes down about five or ten percent a year after that. See? So, the best thing to do is to find a kind of car you want that just came out, you know, say, wait one year, and then buy used one. You just save twenty percent or more. You see? So, things like that you got to really look at these days because of the inflation, because of all the tax, because of the various price rises unexpected and so on.

Okay? And what it comes expenses we try to cut that down in the Free Zone by using telefax. It's actually sometimes faster and cheaper than a mail, using... using letter or telephone. See? So, all of these things can be evaluated individually and together to help your personal financial picture. And then you might have some more left over for entertainment. You know, taking the **go** out every year and going to the movies you want to see and all that.

But I tell you, people are going to be pinched by the economy the way it's coming, the way it's shaping up now, higher gas prices, more taxes you got more coming. Well, you are not on the common market, but the common market people have to have some more taxes by 92.

So, it's good to know, how to evaluate these areas. And apply some logic in your life.

Now, Div Four. This is the one who does the activity and production of your personal org board or your business. Now, I just have some hints on this which is based on policy letters.

And another... Department Ten here it's the prediction area, you see. To predict something you make a plan of how it's going to happen. So, you should very carefully plan out what you are going to do or what you are going to produce or how you are going to operate. So that, you don't come half way through a cycle of action and then find out you can't complete it because you don't have enough money. How many people's houses have you gone into and found a half completed project in there somewhere, you know. Or how many businesses have you gone into that they had a good idea, but they could not finish it. They ran out of money or did not have enough personnel or something happened and it did not get produced. Well, you have to plan these things out pretty carefully.

Because one of the things in a inflating economy, you have to do is stay ahead of the inflation. To do that you've actually got to either increase the volume of your production or get more win which may become increasingly hard, because the high cost of communication, mail and all that stuff. A gasoline and tracks to hold it around and so on. Or you've got to

diversify and make some other products that you can make more win with. You see, what I mean? Get into some other fields as well, so you secure your income at higher level.

One of the... yeah, one on the ways people do this in most common market countries is this, they take another job at night, a black work job. I mean, you don't have to do that, you can just diversify. You see, you can expand the amount coming in by diversification to the same customers maybe even, does not take anymore, just add 'now we have a new product here'.

New service.

Now, why I'm saying that is if you don't plan it well, you end up in the activity part here with half-dones, not-dones and backlogs, you have to have incomplete cycles of action.

Now that is the insult to the game. Incomplete cycles of action are what the whole aberrated game is made of.

Essentially a case is a series of incomplete cycles of action. We know that because you can apply process to it and the guy goes taka-taka-taka-taka-taka and he completes the cycle of action, has the cognition and all thing disappears.

You see, it was incomplete.

So, I mean, from one viewpoint you could look at the whole MEST universe as being a big incomplete cycle of action with all of the particles in it. And that's one of the things we are here to do is make sure that the game will finish because it can't finish without completing this cycles of action.

The real cycles of action, you know, when you start creating something you also at some point you as-is it.

So, don't add to the confusion and case of the entire game. If you have an incomplete cycle – complete it. Complete it. That way you feel better, you might find that it in some of these areas of the you personal organization or business organization, you start getting more flow coming in.

I mean flow of customers and money and so on.

By completing cycles of action you are putting yourself at cause over one of the greatest problems in the whole game that people can't complete the cycles of action because of interference and so on. So, by doing that you actually attract to you the more up tone, the more viable elements of the game. You understand? If you – if you not gonna complete some, don't even start it. Do something you can complete.

Now, final product or service in this day and age when the communication lines are so fast should be of very good quality. In other words the best tech you can put into it – do so. Not saying, that not necessary mean expensive, that means care, taking care to make sure that everything works right it supposed to work, make sure that the service is done, the cycles are completed, the plan was completed, you understand, make sure it's done professionally.

It does not mean that if you are making furniture you have to buy a high tech laser to cut the boards now. It just means that you got to keep your saw sharp and have a nice good pencil to draw a line to cut on that line! You see, what I mean, it's using the tools of your tray

in the best technical and professional manner you can. Okay? Good. I know that there are companies around that would try to sell you very high tech machinery to do what you can do normally with your own hands and your own knowledge. And you end up being in debt for this company for their service contracts and for paying off the machinery for years. So you better evaluate that to see whether it's really going to increase your production or your quality or just being expense.

