DISCUSSION OF DEMO SESSIONS

A lecture given on
13 February 1963

Let's take a résumé now of these sessions we have just seen. And the reason I'm at this particular angle is I'm looking at a camera which is on the next floor above me. This is pretty good.

Well, now, looking at our X Unit – looking at our X Unit as a whole, they're going along all right. They're going along all right. But their Practical definitely needs buttoning up in meter reading. Meter reading is very, very poor. And you can't live with meter reading as bad as the meter reading tonight. I don't mean to knock everybody in the head on it, but that – that's pretty – pretty bad show, as far as meter reading is concerned.

In actual fact – I know that's terribly condemning, but in actual fact you must realize – you must realize, that just one, just one missed read, just cleaning one clean – knocks the pc off his stride. And missing one read leaves the pc with a missed withhold. And it's not good. It's not good. It's the direction of worsening a pc.

So you've got to get along a little better on this meter reading, that's all. You've got to brush it up. And I'm asking you in Practical to give a lot of attention to that. Because I won't even start to add up the number of missed reads tonight, because they were quite large.

All right. Now let's take these sessions up in detail. The first session, Eleanor's session: Now, her presence was pretty good. She seemed to be a little bit nervous and possibly we could assign that to TV. But in actual fact, that presence can be smoother and more assured and more confident. And I'd like to see it so. That isn't a good Saint Hill presence yet.

Now, there's a piece of missing data here. And that's how you use Protest in any mid ruds. You don't swing over to the Protest button and say, "Since the last session has anything been protested?" What you do is ask the pc – and this is just random, anywhere – when you maybe have cleaned a clean or done something – and then you get a read, and it doesn't seem to be going well – you want to ask the pc, if it doesn't seem to be going well, "Has this question been protested?" That is the whole wording of it. "Has this question been protested?"

Now, that you'll find is quite enough. And the pc'll say, "Oh, ha, yes!" You know?

And you'll say, "All right. I'll check the question again. Since the last time you were audited has anything been protested, or anything been suggested," or whatever it was you were on.

Let us say you were clearing Suggest – "Since the last session has anything been suggested?" – pc can't seem to grasp this and you do have a bit of a read. And he doesn't seem to get across with it. And you're questioning maybe your own meter readings. You're not quite sure what it is. And in *extremis* – *you* don't do this with every question, you understand – but the way you use that, you say, "Has this question been protested?"

And the pc says, "Ha-ha, yes! yes!"

You say, "All right. I'll check that again. Now, since the last time you were audited, has anything been suggested?" And it doesn't read. So obviously, it was the protest that was making it read.

You recognize that *protest is* the reaction – invariable reaction – when you have cleaned a clean or messed up on your mid ruds. You're asking him for one more than he's got. Well, his answer is to protest. And you get a read then. But the read is on protest – the read is not on the question.

And I heard a story – possibly not true – but nevertheless I did hear it. They were spending two hours and forty-five minutes at end of session, trying to clean up the question "In this session, have you protested the E-Meter," or something like that – some such question. And this went on for two hours and forty-five minutes. Well, the fellow was protesting the question because he didn't know that that was the name of the instrument that was on the table.

Now, that's a classic! But there's your answer. There's your answer, that protest is the thing that makes your mid rud buttons read when they're not supposed to be reading. And when you clean cleans and miss reads and all that sort of thing, after a while the pc gets into a protest. And you better clean it up for the *question*. Don't clean it up for the session or swing into your Protest button.

And then you take your Protest button in its natural sequence, just as before. "Since the last time I audited you has anything been protested?" That's that.

Now, supposing you can't clean that up. And somehow or another we just can't seem to get that clean. Well, we say, "Has this question been protested?" And the pc says, "Yes," so you say, "Since the last time I audited you, has anything been protested?" No read, you say, "That's clean." The test of it is, is did it stop reading?

You should realize also that a pc will suppress things like "suppress," and the rest of that. But that is not as common in actual fact as protest. Natural action of the pc when you've done something bad with the meter is to protest.

Now, the Tone 40 end of session and beginning of session here – got to be picked up. You don't shout at the pc or you don't speak at the pc – you simply get it in positively. It runs something like this: "Is it all right with you if I begin this session now? All right. Here it is: Start *of session!"* Good monotone, louder, more positive and Tone 40 and wrap it right around his head. And then drop back to a natural tone of voice.

Now, sometimes by shouting too loudly, you put the pc in a complete state of defense. So, you must realize that. It's Tone 40, it isn't the shout. And you end the session the same way. "Is it all right with you if I end this session now? All right, here it *is: End of session!"* Not "Is it all right with you if I end this session now, all right, end of session." Nothing happens!

