

THE LOWEST LEVELS

A lecture given on
13 April 1965

Thank you.

Okay, how are you today?

Audience: Fine.

Well, I have to check up on this sort of thing. You're doing all right. Some of you are doing splendidly, some of you are doing splendidly. But some of you doing terribly.

I got a *brand-new* idea!

Audience: Oh no!

Yes! Yeah! I got a brand-new idea. I got a brand-new idea! Why don't you audit your pc?

Isn't that terrible? It's insulting, isn't it?

How about that though? How about that? It would be dead simple.

All right.

Well now, you'd probably like to hear about a lot of things, but there are in actual fact some data that you need very desperately. And that is that research is not wrapped up. Contrary to what I've been saying, a new datum has just emerged and research is very far from wrapped up. Research is going south.

Here was a weird, unexplored area of *Homo Sapiens*. And I no more than get it shoved in—into place very nicely than some more data shows up from the bottom. In other words, apparently unable to go up—apparently unable to go on up without uncovering fundamentals concerning the bottom. That's quite understandable. In other words, the more progress you make into the upper reaches, why the more fundamental the understanding is of what made man tick in the first place.

And as a result, although I'm pushing on up the line with considerable interest and velocity, and as a matter of fact have—just the day before yesterday I think I plotted nearly a hundred GPMs in the lineup and so forth for your eventual use—all very correct this time. That's been a very, very tough one, by the way, to plot.

My God, the number of variables there could be in the reactive mind—almost infinite. And actually we have the fundamental now of exactly what the pattern is and so forth. And I have found out that people are having trouble, even so, they're coming in on top of the bank, you see, through tremendous numbers of locks and lots of track and all that sort of thing, and they have a lot of trouble trying to sort out which is what, and a mistake in the thing is practically fatal.

And I therefore have been pushing on through. You've got R6EW—it's holding you very nicely—and R6EW S. These are very, very nice processes. And you'd have to run them anyway.

And meantime, why, I'm putting the new capper on R6 of the GPM plot, so that when you get there, why, you'll have a complete, accurate plot that simply... The hardest thing was to untangle the top and the bottom of the reactive mind—that was almost impossible to untangle. Because the top read as the bottom, and the bottom read as the top, and it was a terrible mix-up. And finally got that straightened up and joined up. Anyway, you're walking along into a GPM plot.

R6, for instance, has developed now into a series of star-rated processes. The first of the star-rated processes is how do you operate an E-Meter solo—how do you clean up some PTPs and things like that on yourself?

Well now, it frankly isn't really possible in the lower ranges to engage in that kind of an activity. A fellow is too overwhelmed by his bank and needs an auditor sitting there. And the auditor can see and the pc can't.

But when you get up into the VI range, why it should be very easy to handle the thing from a viewpoint of Solo. Actually, auditing is too slow at VI. That's the main thing we learn about it. It's too slow. It would take too long. It'd be too enturbulative a process for the auditor and just knock the auditor around. But it's basically that it is too slow. That's the main thing.

Now about as near as I could figure out, it's about three months of solid run—just running the GPMs themselves out if you were Solo auditing at a very high-hour volume, very high. That is to say you were auditing three, four hours a day, something like that. But that would be the end of the reactive bank, and you wouldn't have any more reactive mind than a rabbit.

There's people who suddenly say, "What would I do if I got rid of my reactive mind?" Very funny, you know. It's like somebody walking up to you, you see, all smeared up with tar and say, "But what would I do if I got rid of this tar?" you know.

Because there is nothing in the bank that isn't calculated to do one in. There is nothing assistive about any part of it, you know.

“Now we’re going to help you out. We’re going to break your leg.” You know? I mean, it’s just a reactive bank. Almost psychiatric.

When we look this over—we look this over, we find out that it has as its end product, of course, Clear as we’ve understood it in the earliest days, on up the line. That is Clear, that is no reactive bank—exclamation point! Don’t you see? *None*.

Now I can assure you there’s nothing beyond—nothing beyond it worth running out that you’d bother with. There’s a great deal of unfamiliarity however, and you run into problems of various kinds. And not least amongst those problems is—how do you pick up delicate objects and so forth? Or how do you handle delicate objects and so on? And—like a body. And you can knock a body around awful fast, awful hard without knowing what you are doing. You yourself are now measuring and estimating your actions. You see? And they have to learn how to postulate with great rapidity in order to be at all accurate. This is a strange field.

For instance, if you’re used to having a meat contact with something—your hand, don’t you see? Well, that’s easy—you’ve learned to touch something with your hand. Do you see? And you find that’s very unsatisfactory. You find that is kind of silly. It’s perfectly all right to touch something, but what you do is postulate it on and off. And it’s sort of—how fast can you postulate? It’s quite, quite remarkable.

How fast do you say, “Touch. Not touch.” You know? Because if you don’t postulate it, you get into some very remarkable messes. You all of a sudden find yourself half wrapped around a telegraph pole when you first start out this sort of thing. You have to understand, I’m talking about the behavior of a new Clear. And you find yourself wrapped around a telegraph pole so fast that it’d make your thetan swim, see?

You feel very bold and brash, and you feel quite good and everything looks very nice and the dewdrops on the roses are very bright indeed. So, you’re going to pick a rose, you know. Well, that’s not a “no sooner said than done” proposition. It is not that type of proposition at all. First you break down the rosebush. It’s been so long since you’ve had any direct control, don’t you see? All your control has been on a via, and your control—. I’m not now talking about necessarily being outside, you see. Your handling of the body goes out and you have to settle that down again.

Well, you might say it’s a condition of “too aware.” You have to adjust yourself to reading people’s minds. Worries you, you know. You’re talking to somebody, you know he’s lying like hell. And you finally tell him so, you know it’s not.

Yes, it’s not just first dynamic adjustment, you see—there are several others. Well, for instance, you pick up a sofa pillow, you pick up a sofa pillow with a beam. Let’s say you pick up a sofa pillow with a beam, you see. Well, you reach out your hand to pick up the sofa pillow, but *you* pick up the sofa pillow two inches ahead of your hand, see. Now this is very

difficult. Because when you touch the sofa pillow with a beam you've *touched* the sofa pillow—with the same type of operation. But your hand is cushioned so it doesn't stick to the sofa pillow, but your beam will. Your beam is too much of the woof and warp of this universe, don't you see. And you find yourself all of a sudden in a frantic state—trying to get rid of the damn sofa pillow! *Rahhh!* And you say, "How did I ever get into this?" You know, "Devil with the sofa pillow! *Thawwwttt!!* And you say, "Oh, yes, of course." Let go of the sofa pillow, and that's the end of that. Done by postulate.

