

On Auditing: How to Succeed/Fail, Assess

A Lecture given by L. Ron Hubbard
on the 13. December 1952

We talked about auditors and uh... carrying it through. This is the second afternoon lecture, December 13th.

And there hadn't ought to be any question now about how to fail. I hope I've made this very clear, and those who wanna fail with a preclear can take careful note of this. You make him prove that he is doing it, you uh... invalidate him by looking very questioning whenever he tells you anything. Uh... you uh... try to convince him what's happening and you... you figure out for him what's occurring. And uh... then you upset him as to what he's doing, very badly. And then you kick beds and things – kick the couch or something of the sort. Or you drop an ashtray or something, just at the right moment. Or – and this is the best one – you try to make him agree with the real universe.

He gets out and he says, „Well, I don't uh... see the room very good. I don't see the room clearly, but I do see the room.“

And you say, „Well, do you see the ceiling? What kind of a ceiling is it? Oh? Well, I'll tell you – you're really in for a shock, because uh... well, no, we won't tell you now. Just look at the ceiling.“

Yeah, this is the way to fail. This is the way to fail. Give you a good road map. But I'm more interested in giving you a road map to succeed.

Now one of the best ways to succeed is to do an assessment on your preclear. And this is the first entering wedge of something that should persist **ALL THE WAY THROUGH EVERY SESSION YOU EVER GIVE ANY PRECLEAR**. Find out what the billy-o he's doing! And when he says something, find out what he said, if you don't understand it. And if he tells you something peculiar that you don't immediately grasp, find out what he told you and what he's talking about.

You want data from the preclear. You are not a machine gun, simply firing at a preclear. The whole operation of auditing can collapse with a dull crash if you insist on a one-way communication channel from you to him. Find out what he's doing. When you give him a mock-up, did he do it? Wait for his 'Um-hmm'.

When you say, „Fill the room full of skulls,“ don't immediately say, „Now turn them all to babies. All right, now move them all downstairs.“

He says, „Just a minute. I’m trying to get one skull.“

You say, „All right, now you got them downstairs? All right, now move them all out into the street.“

He says, „Wait a minute,“ he says, „I’m trying to get this one skull.“

And you say, „Well, now, that’s fine. Now let’s take the building down at the end of the street and let’s turn it on edge and fill it all full of those babies.“

The guy is already all keyed up and you giving him load on load on load on, until he goes straight into apathy. The fastest way there is to drive a preclear into apathy is not to let him carry out what you said before you give him something else to do.

I wish I had a bloody dagger to stick that datum home with, or something. Or I wish I could put on each one of the walls of the room you’ll use in auditing a big sign that says „For Christ’s sakes! Find out what he’s doing!“

Don’t go writing me a letter afterwards and saying, „Standard Operating Procedure Creative Processing (or something of the sort) doesn’t work on some people. I get these nice, cheerful, quiet little girls and it seems to work all right on them, but every time I try to work on anybody else it doesn’t seem to work on them and therefore I’ve concluded after a vast piece of scientific research, fully as vast as that done in Fairhope, Alabama, uh... that uh... or the Phoenix Psychological Institute – and I’ve discovered that Creative Processing only works on young girls who are rather in an apathetic state of mind. And that it is not applicable to any other type case.“

You could... you could draw that conclusion if you didn’t find out what the guy was doing. Because this is what would happen: You would only be able to operate with a case that was doing mock-ups rapidly – doing them right and doing them rapidly. That’s the only kind of case they work on. And that would be by great accident.

So you see, your „bap-bap-bap“ type of processing – do it as fast as you like, but wait for that acknowledgment. And if he says something and says, „Mmwoggleemm,“ don’t say, „Well, he’s just muttering in his beard,“ and go on. No, you say, „What did you say?“

He’s probably trying to tell you, „Look, I just found out that I am really not in my head, and I’m getting a very clear view of this room from on the ceiling. And the funny somatic I have in my head is that I’m plastered against every ceiling of every room I ever go into.“

And you’ll find out the damndest things. They’ll all follow these laws here and these rules and observations, but you have to keep your ear open. The preclear is not noted for talking loudly or being succinct or distinct or anything else.

And if you don’t have a two-way communication channel with the preclear – pow! He’s going to go into apathy.

Now I’ll tell you what you can do. You’re not even vaguely working with hypnotism. But hypnotism is in entirely reverse vector – that’s making him agree with it all. Now make him agree harder and harder and harder and harder.

And if you... if you were to do this with a hypnotized subject, if you were to say to him, „All right, now uh... let's have both of your arms rise in the air. Now cross your legs,“ do you know what'll happen to the fella? He'll go straight into a complete squirrel confusion – just immediately. Because he doesn't have the capacity to carry out two actions at once. You wait until his arms are up before you tell him to cross his legs.

A hypnotized subject can do anything under hypnotism as long as he's permitted to carry out the orders given, one at a time.

So, find out if the guy did it

You could err on the side of being too fast, but you can't err on the side of being too slow.