This technology, by the way – of how you start and end sessions – comes out of many older things. It – a period of auditing track. An auditing time track is an artificial track. And the pc is actually in a slightly artificial state. You actually put him in that state with your "Start of session" and your "End of session."

Now, maybe the pc in this first session improved – maybe the pc didn't. I don't know. All in all, that sounds, Eleanor, like I'm giving you a very bad time. I'm not. I'm not, there is hope! There is hope. And I'm just asking you to bear down hard on your meter reading – and pull up – pull up your – your Tone 40.

All right. Now let's go to the next session. This was Vickie's session, and I found her presence very good. She will make a good auditor. She thought that she had been ruined completely as an auditor by the course a short time ago and in actual fact she'll find out that she has not been ruined now and that her presence can get even better than it is. And it's very good. She'll make a very good auditor. And the same remarks about Tone 40 definitely apply to Vickie's session. Good heavens, you don't start a session with "All right with you if I begin this session, all right, start of session." It – nothing happens, you see. No, you've got to come down on that. That is a *special moment.* And you make a special moment out of it, Vickie. And you get your Tone 40 up.

Now, your meter reading wasn't too bad, but you did something very peculiar. You know, when a pc is laughing and happy and cheerful and bubbling all over himself – the day I get in end rudiments has not yet arrived! Because you're in – reinteriorizing him back into the session. Very shortly there's going to be a shift, you know, where goals and gains are picked up and run before Havingness. You'll find out that works much better.

But here is a – here's a case in point. That pc is perfectly happy. You didn't have to get in any end rudiments – just end the session.

Now, definitely the pc was improved. That was registered on his tone arm. His tone arm was at 2.5 and at session end his tone arm was very much closer to his Clear read. And

the pc was improved. There's a lot of hope for this particular auditor.

And now the last session, Wally's session. And I considered it a bit informal. I think that the auditor presence there was a bit informal. That presence can be greatly improved. There's nothing wrong with the auditor's address to the pc. It's just that the auditor ought to look a little more precise.

You know, they start in, in an Academy being stiff as boards. And then they come out of it – and they get less formal, less frozen. But you know, you can go too far. And it seemed to me like that has gone just a little bit far. So be just a little more formal in your auditing and it'll be okay. But you have good warmth and good presence with regard to the pc – so don't take what I'm saying here too seriously. It's mostly your TRs could be improved a little bit.

Meter reading was fair – but only fair. And I want to point out something to you. Did you see that pc put his head down? Your pc put his head down. *"Duh!"* he went. Did you see that? You know why the pc did that? And later on while you were getting in your beginning ruds the pc said he had suppressed something. Well, when you left Suppress, it was reading like crazy. He had a read on Suppress and he had a read on Invalidate. And by the time you got across Suppress and Invalidate – and asked him a Suggest – he was down like this, boom! That's because you'd missed two things.

Now, that read on Invalidate was so tiny, as to be almost undiscoverable. But it was there! Now, the read on Suppress was quite bold. In other words, when you see a pc start in fairly bold and brash, and then all of a sudden go, "Well, *thya-thya-thya."* And you get less, and so on. Yes, you must have goofed up your meter reading – you must have done something. Because theoretically he ought to get brighter, not darker! You see what I mean? I was using that term slangly. It was – isn't that he would get dark in the face – but he just sort of goes, you know, "Well, so-and-so, so-and-so, so-and-so." That's what happens when you do bad meter reading.

Now, once more, the pc's end of session here was better handled than in the other sessions. But nevertheless, this Tone 40 start of session and end of session was pretty lousy – pretty lousy. However, the pc was more relaxed and felt better at the session end, which was a good win. And I think that was very fine.

Now, let me give you something that you're missing completely. There is a very formal way that you run a session. And the first thing you want to know about this session: Is the pc under your control in any way? Well, the way you do that is you place the pc's chair. That is your action. Now, if you want to go a little bit further – you would start it in, "Is it all right to audit in this room? All right." Your chair, so-and-so and now your can squeeze and now your R-factor. And it goes in that particular sequence.

Now, actually I use it in this sequence – and I think you'll find it outwork better from

the practicality that the pc is sitting down. You say, "All right, your chair's all right" or "Bring your chair forward" or "Put your chair back" or actually seat the pc in his chair. But make sure that you adjust the pc's chair. That's a trick. That puts the pc a bit more under your control.

And then you ask the pc if it's all right to audit in this room. And he says yes or no and so forth. And – you needn't particularly clean this on the meter. But a very edgy pc – I do clean it on the meter. I know we're not auditing yet. But that's all right. I take a look at it. "Is it all right if we audit in this room?" It goes *bang!* Like that.

"What's the matter with this room?"

"Oh, well, it's so-and-so." We clean that up so we haven't got that falling over. And then we get a can squeeze – that's to make sure that the pc is connected to the meter. That's why we get that particular one. And it also gives us a look into his havingness.