You're trying to cross-coordinate between postulating and handling. Now, you've got both systems—and you can use both systems. And frankly you're like a—you're like a little kid that is trying to handle a body for a while.

Of course, you have the beautiful head start that you've got nothing in your road to keep you from learning, so you learn rather fast, but you're not quite sure where all these things fit. You know? What can you do? You're not at all sure of that sort of thing. Things that were very bad to you before suddenly become quite pleasant. Things that were very pleasant appear to be rather odd to you. Your tastes change, in other words.

I suppose right now if you went something on the order of a few miles up or were in an aircraft 32,000 feet—let's not be extreme—you would find it very uncomfortable if that wasn't pressurized and heated. Well, it's frankly very uncomfortable if it's pressurized and heated.

There is nothing quite so pleasant as a nice, icy cold cloud. It's faintly warm to the touch. You see, one is so moved up on temperatures that one is actually running all the time as a thetan at 98.6 or whatever it is, or 98.4. And there he is running away at this temperature. Well as soon as you start clearing up, you'll find that temperature is just fine if you're using a body. That's dandy if you are using a body. You get it in its proper perspective. It's really quite hot. A proper temperature is minus 273 degrees Fahrenheit. Way down south around absolute zero. The rest of it is temperature, and that means that the air around you is vibrating slightly, with a temperature. Everything is in this tiny, tiny but observable motion—temperature. This is heat. And frankly it's bothersome—because you can perceive it. Therefore you have to familiarize yourself with it, and very shortly afterwards you come back and you can stand 98.6 and the difference is you could now stand 210. You see? You could stand any of these temperatures but it requires a refamiliarization.

And life is full of startling little surprises like this. You see? Like, stoves are cool—red hot stove. It can be cool, it can be hot. You're not quite sure what you can do, in other words.

You never realized your potentials were as great as they are, but you in your fondest imaginings thought they were much greater than they were, You get the weird frame of mind in which you are, you see?

Furthermore, your framework changes quite markedly on what life is all about, and who you must fight. And what you must contest. And I think if you were to take somebody who was Clear and try to convince him that he ought to declare war personally, you see, on the Abaflubians or somebody like that, don't you see, it would just puzzle him no end why. He would start wondering about your sanity, because it doesn't look sensible to him. But at the same time he can give you a solution to straighten it out. You see the difference? He can now give you a solution that straightens out the thing you are trying to fight.

So then there'd be no reason to do something wild and incredible to it. Don't you see? That would appear to be an overestimation of effort. See? Something is running badly, something is running badly. Well, don't break it up or kick it, you see, because all you have to do is adjust this little *whizar-goo* you know, and the thing promptly starts running smoothly.

You can do an analysis of situations that before were just blank puzzles or total antagonisms.

Now these various conditions are not as exclamatory when you first start turning Clear. They're not as exclamatory and as huge as you would believe, because there's quite a few levels above this. When you are on your road to OT, it's a road of familiarity. It's a road of getting acquainted with yourself, you see—the way you were once, and the way you are now—and fitting yourself into some sort of a framework with relationship to existence. Trying to reconcile what has been going on in your life with what you are now, and not really being able to think very straight about how confused you were. It's a negative gain process. And sometimes you don't realize how confused you were because of course that is erased. So therefore it's sometimes hard to understand why somebody else is confused.

I can see you now talking to somebody and this guy is saying, "But we've got to get the Republicans back in power," see? And this guy keeps saying this and saying this. Trying to wrap your wits around it. "Why does he want to get the Republicans back in power? They're nutty too."

You find yourself working on how we would devise a political system then, that would solve the problems this individual apparently sees. Don't you see? You try to find out what he is upset about. And you eventually will come back to the fact that he's upset because he's not Clear.

Clear is not necessarily a very tolerant state, but it's not a very antagonistic state either. But it's certainly not a negative state. One is far more positive about things than he ever was before. His reactions are far more vivid. I mean, I'm giving you a terrible generality here, you see. I'm just trying to give you some sort of an idea. But all I'm really trying to tell you is: you're moving on upward, and as you get processed and processed and move up the line, you frankly have been moving into that state for some time. As you get higher up the line you move into the state much faster. You don't quite realize when you arrive at it. It's not a

fast borderline, don't you see? It's not a sharp thing. But you sure know when the bank's gone—and that will be gone when you've run the last GPM—the last item in the last GPM, there'll be no bank. So, don't make any mistake about the state is suddenly achieved by an amulet of raw asafedity [asafetida] which you put in your left hip pocket, or something like this. Or the type of tobacco you chew, don't you see, that had nothing to do with it. It's a totally mechanical proposition.

What you have to realize is a thetan can become aberrated without being implanted or without having GPMs. And we have, in Scientology, been long studying these mechanisms.

What really keeps him down and made him unable, however, were these GPMs which are messed-up GPMs—give him the wrong purposes and smash him so that he really can't have any purpose of his own. All of his purposes are suppressed. His own purposes are suppressed. Well, when you start getting out into the open, your own purposes start to show up. And you begin to see what *you* would like to do, not what your bank has been telling you you would like to do, and you get a completely clear perspective.

Now, in Scientology we have run on this latter line. We have actually been working with what a thetan wants. And we only fail when we don't continue to work with the thetan.

And that is to say, when we're dealing with people and so forth, when we don't talk to them as another thetan and being, you see, when we start treating them totally as just a reactive animal or something, why then we start running into a bit of trouble on the line because we aren't recognizing that that person can get better, and that person is just simply caved in by some stuff he doesn't want either. All thetans want out, and even the thetan who is fighting down here in an insane asylum and trying to slaughter every attendant that walks in the door and so forth—he still wants out. He's just lost sight of what he is trying to get out of.

Man is basically good and that's one of the reasons he has consented to have a bank because then it prevents everybody else from being bad. I think that is the most remarkable piece of philosophy I've ever heard of.