Now there's always some one-way route of error in some subject or other and – in surveying there a couple of them, one of them is, there are only shortening errors in surveying. I needn't go into this as to why this is, but you take a chain, you put it between a couple of stations and the only error that you can get is shortening. Your chaining is always less than your actual distance. It may only be 7/8ths of an inch a mile, but it's always less – it's never more. In other words, there aren't any compensating errors; you can't overmeasure and overmeasure and overmeasure.

All right, it works that way in asking for mock-ups. You can err only on the side of being too quick; you can't err on the side of being too slow. You can make things dull, but that's better than to have them too fast.

I'm not telling you to poke, now, or monkey around about it. I'm just telling you that the error that you will make is a shortening error – trying to shorten the process.

This process is so short now, it's like greased lightning. And you just take a little more time and ask him to do it a couple of more times. And ask him to do it again a couple of times, and uh... only ask him to do one thing at a time. And you've got it.

It's really very simple, but find out what the preclear's talking about.

I checked three auditors on this and I found out that in their hands, six cases had gone into slumps and had had to be bailed out, by those same auditors, at a cost of another total of 35 hours of auditing. They'd gone into slumps. Why? Because the auditor had never bothered to find out what they were talking about.

The preclear said, „Yup-yub-wub-zub-zoob-thub.“

And the auditor raced on over it and he says, „All right, now let's see. Let's put that... throw that elephant out the window.“

And the preclear says, „Wub-lub-zub-zub-zub.“

And the auditor says, „Well now, that's difficult. Well, turn him upside-down.“

And all this time the preclear's trying to tell him, „I've got a facsimile of my mother and it's stuck right square in my face and I can't get rid of it.“

And all he gets piled on top of that facsimile is confusion, confusion, confusion, confusion. So he has to bust himself loose from the communication line and handle the situation gruesomely, sometimes, enough, by himself. And he parts company with the auditor right there.

I know one case... one case in addition to that that had, I don't know how many arduous hours of auditing and travail piled on the top of this case by this incredible one: THREE TIMES THIS GUY WAS OUT OF HIS HEAD LOOKING AT THE ROOM CLEARLY, TOLD THE AUDITOR SO AND THE RATTLE AND BANG OF COMMAND WHICH CONTINUED TO HAMMER AND POUND HIM WAS SUCH THAT HE COULDN'T MAKE HIMSELF UNDERSTOOD! And he was STILL getting another process that had NOTHING to do with what he was doing!

Now boy! Take that to heart. He went into apathy finally about getting out of his head or going anyplace or doing anything. He finally just laid down and quit. That's a wonderful recommendation, isn't it, for... for an auditor.

Three times he was! With full visio and full perceptic. And the last time he got out of his head, and he was finally hauled out of his head, he was hauled out just by main strength and awkwardness, with practically no perception, tone down at the bottom – everything shot – and he would... just crawled back up the line with one hundred and fifteen hours of auditing to straighten him out.

Why? This dumb yupwell of an auditor didn't have enough sense, when he said, „Mup-wup-wub-wub,“ to say, „What did you say?“ And he would have found out the guy was having difficulty making his jaws work because he was out of his head.

Boy, it... it... it just takes COLOSSAL GENIUS to be that dumb! It's a two-way communication line and always will be a two-way communication line. The preclear wants something to do and wants cooperation in what he is trying to accomplish.

There're certain things which he can't do. The auditor, by his auditing, makes it possible for the preclear to accomplish those things. If there is something happening to the preclear that is strange and peculiar, like he keeps getting frying pans in his face or something of the sort, just streams and streams of the damn things. Just... and... and every time he tries to get a mock-up, my God! Here's all these frying pans keep hitting him in the face.

The auditor that doesn't find this out isn't going to solve it. And he might be so appalled by all these frying pans that he doesn't communicate it very well and he's in a sort of a groggy state of being knocked flat, and... and he can't call 'em frying pans. He calls them „scllznglumps.“

Now, the auditor doesn't have to insist on a very intelligible communication, as far as words are concerned, but he wants the idea transmitted. If he wants to continue the preclear coming up the line, he will insist upon knowing what it was – not by asking angrily or ornerily or annoyed or anything like that, but just by asking patiently what it was. He's got to accept the responsibility of his not having heard it. Not make the preclear feel like the preclear is responsible at all times for being super intelligible.

Now one of the ways that the auditor accomplishes a rise in tone in the case is you get the guy with frying pans running madly into his face – these frying pans are smashing him and so on – is, let's take the whole confounded universe full of frying pans and tie pink bows on their handles and then put five handles per frying pan. And let's just make more of it and more of it and more of it and more of it and more of it. Change the frying pans into other things and change in color. Give him more of it until he finds out, „My golly, these things aren't going to hurt me no matter how many of them there are.“ And he says, „The dickens with it,“ and uh... he... then he'll handle one frying pan and then he'll throw the frying pan away.

And you get the idea? He's got a condition he can't handle because there's too much of it? Make MORE of it.

Because why? The preclear's been trying practically half his life to slow this thing down and stop it. Naturally, speed it up. Speed it up. Start it. Make him start it. Now he's got it started, make him do it again. Now make him increase it.