So, we give him a bang – a can squeeze, and then we put in our R-factor and then we say, "Is it all right with you if I begin this session now?" and you give him a Tone 40 start of session. Now you ask him, "Has the session started for you?" And the pc says yes or no. And if the pc says no – you give him another start of session just like you did before. And you ask the pc if the session started for him. And the pc says no, actually it chops up the pc pretty badly to now say, "Well, we'll take it up in the rudiments," and so forth. That is apt to chop the pc.

If the session hasn't started for this pc in two starts, it'll normally be that something is wrong with the room. You understand? Or the pc is trying to tell you something. So by asking the pc if the room is all right – you've gotten rid of that one – so your session is very likely to start. And when you give the pc a start of session – it didn't start for him – and you give him another start of session, and it didn't start for him – you better ask the pc if he's thinking about something. And give it to him again. That is actually a kinder way to go about it.

So much so, that you can count on the fact that there's either something wrong with the room, or the pc is withholding something – or he's got something to tell you – and he's holding his breath waiting for you to say, "Start of session" so he actually doesn't hear the start of session.

And he says, "Well yes, I've been sitting here waiting to tell you, I think my goal is excelsior."

And you say, "Heh! All right! Good enough. All right. Well, I got that now. Now here it is: *Start of session."* And off we go. "Session start for you?"

"Oh, yes! Session started for me."

Do you see what I mean? The two reasons sessions don't start is the room is lousy, or

the pc's trying to tell the auditor something – is holding it back, waiting until the session starts so he can say something, you see. Unless you release those two valves there, you're not going to get a session started.

Now, here's another good point in all this is, your session is ended or it isn't ended. Now, I've been experimenting lately and I find out getting the goals and gains and what the pc has to tell you as you go there, then end the body of the session and then get your can squeeze and then run your Havingness and simply give the pc an end of session. Your pc is more exteriorized from the session than otherwise. That's – will be coming out here very shortly in a bulletin.

I've been experimenting with that and life and livingness. And I find that life and livingness goals are of use to tell you if a pc had a PTR And that was the original reason they were used, and we no longer care about that. We're handling PTPs with other processes. All right. So if you don't need those for a PTP, realize that they actually exteriorize the pc from that session.

In other words, he's there to be audited, you ask him what goals he'd like to set for life or livingness, he instantly thinks of all of his PTPs – and you've got more PTPs to handle than you had before. You find out that will be omitted in your next goals Model Session rundown.

Now, therefore, the optimum way to start a session is – ask a pc to sit down, adjust his chair, ask him if it's all right to audit in the room. Whether you clear it on the meter or not I don't care. Most pcs will take it, but some of them object to it and there's no particular reason to carry on with it over an j

objection. Then get your can squeeze, put in your R-factor, start your session, get your goals and gains, and look to see if that tone arm is where you left the pc in the last session. Because if it isn't you're going to have to get in your mid ruds. "Since the last time I audited you. . ." If the tone arm is at the same place, don't bother. You understand the use of this? And you just go into the body of a session.

Now, get your goals and gains at the end of the session. Close the session. Get your can squeeze. Run a bit of Havingness and end your session. And you'll find out that'll save you an awful lot of session time.

Now, I wanted to look at this tonight to see how you were going and what you were doing. And it seemed to me that the worst faults here were simply the Tone 40 – lack of use, the no precise procedure on starting the session and the meter reading. And the meter reading was terrible. Really, that meter reading is just too bad to be borne.

However, you're making progress. And we know that this is better auditing than you have been doing – and this is better auditing than is done in the field – but it's not good enough for a Saint Hill graduate. So improve your presence, get your formality in and square it around.

You realize that an awful lot of your auditing gain depends on the pc's confidence in the auditor. And the pc's confidence in the auditor is born by the auditor doing those things which gives the pc confidence. Not necessarily doing the same rote thing, but doing things competently, talking to the pc competently, handling what happens competently and carrying it on through and remaining in control of the session.

Now, I think we ought to give the auditors a hand here. Would you do that?

Thank you. Thank you. And now let's give the pcs a hand. Thank you.

Now, there are many, there are many pitfalls along the way in this universe. There are many sad moments. There are many times when your luck is out and you're absolutely down – and you've been assigned to TV demonstration. It's all pretty horrible – but it feels awfully good when it's all over. Because you realize that you have actually put up a presence and put up a mock-up and nobody has shot you absolutely dead. Now, don't think that I've been trying to shoot you down in flames, I'm trying to help you be a good auditor.

So thank you very much, and carry on now with a very – better session presence, a better Tone 40, better meter reading. Let's get those things improved. And let's get some good gains and some good wins on these cases. We've got terrific processes – all they need is application. So let's get it done.

And thank you very much, and good night!