It is so far-fetched that nobody would ever look for that as the philosophical fundamental back of the aberration of man, you see? Because we figure man is bad, and then we have to do something to make him good, why, then we've got him so reversed that we will never understand him.

In other words, there is a line of aberration—just not to talk at random with you—there is a line of aberration which a thetan can get into. And it's mostly based on his own unfamiliarities or his decisions that he knows something when he doesn't know it—his decisions which are based on no data. These are the various liabilities and we have all of those in Scientology. And Scientology is oddly enough built straight around the thetan and what might happen to a thetan. This is very curious, don't you see. Because what was really wrong

with the thetan was a reactive bank and chain of GPMs which gave him reverse purposes. This really wasn't what was wrong with him—the fact is it was more fundamental than that.

He was—in an effort to keep other people good, don't you see, why, he decided that himself and everybody else had better all agree to have a bank that checked anyone from being bad. And then he got this bank, and it's this bank which lies there—and by the way, pictures and all the other things in Dianetics and so forth just stack up on that bank—and there that thing lies across the railroad track, and he can't get anyplace with this much baggage. And apparently immediately after he decided to have and make and carry on with such a bank, those various decisions put him into a condition—this is what's fantastic—put him into a condition where he couldn't conceive of how he had been. So, it was just a cutoff. See, he cut off all familiarity with himself as he was, the moment that he did this trick.

In other words, it was something on the order of throwing a guy in a coal pit and then you try to explain to this fellow there's such a thing as light. Well, just a few minutes before you threw him in the coal pit, he knew there was such a thing as light. But after you threw him in the coal pit something convinced him there was no such thing as light. And you just start arguing with this chap almost in vain that there is such a thing as light.

Now, it's a barrier of that type that made a thetan unsalvageable if you did not know the whole trick. You had to know all about this before you could salvage the individual. You had to know why he was stacked up and so forth. Otherwise, you'd get downright impatient with him. You're disseminating to this pc—this was raw meat, see—and you are disseminating to the raw meat, and you are telling the raw meat, “Well, you see, you're really—you're really a being who doesn't particularly need a body and who is perfectly capable of operating, you see, and you don't have to have all those funny pictures you are carrying around, and you...”

“Oh, no,” he says, “I'm—a animal called Jones.” You see?

And you say, “But listen. You're just you, you see? And you've got—you got a bunch of cross-purposes that keep you from functioning the way you ought to function.”

“Not me. I'm just healthy and normal. My psychologist told me so.”

You begin to wonder if you haven't got a cut line here or something of the sort, you see. You begin to be baffled. It's just like you would be explaining to this fellow in the coal pit, “Well, there's such a thing as light, you know.”

And he said, “Oh, no. There's no such thing as light. There isn't any. I know. Look, you can prove it yourself. Look around. Do you see any light?”

You say, “But man, you're in a coal pit!”

Guy says, “No. No. This is the place to be. Perfectly normal habitat.”

Well, you frankly don't know whether to give up, or—or bat him one, or—you see? And numerous reactions are going to show up because your reality is being violated. So, as you come up the line your reality gets very easily violated. And the higher you get, the more your reality is susceptible to violation, but fortunately the more capable you are of standing up to invalidation. So that it doesn't mean anything to you.

For instance somebody gave me today some data that was considered very important, but it wasn't important at all. And the only thing I was puzzled about was how come the data was considered important, see. But it was *not* important. Do you follow that? But within that framework and so forth, the datum could have seemed important. You know, like, "There is no light." That's an important datum.

You just say to this fellow, "Well, now look. We can run out of your GPMs, we can get you trained up and we can take you up the track and we can get you trained up, and we can get you knocked out here so your visio comes back and then we get out of this damn coal pit, and I'll show you some nice scenery." Don't you see?

Well, when he says, "Ah. You're—you're fooling me. You're just trying to trick me. I'm going to have the FDA/FBI arrest you because you're telling me lies," and so forth.

You can form a very, very interesting opinion of how evil man is, and how nutty he is, and you could even form the opinion that there were two types of thetans—very easy to do, you know.

You could get a lot of solutions to try to explain this. But in actuality, to handle it you would have to have the right one.

Now, where the individual is concerned then, he improves on a gradient as he goes on up the line, and it's vital that he does improve on a gradient because his case gain must not outrun his capability of handling the new reality.

And frankly, we're so good, well, we invented a comm system the other day—Comm-Member system, and the routing in that bulletin, the routings are too good. We finally found out what was wrong with them—they were too good.

Well, how could they be too good? Well, because they instantly tried to go into the internal communication system when they just had to do with the external communications system of the organization. And it was causing a great deal of trouble because these routings had to be fended out of the organization. Do you understand? Because they were external routings. They were routings to another org. And staff members were so entranced with these routings that they promptly started routing internally. And the bug on the line was, a communicator was saying, "But there *is* no—but there is *no* duplicate post in the organization to use the routing on."

I looked it over for a while and I suddenly realized there was a duplicate post—there's your opposite number in any other department in the organization. He, of course, could be handled by the same routing.

In other words, you don't have to have the D of P Melbourne to the D of P Perth, don't you see, as the only routing. There are other directors in the organization itself you see, who could have the routing used on them.

In other words, we had developed a system which was—or I developed it, take authorship on the thing. I shouldn't keep saying we—it confuses people sometimes. It's a highly authorial “we” most of the time, you know. The old editors in the old South always used “we,” don't you see, and it's—it's the polite thing for an author to do so you'll excuse me.

Anyway, what happens in one of these instances is: you develop a system that is just for this and then if the system is too good, it then embraces what it should embrace. In other words, it tries to expand its own perimeter and become what it should become.

We now have such an organization plot. You only saw a fragment of it the other day. That is to say you saw the thing. I just brought it out in very rough form, it's incomplete. More or less what you saw, don't you see? But there were lots of things on it which hadn't been drawn in, which you will see very shortly.

But if you start to go along the road to truth you reach a make-break point. You reach the point beyond which you can't stop the truth. See?