In other words, your situation is to take what is... the preclear is unable to do and make him more able to handle it. And handling it consists of placing it in time and space and making it follow a cycle of action – any one of our many cycles of action. Terrific complexity if you wanted to add this up and memorize each command that you would give to a person – terrible complexity. Oh, man!

All you have to know is, you take any item of any kind and make it follow any cycle of action in such a way, on a gradient scale, that the preclear's able to make it do it.

Now on this communication: If you don't find out what that preclear's doing, you'll be led into some of the weirdest rat traps you ever heard of. „This preclear,“ you'll say, „this preclear is just sharper... sharper than a well-honed carpet tack, and here he is. Why, my goodness! Look at those mock-ups. Why, he's just doing wonderfully.“

You've given him mock-ups and you've given him this, and he says, „Yup, yup, yup, yup, yup, yup, yup.“ Can't feed them to him fast enough, „Yup, yup, yup, yup, yup, yup, yup.“

And you all of a sudden say, „Where was it?“

„Well, I'm just... concept of it, let's see. All right, now, go ahead.“

And you say, „What the hell? Let's... let's get that mock-up and let's put it out in front of you.“

„Oh, I can do that?“ he'll say.

„Come on, let's put it out in front of you. Let's make it.“ A mock-up is a thing. It isn't something somebody thought up as a concept, or imagined it or assumed that he could.

And you'll very often find these cases that just... just get illusions just like mad. They haven't even asked themselves, „Have I got an object?“ No, they haven't got an object. It is not located in space and time; they're in proximity to them. Here's communication, then.

So you get bewildered as the devil sometimes. You'll see some case that's down there around 12 or 14, step 15, and they'll just be doing wonderfully. „Brrrrrrrrrrr!“

You know, you say, „That's just great! That's just great! That's just great!“

Unless you ask this one question: „Where is the mock-up? Where did you put it? What are you doing with it?“ Oh, maybe the preclear can immediately do these things, but they haven't been doing 'em. You'll find out they'll slow right on down – grind. And they aren't going „Yup, yup, yup, yup, yup, yup, yup,“ anymore. They're going „Yes. Hmmm yes. Yes. Hmm yes. Hm.“

It's about that time you pitch in and say, „Well, only make it turn half a turn.“ You don't give 'em a chance to find out they couldn't make it do a full turn.

And you'll find out it's an entirely different atmosphere settles down. And they'll probably start what's apparently down scale and start gettin' mean and ornery and nasty and... and uh... vicious in various directions and... and they'll start picking up some somatics and other things will start happening. I don't mean slow 'em down, I mean make them get what you're asking them to get. When you tell them to do something, then find out if they did it.

If you were conning a ship and you didn't get a repeat from the steersman, you'd be on the rocks sometime in your career – probably in the first year or so of your career – because you would have said, „Right standard rudder.“ There's a big freighter coming down the channel, pocketa – pocketa – pocketa, and you say, „Right standard rudder.“ And you'd say, „Well, that's good. We've now got...“ and the freighter is getting bigger and it's getting bigger. „Well, I SAID 'right standard rudder'.“ Finally you rush into the wheelhouse madder than hell! „What right standard rudder?“ you will find. Too late then. The Marine Insurance Company gets rich.

Yeah, if they didn't have accidents, you see, they wouldn't get rich. Wouldn't have accidents, nobody'd ever insure anything.

Well, anyhow, uh... didn't that ever occur to you before? Well, anyway. Yeah, that's why you can't get an automobile campaign to stop automobile accidents in the United States. You can't. It's a billion buck business. If you didn't have any automobile accidents, nobody would ever buy any insurance. They've got insurance up at the roof now. Brother, it's really at the roof!

I think they have five thousand dollar deductible, or something like that, and the car costs you two hundred dollars and the insurance costs you eighteen hundred dollars. And if you have an accident, you pay the company five thousand – or something like that. They've got it really worked out real good,

Uh... now, communication line with the preclear... communication line with the preclear consists of an outgoing communication from the auditor and a return communication from the preclear. Deal in certainties; deal only in certainties. When you have a communication with the... line with the preclear, find out if you have a communication line with the preclear. And deal in certainties.

If you are dealing with a preclear who can't communicate with you very well, make it possible for them to do so. If you will just give some person who can't talk adequately, a switch on a little light lamp or a flashlight or something so that they can say 'blink' and 'blink-blink', or – fix it up so they nod 'yes and no', or... or... or some sort of a system like that...

Or if they're deaf and they can't hear what you're saying, you can do an awful lot of auditing with 'em with SELF ANALYSIS by just sitting there and putting your pencil on the lines until they say, „Um-hmm,“ or when they say, „Hmm-umm.“ Then have a little note pad there right alongside of you so that you can give them a modification of what they couldn't do. You get the idea?

Communication is a two-way proposition and is never a one-way proposition. And when it gets into a one-way proposition, it's very bad.

If I never listened to, for instance, to what difficulty auditors were having, and if I never assessed what auditors were doing, boy we would really be drifting off in a dream castle with these lectures. If I never observed what was happening. If I pulled a Howes on you... or a... any other dull character and just go off into an airy cloud of 'Let's pretend', you wouldn't have enough information to bother with. This wouldn't even vaguely fit the MEST universe.