Okay, now Div Five is this new division on the org board. Qual. Now, for that in your personal Org Board and in your business I would say the best policies I found out about in the Dive Five Volume, and that is make sure you take responsibility for any failed product or service, if the person complains about and it was done wrong, then make it right. Otherwise you see it's a not a good result, you gonna have bad word of mouth.

And that hurts your promotion. And your business.

I mean, I give you an example. I mailed five Teegeeak books. I actually mailed twenty five. Twenty of them got there. Five of them, all addressed to the Bern area did not arrive. We don't know who stole them or who took them off the line, or why the post office never got them or whatever. But I had to verify that the people who audited, did audited and all that I had that – I had... get them five more books. I printed off... I printed off the books but then I could not send them of 'don't use a broken line, find ANOTHER. So we had to mail them to here, to Vacville and then they had to get the guys and distribute them to them from here. Okay, so they were late and everything, but they DID get the product. I don't still, I still don't know what government agencies stole this things, but somebody, some people around somewhere here in Switzerland or somewhere in Europe reading five Sector 9 books, oh sorry, five Teegeeak books. I'm not mad about that, they should just make sure they send me the money for those books. And if they are going to remain out of exchange, I hope they had a lot of misunderstood.

Okay, so, taking responsibility for your product there is make good any failed product, right. Okay, and the next is putting quality control inside so that you make sure that all these cycles are going well and that your products are good quality. That way you have us almost information gathering cycle going all the way through all the time you can also spot out points situations coming on the lines of your organization very quickly. Now, if you want to get very brilliant you can apply from the Certificates and Awards Section, you can put a little stickers, labels or give certificates with these things that they are of inspected highest quality etc.

You know, a lot of products are sold on the basis of that alone. You see, you look at some of the bottles of whisky and wine and everything, it says: 'By appointment to the high court of the king' or something like that, it's like the king has approves that this stuff is good enough for him. Or, you know, they show a famous racing driver driving their car, you know, so it's like he has put a stamp of approval on this. He's certifying. And they failed to mention that they gave him a car and they gave his wife a car, and they gave his son a car and all that and he said: oh yeah, I'll do the deal for five thousand, yeah, okay.

But they did get that: Oh, wow, now, he certified that, that's good. I'm not talking about that though, I'm talking about you do it inside your own org board, so you make sure your own products alright.

Okay, now, let's take a Div Six.

By the way you can see why org boards did not work so good before without this divisions. They did not make good the failed products, they did not do the quality control, they did not certify anything as being good, so a lot of worsening could go on in the organization and then there is no way to correct it, because this does the correction.

You see, what I mean, these guys have to be a good evaluators in here. Be able to see the out points.

Now, we go back in Div Six here. You have the Public Division. Now, this is where normally you would get new customers from, now we talking about advertisements and promotion.

So, that's making your product known and well thought of. Now, this is where you have to go back to the other thing I was talking about because Public Relations is in here. We've already went through this cycle how it's connected to the intelligence, legal, surveys and all that, right? So, it is important and it's also important to do it precisely.

So, you have in the organizational thing here you can have in any business, you have a successes, well says by customers and so on like that.

From this you can franchise others, in other words if you running an org, if you've been training auditors and have then go out to also make more products in field.

And you could have field salesman or field staff members out there helping you get a new business in. So all this will help to bring a new business. Okay?

Now, we get to last one here. By the way, remember, this is just my idea of few things that might be helpful in your life and in your business. Here's a lot of good policy in there you must read it, if you to really master it all.

Executive Division. Executive. This is where the thetan at the top sits, you see, the guy who is running it.

Now, here, we have what we've been talking about before. The guy, he may be the source of the product in the area, he may be the guy who is running the whole company, he may be sitting there, but one thing he does have to know is how to evaluate.

He has to be able to evaluate situation, handle things with good KRC and ARC. Know how to put in the stable datums and eliminate confusions. He must know in fact all of the things we've been talking about, must be a good player in the game if he's gonna succeed.

He also must know all the things going on in the other divisions.

So, another thing that must happen in here is the rate must be planned, the rate of expansion must be planned. You can get in just as bad a situation by overexpanding too fast as you can from scenario knocked around you that make you lose money. Yeah, because both of them will cost you a lot of money if you expand too fast. And you can read examples of this in the press, I mean, this company, you know it bought this, it bought that, then it bought that, then it bought that, then it bought that, next news story – it's bankrupt. You see it? Like that. Expanded too fast.