Where we design these four little routings for the Comm-Member system—well, of course, they're just dolls for the Comm-Member system, you see, you just throw it in the communicator's basket, and bang, it'll wind up in the hands of your opposite number in some other organization. There's nothing to that. But the system is too good. The organization already needs some type of nice routing system in which you put down “A” on the top of your despatch and that's it. It follows “A” routing, don't you see. The communicator knows what it is, you know what it is. It winds up in the right basket—bang! You see? It's good, fast routing. What particularly intrigued people is the fact that they didn't have to do anything with some of their despatches that they got which were sent to them for information only—that type of routing. So, you just toss a despatch off toward Joe, don't you see? Well, he doesn't have to do a thing with it. He just has to look at it, “Oh, well, what do you know,” you know. And it goes on to files. Do you see what I mean? In other words, he's not troubled by this thing on his communication line, he can get rid of it.

Somebody has said to say hello to him. Well, his whole line is blocked up maybe with people who have said to say hello to him. Now, if he has to turn around and answer each one of these things as a despatch, he goes practically mad, don't you see? So, he's very cheerful

that all these people said to say hello to him. But he's now got the hellos, what the hell does he do with the despatch?

Well, the Comm-Member system *solves* this. The proper routing just lets you dispose of the despatch with no action on your part at all, which is of course you shouldn't take any action on such a thing. It requires no acknowledgment, there is nothing there at all. Obviously needed, and yet it was relegated to the Comm-Member system only. And when it was applied to the Comm-Member system only, staff members—seeing that that was vital and that it would speed up their lines and make things much easier—tried to put it into the internal communication system of the organization, thereby driving the communicator halfway around the bend because all she could do was reject these despatches when they weren't comm member despatches.

See, I'm just going over this point again to show you here. In other words, it was a good system which was incompletely applied. And a good system which is incompletely applied will immediately try to apply itself. And that's what we've done with Scientology.

And I have seen this in the broader perimeter. If I'm not active right now, and I'm not reorganizing organizations right now, we'll be in trouble. We'll be in plenty of trouble. We will simply cave in. Because if I did not totally devise the thing—the road to truth is one that you can't travel halfway. If I didn't totally devise it and get it explicit—particularly at this point—it is being applied to the degree now where its release of such applications bring about a bang appliance, don't you see. And we've hit the make-break point.

Here we are 15 years after the release of Dianetics and we're on the make-break point here. Now, what do you mean “make-break point”? Well, just short of the make-break point you've got to force your way forward to make it go. See, it's still hard work. And just beyond the make-break point it goes like mad. It's like the—friction. If you push some object over the floor, you'll find the first little push on the thing, the first push on the thing has to be pretty heavy to make it push, don't you see? But then you apply less and less energy to this thing, the faster it moves. You see? It moves faster and you're actually pushing less.

Did you ever have this happen with a chair, or a box? In other word—very hard to start it moving right at the first thing, but the second it started moving it sometimes surprised you by going too easy, if anything, see.

Well, we're in that state right now, I'm having to pilot this thing very close and tight. Because we're at this make-break point.

Now if we released a public book at this time, it would simply cave us in. We went too far with our membership pricing system because it was designed for a public book, and then I haven't released the public book. I haven't released the public book because the organization has got to sit there to take care of the traffic.

How is it going to get people? How is it going to get expansion? How can it expand? I already saw something like this happen in 1950, I'm not afraid of it. But I also saw that it just—it wasn't grooved. And because it wasn't grooved, it practically blew up in your face. It just made so much of a confusion it overworked everybody so hard that almost near chaos resulted. Now, that's an interesting observation because we can press the boom buttons anytime we want. All I'd have to do is write a new public book and advertise it around someplace, knowing what we know about interest and lines and so forth, and this thing would all work like a bang.

Well actually we put in the membership discount system here just a little bit prematurely because it was matched up to catch a public book. And then I had a technical—I actually had a technical breakthrough. And that's a funny thing to have happen to your line: to make a sudden advance, that was an unexpected advance, which antiquated and outdated your planning. But that's just exactly what occurred.

All of a sudden undercut the case you've been running at 0, very successfully—has a couple of levels below him. The cases that wouldn't run successfully in Level 0, and those cases take you right straight out into raw meat. They also take you right down to the bottom of the spinbin. They take you anyplace there would be cases, you see?

And I'm so close to the edge on, well, I've got one level below communications and I've got it mapped and taped. It's complete. It'd actually would empty out every insane asylum in the world, but it isn't a psycho process. But I don't know whether you ought to be using it or not. I don't know that yet. The thing is fantastic as a process level, see.

But I now know there are two—there's a level below it. I know that there's at least one level below it. That makes two levels below 0. I know there's another level there.

Well, auditing a case on this below 0 process is a walk in the park. But we've done something very peculiar. I don't know yet—and this is what is stacking me up—I don't know yet that it wouldn't take a Level—a Class VI to run it. It's a complete walk in the park, you understand? I mean you could see this thing, oh, you audit this—whoa! Nothing to it. Sit there and yawn, see. The pc's needle just *flies* like mad—like mad. I don't think you could run it in a co-audit.

The stuff that flies off the case flies off so fast and furious that you'd have to be a Level VI to understand what was happening. And I think out of pure terror or something of the sort, if you put this particular proc—, I don't know these things, you see. If you put this process into a co-audit or a PE or something like this, don't you see—the human being in front of you runs like a startled gazelle. He's not affected by this, he's just getting better, better, better, better, better, better, see, and he gets up to a point where he's at Communication. But he's getting better.

There is a long way north to get to Communications. It was quite a jump. And when he does that jump, I should think it'd require a very skilled auditor. I think we found a process whereby only an upper level auditor could run it on a lower level person, because it frankly applies to almost any case that you're having trouble with, that won't get TA action. It's the no-case-gain.

I was busy solving this case with justice and ethics, and then all of a sudden solved the case technically. Been studying the case quite a while, it's quite surprising. It's the no-case-gain. What happens with this? Well, of course, then it didn't just take in cases you were having trouble with on an enturbulation basis; it took in cases that you just were having trouble with. Do you follow? And it just went that far south.

Now, I've now got a low-level process apparently which I don't know that I could trust it to the hands of a guy who just walked in off the street and you put the two guys together and have one run it on the other one. I think the one running it on the other one would just get his head blown off. The case is getting fast—a fast gain. Don't you see?