I could give you the theoretical data that would fit any universe – sure, sure. Yeah. I could give you a theory by which you could go to work, maybe, and find out what was going on.

The reason why this subject's gotten as far as it has and we're getting the results I have, is because I have a two-way communication line. You'd be surprised what kind of a communication line it is sometimes. It's quite often not a talk or letter communication line – of recent months particularly.

But I get it from preclears, I get it from auditors. I get successful usages in the strangest ways. I find out whose bank balances are what. Yeah. I find out who's being very successful about it.

I find out the boys that are being the most successful about it, from a standpoint of bank balances out as practicing auditors, and so on, are putting up with the least nonsense. That's fascinating, isn't it? They're putting up with the least nonsense. They're being cause. They're not agreeing with anybody worth a damn.

And I find out all the boys that are running around saying, „Well, I'll prove it to you if I can,“ are broke. And I find all the boys that are running around and saying, „We've got to have the acceptance of the American Spoodle-Pad Dog Cleaners Association.“ That's one of the earlier chartered names of the AMA, I think – uh... they're broke, too. They're broke too.

And the characters that are running around saying, „Well, Hubbard's no good. Hubbard's no good. And what's wrong with Scientology is Hubbard“ – they're broke. And furthermore, they're much more thoroughly hated than I am. They don't realize the people they're talking to happen to be agreeing with them for politeness's sake. But a lot of people they talk to then immediately and automatically decide that Hubbard must be wonderful.

In real fact, neither one of them have a sound opinion of the matter. It just goes on opposites.

So if you could have a hundred thousand people going around saying how horrible Hubbard was, you could just absolutely count on the fact that I would have a couple hundred thousand friends in practically no time at all. They'd say, „Who is this Hubbard?“ „Well, he's the fellow that invented the Goodyear Tire formula – a fine fellow. Must be something in Goodyear Tires. Let's buy Goodyear Tires.“

It's just as irrational as that.

Now two-way communication line. Well, you're sitting here – you've got a subject. It's uh... been kind of a rough deal, but it was gotten on a two-way communication system. Not just one – you observe. See, communication is, in essence, observation. You want somebody else to observe, they want you to observe. Or they don't want you to observe and you do, and you don't want them to observe and they do.

Any way that you want to rig it. It's observation. And when you think of communications ordinarily, you think of it in symbolical terms: Letters, talk – that sort of thing. That's not a communication line. A communication line has to do with perception, and the essence of perception is observation.

And then people that communicate the worst, you can automatically say about them people, that they are observing the least. Or what they're – observing, they're observing wrong. Or they're afraid they will observe it wrong. Or they're afraid they'll observe it right and therefore don't dare observe.

So you get the idea: It isn't just what your preclear's saying. It's what he's doing. Honest to Pete! I've seen auditors... I've just stood with horror and watched a session going on. Preclear... eyes begin to turn red and they're watering, you know, and the preclear's in horrible condition. And he's getting... terrible condition! And the auditor is insisting on going ahead in some entirely different tack, you see. And he's just passed right over the subject that he was just on, and he's off on some other subject.

He said, „All right,“ – now he... he's just got through saying, „Take your mother now. Now stuff her into the stove. Okay, now take grandfather and stuff him into the stove.“ And all of a sudden the auditor's eyes are completely red as fire – pardon me, the preclear's eyes are as red as fire – and the auditor is just going on with another type of mock-up entirely. He hit something. He hit something and it's just about as observable... it isn't... doesn't take any fine insight. Uh... all... all it takes is, „Don't sit there and look at your own shoes!“

Sometime – I mean, these signs are strictly red paint. They... exclamation point! Bells like... You know these fancy, great big pinball games that cost a quarter to play? Did you ever see one? Well, I just invented 'em. They're ten times as big as any... any pinball machine imaginable, and they not only have bells, but they have gongs and sirens on them. And if you fancied a uh... machine up like this and had its lights flashing and sparklers going and firecrackers going off inside of the things, and big searchlights and small men hitting huge gongs with hammers, the way London Films runs, uh... you get some kind of an idea of, real-

ly, the picture you're looking at. I mean, it's this active. It isn't just this... this thing sitting there. It's moving. It's... it's emoting. It's acting. It's got... conditions are happening.

If... if in a single session you don't kind of watch this preclear's face change five or six times, you're not getting anyplace. You haven't done a good assessment.

But if you've done a good assessment and you're giving just routine mock-up processing, you're really watching something happen. And then you'll get off into a monotone. You're still watching something happen from a preclear – monotone. He starts saying, „Yeah – yeah – yeah – yeah. Yam.“ No relief. You missed it. You missed picking up a 'can't'. He couldn't do something and didn't indicate it to you. And his perceptions start to get worse and worse and worse and the mock-ups get poorer and poorer and poorer. You just missed the boat utterly. He got... he sank into kinda a boredom. Because he missed something.