A lot of reasons for that, but in actual fact the probably simplest one is LRH talked about is over-expansion. Can be dangerous to the basic organization you've set up because you tend to try to stretch the people you have already and use them in too many different places at once. And you may tend to use your own reserves and the money coming to your first basic organization to start handling the others with. Waiting to the final deal to go through and the stocks to be sold and the money to come from the other place, you see, the names to be changed and all that.

Meanwhile they start having the war in the Middle East and your firm, the firm you just bought a contract for five billion pounds with Iraq. Now they can't get paid. Now, the people had supply to the materials and the basic stuff to sell to them are asking: Hey, where is the money? Where is the money? Where is the money? Pooh! Bankrupts. Not only the new firm, but of the old one too. Because you bought the new one, it's now part of yours.

So, one thing LRH tells you in policy, if you have a new area of expansion, a new area of expansion in an org or new public or something to take care of – put it under a separate organization. If it's small or it is an pilot project, but keep it separate, don't let it... Don't let it mess up the operation you already have going on.

So this would also apply when you diversify to be de-inflation. So, you decide, you need, now this is product 1, you decide you need product two, it starts off a little low and then it starts up, but if this contacted with this one the stat will go like this and it make it to go up, and suppose this one does not go and it starts going down in your... if you put them together it will go like this and bring you own stats down.

Where is this one if it starts to go bad, you can just terminate it, end cycle on it or sell it or whatever. And this one still left okay. See, you got to be using that principal when you diversify as well.

Yes, the other thing about expansion. The next... the probably most important thing about the expansion is HOW do you expand as a thetan controlling these areas. Now, here is your area control, say, with your org board here.

Alright? I think problem with the most important thing that LRH taught there's totally at variance and different from most business stuff in the world is that most companies in the past have tried to expand by putting force down this way. Trying make this bigger and bigger, see more people, more people, more people, more product, more product, more people tight control, the more product the more tight control you need.

So finally get the old dictatorship.

Now, LRH, if you read about how he progressed by reading the policy, by reading the history of what he did, you know, he did not do it THAT WAY. The way to expand is move off the top of the org board. Hat somebody to do that post as a replacement and make, create a new org board senior to that. Which may have several orgs under it... or it may be and this just becomes a one division of a new org.

In other words this is the way to expand. It's called a Power and Power Change formulas, huh. You hat this guy to come here and move up and take a higher position.

This is not the same as kicking you upstairs as you hear about in business. It is not the same as golden parachute which you hear about in business, you know they pay you a lot of money and you just jump out.

You utilize what you have created here, turn it over to somebody who's competent and now you have this operating and you may also have another part over here, you have another one operating, another one, another one, another one. Or you use this as a one part of a new org board. And as soon as you feel any pressure on necessity use effort to hold everything together you just put the guy there: Okay, you run that and we move up here another step. See, you train these guys to evaluate too and all that, see, what I mean?

When LRH says: 'Turn over the hat', he means everything you know about doing that. You see? Now, you probably might not have heard of that and you probably don't believe that that will work, because it's not known in the society, guarantee.

But I wanted just draw you attention to one thing. I can prove it. LRH did it for you.

All the time in this whole lecture we've been talking Green Volumes, Red Volumes, Legal, Intel Tech and the Data Series Technology. That was Ron's hat. You can buy it, you can read it, you can study it, you can learn it, he turned it over to you.

And that is why the whole thing did expand and why it's still expanding. You see? Just look at the Free Zone within the last year. We've had some our people are doing projects and so on, getting worldwide television coverage. Doing things that much larger and richer the organizations could not even do. And handling situations that again much larger and more richer organizations could not do. And finding out more about the game, and finding out more about a life in general and what's happening now in the scenarios and giving it out to people so that more people know about the game now then probably ever before.

And doing research and piloting a technical areas that most scientists and other people only think might happen in a future sometime, if things go well this century and we don't all get killed. We are doing it now. Without all of their resources and government project help and grants and all that, we would doing it without all that.

Why is that? Because when LRH moved off the post he turned over his hat. He's working at the galactic level now, but he's turned over to planetary hat to all of us! We have them. It's very simple. You can expand! It's quite alright! You can get fun, wins and acceptance in the game. We can overcome the interference. We already have. We just now have to apply more and more on the dynamics, to the other people who have not. So, do you realize that all the things I've talked about in the whole lecture were all based on my training, my experience, my hatting by LRH and now I trying to turn over this all to you! In a usable form you can use for your own logic in life. And both LRH, Elron Elray and I wish you success and viability with it.