Now, I don't even know this point—I don't even know this yet. I don't know that a case wouldn't have to be audited quite a ways to be run on this low-level process. You say, "Oh, what the hell are you talking about?" Its almost a gag, because frankly it would run on almost anybody if it were well run. But it would have to be well run, and it'd have to be finished and it's got some technical points in it which are quite startling.

The end of the process does not come at the end of 25 hours, it comes when an exact state is reached by the case. And you give about three more commands beyond that exact state and that is the end of the process and it wouldn't run any more—I don't care what you did with it—and that's liable to happen in two hours, or 25 hours or 35 hours. It's going to be a finite period. These are the new Conditions Processes. They haven't been released. There are three of those processes of which only one has been run. That is to say only one has been released. Its release is very narrow.

But below Conditions there is—you see, there is Communication, then there's Conditions below that, and below that is Existence. Now we tap sideways on Existence when we use mimicry. It shows somebody something exists.

There is a California school teacher out there is mimicking children's stuttering or something like that, and the stuttering disappears, either because it's suppressed or because it blew or something, I'm not quite sure why. But the main thing here, here is a level. Here's this level called Existence. And that level—we're already reaching into the very tough case—but this level of Existence undoubtedly reaches way out into the public—it's your very resistive case. These things have got to be adapted to dissemination, and the existence of these levels make it very, very hard, I assure you, to write the public book.

It should be quite obvious to you why it'd be very hard to write a public book. You're sitting there looking at a couple of brand-new tigers with which you don't have much experience yet, and you know darned well that this public book is going to go like a bomb, it's got to include those tigers, and you don't know enough about those tigers yet to do anything with them. See? So, of course you're not about to write a public book. You follow?

So, that made our pricing policy and membership policy premature, then that backs it up on the orgs, don't you see?

Now, I'm probably going to give them some shocks in the next few days here on altering their course of existence. It won't be an alter, it'll be a cutback. And we'll get them to get their organizational plan in and get things organized better and get their old sign-up line in so they don't have to learn a new sign-up line too. And let them carry forward a little smoothly. In other words, I cut it just a little bit too quick, you understand? Just a little bit too soon. Now we know with this experience on the thing and a technical breakthrough.

A technical breakthrough at raw meat level, a technical breakthrough at the insane asylum level, a technical breakthrough *south*. And when two levels have shown up gratuitously—I think that's all of them. I wouldn't have said that about Communications, by the way. I already knew there was the no-case-gain case. I already knew that there were some cases below this point, don't you see? But as far as I can plot it out, there isn't anything else that will show up on a plot that gives levels for those for lower actions except what we've already got.

A person would have to recognize something about existence. And we've seen this mysteriously occur when we've asked somebody to find something really real in a room—and that's a one-shot process, the moment they have found something really real in the room, they sometimes experience the most remarkable recovery.

You possibly know the old process, “Look around here and find something that's really real to you.”

I've seen some very remarkable things happen at that level. Well, that *is* the level of Existence. That's where that process fitted. In other words, this process was a wildcat, it was a wild one. It was up in the upper technology and it shouldn't have been—it was way down here at the bottom technology. A basic auditing command might be, “Are you?” You see, something like that.

It's probably a familiarity without contact or communication—and without an awareness of what familiarity is arriving. You get the shut-off because as you've gone south, you've dropped Orientation, you've dropped Perception, you've dropped Communication, you've now dropped Conditions and you're in Existence. Now that existence must be without any of the other things.

Now, how do you audit it? Now, that I can ask the question, I can tell you because I'm experienced in handling me. If I can ask the question, why, habitually I'll find out the answer will turn up ahead of me out here in another 25 feet. Don't you see? Sometimes only two inches, but sometimes it's 25 feet. I can ask the question, see. You know, what is this level? See, what is this level called Existence? How would you audit something without understanding. Let's go up one, see—Understanding, Orientation, Perception, Communication, or the Recognition of a Condition.

Now, dropping all those things out of the auditing lineup what do we have left? Well, I can't answer that at this particular instant, but we will have the answer to that.

Now, the other thing that has happened on the way south, is we've got an organizational plan that's just like this little comm member routing plan. This organizational plan is the all-devouring monster. You can't keep an organization out of it. It hasn't been posted on the board at Saint Hill. There have been a few things released, we have talked about it, but nobody can keep this thing from going in.

You will find executives around here are using it this minute. And they sometimes don't pull back and say, "Hey, there isn't, you know, a Distribution Division yet." Or, "There isn't a something-or-other yet." Or, "No appointment has been made from that post." And it suddenly feels sort of a *uhhhrrrr* frustration, you know. *Ehhrrr, ehrrrr*. They feel blocked, "Well, we'll do it some corny old way, you know—*Wooufffa-pfffz!*"

We've got an expansional organizational plan that is sitting up partially done on the drawing board which you saw in the last lecture. People simply aware of this thing. And it's unlike any org board anybody ever saw before, it's a whopping big magnet. It's just—it's just, "*Zup!* Here we go." It actually is trying to take the existing departments at Saint Hill at this moment and put them on it. And I don't think it could be prevented. I think if I never posted the org board, executives one after the other would snarlingly say, "Well, it's not been posted yet. But you really are the Qualifications Division. You better make up your mind who is the Director of Review." You see? Because it works.

And one of the reasons it works is it's the first parallel-line org board that ever existed I think in this universe. It's a parallel-line org board, not a vertical-line org board. It's in parallel.

And the very funny part of it is, that it operates to the left and right, and it doesn't operate up and down. Even though there are officers up, it operates left and right.

It has very many peculiar characteristics. One of them is, is each repeating department, as you go across the board from the left to the right, will have nothing to do with the functions which follow it, but includes all of the functions which precede it.

Now, that's the silliest thing you ever saw in your life. Try to squeeze into a department—comfortably—some action which follows it on the org board to the right. Yeah, you're having trouble. Every time, you're having trouble. Something's going to go wrong.

In other words, you try to get into the Orientation Department something about Understanding. You see, has it Understanding, well that has its own departmental functions. But there we have Understanding and the next one to it, to the right would be Purposes.

Now, let's put under Understanding, Purposes. In other words, we're going to have Purposes before we had Understanding, in other words. *Hehhhhhhh!* And so it works out organizationally. If you try to put something about promotion under Understandings, why, people will just sit around and understand that there should be some promotion, and that would be the end of that. Do you follow?