At least every 20 minutes your preclear ought to laugh – at least every 20 minutes in a process. He ought to... he ought to giggle or feel relieved or something of the sort. If you're not doing that, you're not hitting close home. And you're missing 'can't's'.

You told him, „All right. All right now, you take your dog – got your dog now? All right. Put him in front of you there. All right, now make him bark. Now pick up the sound of that bark. Now make him bark sadly.“

And the guys says, „Uh... yeah – yeah! Make him bark sadly. That's right – ha-ha! He's saying, 'Wuff.' „

You say, „All right, now make him bark with great enthusiasm.“

„Yup.“

„All right, now put him behind you and uh... make him wag his tail. Now get the feeling of the tail slapping from side to side. Now actually feel that tail hit as though it's something solid. You got that?“ „Yeah.“ „Now, all right. Put him below you. You got him?“ „Yeah.“ „Put him above your head.“ „Yeah.“ „Put him on the right of you.“ „Yeah.“ „Put him on the left of you.“ „Yeah“.

Uh-umm. You missed the boat somewhere! He hasn't got that dog, that's all. If you were to ask him suddenly, „Have you got the dog?“ she'd say, „Yes.“ That isn't good enough.

You say, „Where?“

„In front of me. He kept on standing in front of me and I kept putting on... oh, now I've got about four dogs around here, but I'll get 'em assembled any minute – any minute now. And I finally figured out that they're facsimiles of the same dog in front of me, and they're just memories of this dog in front of me. And I...“ He... he really did that. So after a while, then he'd sud... if you just kept on he would say, „Well, I didn't uh... quite uh...“ He just didn't make the grade and uh... he just went into apathy about it and now he's got a little shadow or something that... he's fooling around with this little shadow.

Now he's told you everything's black. All of a sudden he said, „Everything's black.“

You say, „All right. Get a black spot, do this with it, do that with it, do something or other with it. Handle it this way.“

And he'll go, „All right. Yeah. Fine. Fine. Fine.“

And you say, „All right. Now put something out in front of you. Now put something else out in front of you. Now put it behind you.“

He's a little bit puzzled, but he's going ahead and doing this. Find out what he's doing. You... he's changed. I mean, you don't have to have a whole flock of theta perceptics on him. You've either got a meter on him and the meter suddenly started to knock around, which is the easiest way to see changes, or you simply look at him, and he's all of a sudden got a... a big twitch, like this, you know? Something... something not quite easily observed.

And you say, „What's the matter? What... what are you doing there? Did you get it behind you all right?“ „Well, yes.“ You say, „Well, how did you get it behind you?“

„Well, I've developed a system for doing this.“ „Now what sort of a system have you developed for doing this?“

„Well, the system I've just developed for this, is when I move them behind me I found out I had a lot of trouble getting the thing from there to there. So what I would do is I would recreate one behind me and drop a black curtain over the one in front of me.“

Here's the source of this boy's occlusion. And you look around and you say, „Hey. Reach over now in front of you and lift that curtain. Now find another black curtain and lift that.“

My God! He's looking at every mock-up you've given him. He's still got 'em all sitting in front of him. He needs to be drilled on time, in other words. He's drilled on putting things in yesterday and getting rid of things once he has them, making them disappear. Just drill him on it – on a gradient scale.

„Just put up something and put it in yesterday.“ And he says, „I can't.“

And you say, „Well, put up something smaller and less significant and put it in yesterday.“ And you finally get something so worthless that he can part with it.

And, suppose he couldn't do any of these things? Give him a toothpick and tell him to throw it out the window. „Now throw another toothpick out the window. Now get a mock-up of a toothpick and throw it out the window. Oh, you've got that? All right, get a mock-up of two toothpicks and throw them out the door. Oh, you've got that? Okay.“

And you go right on up along the line and mock-ups all clear up and everything's getting beautiful. Honest to Pete, they will do the damndest things! You'll think they've got some comprehension... a preclear's got some comprehension of what's happening. And he'll all of a sudden start to kid himself.' And then he'll start to kid you like mad. And if you aren't watching him, if you haven't got him on an E-Meter, you might as well be just talking to the moon.

He'll recover from this sooner or later, he'd pick it up next session or something of the sort. But from the moment that he hits a heavy 'can't' and it's missed, from then on things get dimmer and worse. That's one for you to put in the book.

Your job is to establish 'can', the condition of 'can' in the preclear – not the condition of 'can't'. And if you've got any kind of a goal at all, that... that would be the goal! You're establishing 'can'. He CAN create snakes.

And you start right out here at the beginning with an assessment to find out what he can't, so that you can increase his capability. And you start right out at the beginning. You can give all kinds of sessions to people – little odds and ends of sessions and so forth, and maybe three-quarters of the time get away with it without giving him any assessment. Nine-tenths of the time, maybe, you can get away without an assessment.

But, like me, you're gonna hit somebody at 2:30 in the morning and all of a sudden hit THE 'can't' on the case. It was sitting right there ALL THE TIME.

Your whole job would have been finished in about a half an hour if you'd found it first. And instead of that, you've processed him for three hours, then found the 'can't' suddenly in processing, and then decided that you couldn't afford any more time on it; you're tired and you'd better get some sleep.

And you will spend the next several nights undoing that one probably. You can just waste more time if you don't get an assessment. You can just waste time all over the place. I think you could probably waste hundreds and hundreds of hours of processing in any one year – processing even indifferently. Just hundreds and hundreds of hours.

Every once in a while... for instance, I just found one here. I won't mention any names but... I don't want to disgrace anybody.

I tell you, after you've been processing preclears for a little while, you'll find they break down into classes. And they're not classes of GEs – I'll talk to you about that right now. They're not classes of GEs.

The Genetic Entity has come up in terms of races. There's the yaller race and the white race and... and the green race, and so forth. The number of races that have come up the track – we don't care about these races.

If... the fact that somebody is trying to tell people that these races have equal rights under law isn't telling anybody any brand-new big news – it's darned obvious that they should have. It's very weird here on Earth, that anybody should beat the drum about this.

Well, that throws everything out of gear and why a lot of people get racial upsets is because there are really about 15 th... at least 12 or 15 thetan races here on Earth. And they're scattered all through these five races – which is beautiful randomness, if there ever was any.

You've got the GEs coming along and they fit into about five racial streams, and then... then you've got about... then you've got all these thetans.

They, just recently, on recent spirals, they were all basically more or less the same in the beginning, and then they've gone off and because of their separate tracks, the separateness of their histories, the differences of their history, you have, all of a sudden – by the way,

they're all about the same age. And you have... all of a sudden you have 12 or 15 thetan backgrounds which have 12 or 15 different characteristics.

And so it doesn't matter whether you have the so-called Caucasian or the Aztec race – I think that was what... wasn't that what that was the Nazi had the... Or was it a Caesarian... I forget. Oh, yes – yeah. The Arrogants, Uh... anyway, it doesn't matter a doggone which one of these GEs you pick up, you'll find out really what's important about him is does he fall... which one of the thetan races does he fall into, in terms of processing, and actually in terms of interpersonal relationships. These guys are trained in a particular and cruelty way. And I don't care whether you're in the heart of Africa or any place else.

Now I don't know too much about... I've processed an awful lot of Negroes down around Savannah, and I didn't find them varying from the pattern in any way, shape or form. Not even vaguely. And... but amongst them here were evidences that you had these 12 or 15 thetan lines coming in there.

There's the Snake Men, there's the Invaders – I won't bother putting them down. You'll recognize them one of these days. I'll have to make up a table. I've got to do this research myself. I haven't picked up this research. I've... I can do all the job they should have done over the last 80 million years here in the last couple, but I... I... it takes a little time. Uh... not much...

But they... you've got your Invader People. You've got a crew of... well, let me tell you the classifications they fall into here.

A lot of your entertainers and uh... some of the bigger sparks that you run into are Fifth Invader people or one of the Invader Force people. These guys come in from Lord knows where; they're picked up in certain groups, sometimes picked up for a certain capability. They're trained in one way or another, and they'll hit planets, and so on, sort of all at once. Hit 'em in various and peculiar ways.

And uh... they've been through enough hell and high water that when they get... by the time they've gotten here, they're pretty well convinced their power's shot. And they have... the... their... they... they feel pretty degraded. They don't feel like they're worth a shucks. They don't feel like they can use any energy. They... they feel like they've got to hold this back. They usually have a pretty good imagination. The way you treat these people is very simple: You go through a routine assessment.

Now an assessment should carry parts of the body, and with these people you will find 'hands' produce quite a drop. You don't even have to know, see, why 'hands' produce this drop. You don't have to credit the Invader theory. You can go ahead stumbling around like everybody else has stumbled around. You don't have to say there are Invaders or anybody lives in space. You can assume the, what's known as the 'Anthropomorphism uh... Earthman Supersanitary Sentarianism of the Universeish' type of thing, where the only thing alive in this whole universe is an earthman, and uh... the only planet which is inhabited in all these quadrillions to the quadrillion quadrillion quadrillion of stars, the only one that has any planets is Sun 12, and uh... you can assume this if you want to. I mean, people have assumed a lot more idiotic things. They've assumed that, they've assumed that wearing glasses made your eyes better.

Now... so these characters have run into the cops and... and they've gotten their hands bashed up. Well, you'd find out, if you were running this case, you'd find a certain series of 'can'ts' and if you ask all 'can'ts' and these races bust down automatically. You'd find out something was wrong with their hands, or they had an emotion about hands.

And this would be rehabilitated by Creative Processing to make them be able to handle hands. Isn't that difficult? And uh... you'd also find out that they were pretty hepped on the subject of... on the second dynamic. They're quivery and upset about it. When you put out a communication line, you find out it starts at the far end and leads back to them.

One of the Invader forces has this slogan that they... that the paymaster is sensation, and that's all the pay there is as far as they're concerned. So they're operating in a unit, they have certain goals and plans. We're not even interested in those. We're just interested in this fact.