Therefore, I've had to be very careful not to drop any of these functions. And it's been working with the org board which suddenly displayed that lower levels existed. The thing is not an org board at all, it's a philosophic machine to which an organization is easily adapted. But then anything is easily adapted to this philosophic machine and here we are at this late state suddenly whipping out a philosophic machine, see? And the machine is too good. The development of the machine is derailing some of our intentions.

In other words, actually what has happened is, it's pushed us forward on the track perhaps two or three years of development. It gives us answers to questions that we have routinely had trouble with in the past, such as personnel.

I'll give you an idea what this machine does from the standpoint of personnel. I just talk about it jokingly as the machine, you see. Without any executive doing anything about it at all, personnel come in and get hired and get put on the post. You say, "But that's—that's—that's—that's a very dangerous situation. You just going to have anybody go to work?" That's right. They can walk in the front door, and sign their name—they go to work, even if they make an "X".

How are you going to do that? Well, that's pretty easy. You keep an ad out all the time that you hire people, and we don't care what conditions we hire them under. Sometimes in some areas it will be for money, sometimes on an applicant basis without pay for a couple of weeks.

We keep this ad out. Any person that applies is simply put on a purchase order, which is sent to authorities for an okay on financial planning. But it's just okayed; it really has nothing to do with financial planning, but that's where it's sent. And it skids back down the line to the communicator. And the communicator calls the person up, and the person comes in, and they're given the PO and they're routed through an E-Meter check point, and given a slip to sign which is the fact that they agree to their terms of employment, which is about all. And

then they're routed to the department head that has the allocation. It sounds very dizzy, doesn't it?

And, at the end of two weeks they are sent to Qualifications, in Review. Because when they walked in, they were also given a staff hat, and when their department head receives a despatch that they are to go to Review, the department head simply gives them a little chit (on the same chit) and he just says whether he wants them or he doesn't want them. That's all. And they disappear out of his view. They go over to Review; Review examines them—very rapidly—maybe now gives them their OCA and APA, and maybe does something-or-other with them. But they're equipped to handle people en masse, don't you see? They can give tests of various kinds.

Well, this person passed his tests. Maybe they even gave him a little check on his staff member hat, you see. They made an examination of this person. We've now got two weeks of experience with this person.

In the meantime, whether that person has followed orders or done their job or not is the subject of a different report system in the organization—again which has nothing to do with any executive in the organization. So, Review has all this data on this person now. It's been accumulated and Review can now okay this person or give this person the deep six. But we don't just give the person the deep six, because the truth of the matter is, he never leaves the organization. He remains an applicant. You understand?

We've wiped out a thing called dismissal. Apparently the only way to get dismissed from a Scientology organization is to become OT.

Now, let's see the immediate effect that this sort of thing happens—let's follow this through. Blitz receives—he's reading the paper and he sees that “them Scientologists,” or “them ‘Sin—tologists’ is advisin’ fer—fer people to come and work at ‘em.” And so he comes—he phones up.

“You still got a job open? I'm a—I'm a good laborer. Do you still got a job open?”

And the communicator is not looking for any post at all, see? They're just looking for any application. And she says, “Oh, yes. What's your name?”

“Blitz.”

“All right. Initials? Thank you very much. What is your address? You got a phone? Can you be reached by phone? Thank you very much. We will let you know in a day or so.”

And he says, “What, no interview?”

“Well, we'll take care of all that in a day or so. Thank you.”

And a day or so, he receives a phone call and he said, “Yes, you can come to work.” Again no decision—no judgment on it at all. Just, “You can come to work.”

And the guy comes to work. And he's taken along the line, and he's given the PO and just routed—like a despatch. And he's given a PO. He's given the PO and he goes through, and they put him on an E-Meter.

“What's that thing?”

“Well, nothing.”

And they just take him off the E-Meter. There weren't any questions. They just read the tone arm—the only thing that could reject him.

And then the boy who did that says, “Well, sign here.”

And, “What is it?”

Well, let's say he's taken on as temporary. “It's your wage for the first week, and this is what wage you're on. You're going to be on temporary status, and your position has to be reviewed in a couple of weeks.”

“Okay. That's fine,” he says.

Couple of weeks later, he's busy out digging the garden. Somebody comes up to him and says, “You're supposed to report to Qualifications, and so forth, to see whether or not you become upgraded and kept on and so forth.”

“Well, that's about time.”

So, he walks over there and they ask him a bunch of questions. And then they tell him that he has got to improve his employability before he can be taken on. And he's shunted through into Review and Review tells him exactly how to improve his employability, straightens him up like a startled gazelle and shoots him out into the public. But he has not been dismissed from the organization, he is simply waiting to do that.

They also call the labor exchange to see if they can't get him onto other employment right away. In other words, they take care of this personnel. See, no ARC breaks because this boy was dismissed, you see—because he hasn't been. He was told he needs some more preparation before he can have this job. And of course, he's never had anybody take any real interest in him before, whether he ever had a job or not. Well, he considers this pretty interesting.

And he doesn't get a job for a few days and he comes back and he says he's not able to get a job or this area doesn't have national assistance or something of the sort, don't you see? Well, Review has a Displaced Persons Section in it. They can hand out meal tickets. They can hand out all the things that you'd hand out to somebody in distress. They can give you money enough for a cable, for postage stamps. They take care of people, don't you see—on the little of—the people that get into sudden binds and emergencies and that sort of thing. They issue this kind of stuff. They take care of this person.

Now, you can coax that person up the line. They can send that person to a PE Course, they can make sure that he gets into a co-audit. They can do this, they can do that. They can give him something to study.

They have got him in their files. You need a sudden crush along the lines of laborers. Well, this person's advance and so forth has been reported. You look him up in the files, you find out you've got two or three of these boys. You simply call them back on from an applicant status, move them back onto, this time, a Provisional Status, and they will be with you—they can be with you a year, at which time they are made Permanent.

Now, that's an interesting lineup to have happen on employment. And you say, "What the hell are you talking about, man—you're going to have an organization with thousands of members!"

That's right. Because the only way the machine won't work—if somebody won't hire people for it. That's an incredible fact. If you fill none of the posts, it won't work. About the only way you could keep it from working. And it would just go on and work.

Now, its promotional lines are very clean and clear. The funny part of it is, that its employment is one of the heaviest promotional lines that London had years ago. London had beautiful promotional lines. And they'd try to put on typists and wind up with the person moving into the HCA. London, in vain for years, tried to have a non-Scientology staff and it never made it. That is because they were teaching all the basic and elementary things that would take a person up from raw meat into becoming a Scientologist. And they seldom missed. And it frankly is quite a procurement line. If you looked on it just from that point of view, you would find out it would turn into a procurement line.

Now, an industry starts getting to look at this machine, don't think they aren't going to send somebody over. Well, that costs some money. The same thing—the exact same thing happens—but you don't call the guy an applicant—you call him an intern. It costs somebody money for him to do this. You understand?

Audience: Mm—hm.

I know it sounds dazing when you first look at it because it seems to be a shuffle of this and that. And you say, "That's an awful lot of bureaucracy and so forth." No, it isn't bureaucracy because the lines are all designed to flow. The lines are designed to flow. If there's anything comes near the machine, it flows. It doesn't stop, it flows.

And it has just one job as an organizational setup and that's so to change people for the better. And that's all it's doing. So, of course, anything that comes near it gets changed for the better. Whether it agrees or not. The all-devouring monster.

What's interesting about this type of thing, though, is I early detected this tendency on the part of this new organizational structure. And I had to shift the emphasis of the forward

line of approach, I had to change it slightly because I saw that it was going to get advanced faster than I had intended it to advance originally. I was working too good, see. So I'd have to refine the line in a few places where we had already begun off in another track thinking there was another prediction line.

We got to get the machine in before we can release the field staff member program. Have you heard of the field staff member program? You've heard of that, haven't you?

Audience: Mm—mm.

You haven't? Gee! Where have you been? You've been on course, that's what!

Well, all the auditors that were ever trained are now going to be staff members. There are no more private auditors. That finishes it. Now, this hasn't official release because it gets released in *The Auditor*.

We were just waiting for the day when we were technically flying high, see, until we did this. They have just been on wait. So, in very short order as soon as that *Auditor* is released in a couple of weeks and so forth, you'll be a provisional field staff member, and your pay on the thing is simply the 10 percent of the fee of the person you send in.

Because I've spotted the one thing that you can do absolutely fatal that will finish you as an auditor. It is the same thing which I tried to do and almost finished me. I was smart enough to get an organization to back me up. I found out that an individual auditor, or two or three auditors sitting around in the field will go for a short length of time with a wild burst of enthusiasm, and then fall on their heads. Because they haven't got any business pinning themselves down by processing anybody. They've got no business at all!

You can give somebody an assist, you can cheer them up, you can handle the family, you can do this and that and so forth. But as far as going into a thing called private practice, it must be wrong because the medical profession uses it and is failing. It must be wrong, see.

All right, so therefore if you're a part of an organization, you would only have to be part of the organization to the degree the organization is wide open for paying you on this basis. You just pick up pcs and send them into the organization. The organization instantly turns around and sends you 10 percent of the pc. That's all. Whatever fee they collect, they give you 10 percent of the fee—*bang! Immediately!*

Well, that means you could whip up quite a PE, couldn't you? You could tag people, left, right and center. Without the liability of having to process them. Now, it takes quite a team to process pcs—to handle and administer things and handle the rough spots. It takes quite a team to pull a psycho off of your neck that some family has wrapped around it. It takes quite a team. And that team is possible in an organization, but is not possible in individual practice. I learned that the hard way, and I've gone over this with a very fine look.

The field in general, and that is said advisedly, was reviewed once and found out that they mostly wanted to be members of the organization. They wanted to be part of Scientology.

And the ARC break in the London Academy at the rising prices, reported to me after research, to be that all they were getting trained for anyhow was so that they could become members of the organization, so they didn't feel they ought to be charged such high prices for it. And that was the source of the ARC break. The rest of the communication might interest you is: "Their Instructors are all Class VI, Saint Hill, and they adore them. And they just keep on taking course after course after course."

Anyway, so, what happens to somebody? Well, he can scrounge up pcs or he can give PEs or he can give talks or he and two or three other auditors can go around and talk to people about this.

Well, now, this was hard to do a few years ago or even a year ago. Supposing you had technology that anybody you tagged immediately became a Scientologist? You had to apply a certain dissemination technology and the person you talked to, if he could talk at all, immediately wanted some more Scientology. Supposing that didn't take you very long.

Well, that's quite interesting because that technology exists as of this minute, see. It's been in existence for two or three weeks. I haven't got time to write down everything that has got to be written down to square this up so some of these things don't get released at the instant they're dreamed up. But there is a system by which this can be done. It's a rather easy drill. It'd take you a few hours to learn this drill and down to a fine, feathered frenzy.

The person who flashes in your face, the person who says, "*What is Scientology? What is this stuff? Blah—heh—heh.* I understand you're a Scientologist."

Boy, he's just bait. He's just bait. He's just bait. He has announced himself aboard with this technology, man. He's resisting and protesting. That's all you need.

In other words, we had to figure out this item called "salesmanship."

Now when we go down low on processing levels, we're going to tag people with that wild abandon, we have that much command or control of to whom we speak, we certainly had better have the technology very desperately and definitely in line to handle a case once it appears. And we'd better not miss on this one.

So, as soon as I got this other dissemination data I started going south and making sure we had that all neated up and found there were two more levels which we could handle them with. Well, it wouldn't matter who walked into the organization. It just wouldn't matter who walked into the organization. If it's going to be up to the field staff member, or you, to send in anybody that you tag, then the organization had better be capable of handling in the first three minutes of play, anything that is sent. Otherwise, there would be a jam there, don't you see? Field staff member will be in continuous trouble—continuous, continuous trouble—because he

is sending in psychos, or somebody in the organization is saying so anyhow. You've got to wipe out that as an argument, don't you see? That has got to be gone. Not by simply a postulate gone, it has got to be gone technically.

So, this person slides into the organization, caroming against both doors, dead drunk, been an alcoholic for years, skid row special and so forth. Well, the guy who's right there in the HGC doing the technical work, who's in the—what would be the Department of Estimation—guy just looks at this boy, and says, “Well, that's it. And there's an auditor in room so-and-so, and well, there's the cashier, and so forth. In room so-and-so you'll find the auditor”. Pilots him down the line, routes him in. We've got to have a nonalcoholic on our hands in a few hours. You understand? Whether he was drunk, being processed or not. See, this is what it really demands *in extremis*.