And what's the next thing? You get the 'can't', you find out that darkness is a keynote. They're hiding. That darkness has a great value to them. They want to hide in that darkness. Very often you start to ask them to mock up a cop. „Ha, ha! No. No!“ But they'll be able to get the badge sooner or later and do something with the badge. And what's the gradient scale of 'cop'? Well, a badge, and then a cap and a stick and a gun and the rest of it, until you've got a 'cop'. And then you move him in and out and do things with him. Oh, that's uh... very simple, isn't it? This is just routine then.

All right, you take your Snake Man. Just as far as processing is concerned, there's nothing easier. Where this becomes interesting is in terms of behavior. And you don't care about that either. Your Snake Man's going around... he's very quiet. He wants you to prove everything. Prove, prove, prove, prove. And if there's any gadget made under the sun which is mechanical that will restimulate an incident which he finds, he's bound to find it and turn it out – somehow or other. Or make some preclear test it. Prove, prove, prove, prove.

One I know of, for instance, bought a couch that had a vibrator in it, then he stepped up the vibrator so it would automatically restimulate Fac One. He put the guy down on the thing so his forehead touched the button that the vibrator vibrated on, and uh... then he'd lie there and this thing would shake him up and it's just feel like the waves coming in from the Coffee Grinder of a Fac One. Make people very sick. But uh... he proved it all right.

Well, his main idea is, is he will protect snakes. He'll... he'll – create snakes like mad, but he wouldn't destroy any.

Another one's the Cat People. God knows where the Cat People came from. Lord! Lord! Lord! These people are sure lost. Most of them are mad as hatters. And they have huge, huge, often slanted... they... they'll take the GE and they will change the GE's eyes to large and slanted; they'll make the GE grow very thin. And the eyes will be big and quite often uh... uh... very feline. And they're lost. They don't know where they are. And they kinda look like cats. And they'll talk to you about catbirds from some place or another.

But what do we find in their case? We find out that cats are a 'can't destroy'. And then there are other people who are similar to that that; find cats that can't destroy that aren't part of the Cat People, because to be a good valid cat person one of the first requisites is to be

strictly fruitcake and very thin. They're really lost. I don't know who got hold of the Cat People or where or brought them in to the track, but they spin as quick as you look at them. You've known some of them, I'm sure. They're kind of: sweet and they're kind of anxious to help, and they're kind of starry-eyed and they're not very forceful – they're very weak. And uh... all of a sudden, if – you were to tell one of them suddenly that he couldn't possibly be of any help, you can just watch him spin right on the spot.

And then, as we go on from there, we find the guys that you would just swear to GOD had never had anything to do with thetans. You'd just: swear it! They become two types of individual here on Earth: They become the Capitalista, the Commissar, the Nazi police chief – they're all the same breed. „Hold on!“ They've got to pull everything in on 'em. And by the time you've started to process this character, good God! Get a building jack! They'll pull everything in on them – just everything. And there's so little thetan left about them, that to move them around, you're just going to have a rough, rough time of doing anything with this case. Rough case. „Hold on... Hold on.“

But how do you cure it? By getting them to throw something away – a toothpick. You'll find out immediately they wouldn't let go' of anything; that's the first thing you'll find out about 'em. And that tells you immediately that they belong to that nebulous race.

Now, then here's your Monitor People. The female of that species we've decided to call the Merrimacks after that ancient battle. So, these people... you want them, the test on them... They, by the way – this is peculiar to a lot of these other races, so it isn't a singular test – these people love to wear 'hornrimmed spectacles'. If you could let them go around with 'spornrimmed hecticles' on and no glasses in the... in them, they'd be happy. That's because your Monitor wears heavy goggles during Fac One and so on. But don't mention insects to these people because they'll ordinarily just go off the pin. They've got something to do with insects. I don't know what. These people are quite salvageable, by the way.

But they're organizers, par excellence. And you'll find them out in the society doing terrific jobs of organization. None of these people, you understand, are bad. This is peculiarities.

And boy, you'll find these in the Brown Race and the Black Race and the Yellow Race and everything else. You'll find these same characters. They came down and did a spread.

Now those are just a few... they are just a few of these.

Oh, yes-yes! Yes. There's your wide-open case. The wide-open case, who is quite often found a beautiful bodied girl. They are very often very wide open. And you couldn't possibly imagine how there could be anything wrong with these people. And they get a different Fac One, and they've got a different lot of other things, and they are almost perfect at esp... espionage; they may not realize it but they're trained espionage people. You could s... just start giving them an examination that would be given standardly to an espionage officer and they will answer up perfectly on every line.

And they're characters. Now on the cycle of action, although they're wide open and very pretty as bodies, they're sudden death. They're right over there against death. And you try to pick them up along the line anyplace and, „Oh, no!“ They've evidently agreed until

they're wide open. They evidently have their perceptics on some kind of an agreement someplace or other. I don't know where they come from, or who they're spying for. It's a big, big joke. I don't know who they are.

I'd find out if they were dangerous, they aren't. But uh... they run a different kind of a Fac One – they run it all wide open. And although their wide openness is terrific, their sense of reality is just shot! Terribly bad sense of reality. Awful! Just grim!

That's rather typical. These are types.

What do you do with each one of these types? Give them an assessment. You'll find out the one thing your wide open case can't do is face any prior existence. Under no circumstances! This just throws them into horrors.

You say, „You might have lived before,“ and all of a sudden this case starts to go neeowww! Spin! Gee! They... I don't know why that is but it's just there.

Peculiarities – lots of peculiarities one way or the other in all of this. But you look for 'cant's'.

Now, you will get very shortly – if you just look at just that many – types as I've given you there – you'll all of a sudden be able to shape these cases up. And you can all of a sudden look at this guy and he seems to be doing all right in a society, and uh... you start to process him and boy! He won't let go of anything. He's got lots of money, you find out. He won't let go of a thing. You start to examine his ridges, he's pulled practically every ridge he's got right in down on top of him.

You'll find out such nauseous details as his bowels don't move. Once in nine days or something like that. I mean, it's gone to that extent. He wouldn't blow his nose for fear he'd lose something. That's nauseous but uh... medically quite necessary.

Now you got this next boy and you're looking him over and uh... well, how do you get that guy out of it? Personally, the biggest joke you can pull is don't! He's not even vaguely interested in being gotten out of it. Who are you to go around rescuing him? He isn't interested in it, really.

He uh... wants to prove to somebody they have driven him so bad that he needs treatment. That's about as near as he will come to wanting to be treated. He just wants to prove it. And so when he's on treatment, then he proceeds to look worse and worse. And he'll get worse and worse. Quite a liability.

The rest of them are pretty easy. The Invader boys present a hard case, mostly because they start feeling very degraded. And there are several crews of those, by the way. There's not just one crew. And all of them feel more or less degraded. But the third battalion of the Fifth Invader Force is practically out through the bottom of the chute. You'd have to invent something below minus eight.

When they first find themselves turning on a small beam of energy, they just collapse. It's a level of degradation you never heard of, yet they might be operating quite well. They're, by the way, terribly effective here on Earth as revolutionaries. So we quite often find them in Scientology.

They're quite effective. That's what's strange about it. They can't handle any more force than that, but how much force are they capable of handling, just beyond computation, practically.

All right, when you do an assessment, well, you might ask something about this. But you'll pick these things up. And this isn't anything you have to tell a preclear about.

If you will take the HANDBOOK FOR PRECLEARS and if you look there in the front of it, you'll find a list of relatives in one of the Acts – early Act – and then you'll find a list of the parts of the body. And let's find out about creating and destroying these relatives and these parts of the body.

And then I have here a list of nouns, which I'm going to mimeograph, which are embrative of all these various nouns. And they run any... anywheres from an angle down: watch, windows, wings, jewels, kettles, keys, forks – I'm just reading out – there's just hundreds of 'em here. But they're embrative of every kind of a noun that there is. I mean, it's an inclusive list. So we've got that one.

I'm going to get that and this Game Processing – I'm going to get that and Game Processing mimeographed. And we've... we've got a course book we've got to make up. So you won't have the benefit of that right away.

But if you were to take a list of basic English or a book on Basic English, you can get a terrific assessment out of it. You'll put the preclear on that and you ask him if he can create or destroy on these eight dynamics.

Now I showed you a very little example of this very early in the course. But you do that same thing and you apply every noun you can think of, every body part you can think of, every kind of a person you can think of, every relative you can think of. And by the time you've done this, by golly! There isn't anything you won't know about this preclear.

And to this you add what you see up here: three areas of track. And for God's sakes! question him for all three areas of track. Body versus bodies – that's the latter area of the track. That's fairly recent. That's the third one. The second one is thetan versus bodies and bodies – one or more bodies. That's a very recent one. But that's the middle ground of the track. Balls of light going into bodies, and the first one up here is the thetan versus the thetan. And that's balls of light or beingnesses merging with beingnesses, and apart from beingnesses, and doing things to beingnesses, doing things to bits of light, putting them in cans and taking them out of cans, and so forth. And this second one is using a body on that same basis.

Bodies doing this to thetans, thetans taking over bodies. These are mock-up situations. So you use those three areas of track. And this is theoretically everything that could possibly happen to a ball of light or a – ball of light versus a ball of light. Everything that could happen to a ball of light with regard to a body; everything that could happen to a body at the hands of a body. Mock-ups. Unlimited supply.

So, you see here, we have, then, a very wide range. But it's very easily patterned – quite easily patterned. You find of all of these things the overt acts are against one, thetans, two, bodies, and overt acts by bodies against bodies – gives you three categories of DEDs, DEDEXes, overt acts and motivators.

So don't forget there's such a thing as an overt act against a thetan, or many thetans. You'll get most of the charge you get off some cases that are in bad shape, right there in that department.

Well, that's what you do, and that's how you do an assessment. And that's really all there is to it. You keep a record of that and then you use it for your mock-ups.

And there was one question I was asked is: Would I be willing to create or, if under what conditions or anything else? Don't worry about that. Just say, „Would you create...“ And the preclear starts qualifying, this preclear's worried. Get this preclear unworried and give him some more assessment. Let's take a break. (TAPE ENDS)