Now, that would be the total demand. Now, how well that can be met and so forth is a horse of another color. They'd probably develop a technology by which he is made to sober up. They don't let him communicate to anybody for a day or two till he kind of steams out, because ifs easier to do. And he wakes up and says, “Where am I?”

“You are in an auditing room. Here is the first auditing command.”

All right. To handle things of that particular character requires that you have a considerable command of mest and space and buildings and you've got to be able to acquire these things fairly rapidly. You have to have a good command in your community, so the organization has got to get up fairly rapidly, and there will undoubtedly be a point of struggle of the organization trying to get up to speed and trying to get squared around so that it can get into this kind of a condition.

Now, the field staff member is a provisional grade. All you have to do is write to your nearest organization and say, “I accept the appointment of field staff member”. Because you are being appointed—it's just up to you to accept it. Technical detail. And you get an immediate appointment as a Field Staff Member Provisional. And that's Field Staff Member Provisional and there you are with a staff member rating, with the privileges of a Provisional—which are considerable by the way. They're up above intern, applicant and so forth.

And now you—the method by which you operate and you go about it from there: If you know any pcs around that are giving you a hard time, well, send them into the organization, see. And if you know any students, why, send them into the organization.

If you are running a center, why, just give PEs like crazy and send them into the organization. Stand by, because you are going to be tapped on the shoulder to be a new organization for that organization very soon. Do you follow that?

In other words, a center is a nucleus organization. And if it even moves vaguely in the direction of an org board or anything and so forth, it'll wrap up into becoming an organization so fast, you won't know what happened to it. Don't you see?

A little organization should basically devote its time totally to PE, promotion, taking care of contact work of this particular kind. You'll find it quite remunerative—probably far more remunerative than doing it themselves. Don't you see? Just do a promotional line, a promotional line.

Now, in the first place, as time goes on, this will get much easier, because there will be a public book, dissemination drills will be more broadly known. And the public book coming out, all of its addresses will be available because you are a staff member. In other words, you're not being asked to talk to, or write or meet or something, people who are unknown. The point is that you've got a tailor-made audience, and it is shoved straight towards you.

Well, you are given about 150 cards, and all these people bought a book, and they're probably sitting around wondering what to do next, and so on. Well, all you have to do is tap them. And you say, "This is what you do next." And the route is all figured out, and you get paid for doing it quite adequately.

Now, your field staff member, of course, is a bona fide staff member. At the end of about 10 months or something like that, why, he ought to apply to the organization to have the provisional status removed and he becomes a general staff member of the organization.

The chances of anybody remaining outside the machine very long, if they are a trained technician, are quite remote. The way this would go, you would have tremendous demands. Well, you'd be getting nagged all the time about, "Why don't you come in and take over as Director of Field Activities," or something. Or "Why don't you come on tech staff and why don't you do this." Because these organizations are going to get desperate, they're going to get desperate for personnel. And we haven't got enough personnel. That's why we've got to open up our personnel lines—widely. And you'll find out a tremendous quantity of raw meat will be working in our organizations, where it's just been a little Scientology club in some places. I see somebody knows of some.

The main point is, is the appointment is made. Nobody is shoving it down your throats, you have to accept the appointment and write in and say you do. And it doesn't change your other activities, even vaguely. There is this kind of a clause connected with it which is quite interesting, is you would be field staff members of Saint Hill. That would be your point of operation as a staff member, see, you'd be a Saint Hill staff member.

And while a Saint Hill staff member you could also be on another organizational staff. You see, you could be something, like you could be D of P of let us say, Washington, and a field staff member, Saint Hill.

Well, the trick of the field staff member is to select people for clearing. And that's what he is doing: he's trying to select people out of the society and send them in to straighten up. There are many things that he can offer in this particular wise. If as a field staff member of Washington, you selected somebody to go to Saint Hill, the percentage would be paid to Washington as an organization, so everybody could share in your selection.

But if you were operating independently and so forth, and not as a member of another organization, as a field staff member of Saint Hill you would simply get 10 percent of whatever fee was paid in here as a result of your selecting people to here.

The game is simply a very easy game, it's just a matter of selecting people to be cleared, that's all. And you give them a selection Slip. The administration of it is very easy. You give them a selection slip. Actually the administration can be this rawboned: You give them a selection slip that has your name and address on it, and tell them to be sure to present that to the Registrar or Cashier at Saint Hill. That's all, and this will let them in.

Now you, of course, can put a piece of carbon paper under that (and probably should) and keep a copy for yourself and undoubtedly should put another piece of carbon paper under it and send a copy to Central Files, Saint Hill. That makes it neat.

But nevertheless you'll still find yourself with nothing to write on but a napkin and that's a perfectly good selection paper. In other words, it's not a fragile proceeding.

Now, that means that you would be free to select anybody for training or processing. Now, it'd only be possible for you to select people for Saint Hill who of course—for training, who were already trained auditors. But you could select pcs—any type of pc—for Saint Hill. We normally would get the roughest ones—if I know anything about it, the organization gets the rough ones. And the biggest organization or the best organization gets the roughest ones, see. And the HGC here would be wide open for the selection of pcs.

The new gradation program calls for the road to Clear, simply get processed up to Grade IV and then shift over—whatever the grade numbers are—and then shift over to training, and as a Release to be trained up through training and then go on out through the top on Solo. This is a very simple thing to explain; it's a very simple thing to map.

You just tell some individual, "Well, you get audited up through your Grades. And then you get trained through these Levels, which are the same as the Grades, but now you know how to do it. And then you get up to the top end of this and you reach the state of Clear through that particular road."

"How long does this take?"

"Actually it takes two years and two months of steady application."

"Well, how many years does that mean?"

“Well, it all depends on you, but it would probably take five or ten years or something like that with the present technology.”

In other words, this can probably be shortened too and will undoubtedly be shortened here and there. Because as processes are grooved in more solidly it may not take that long to get a Grade certificate, you see. It might not take three or four intensives to get a Grade certificate. We might be able to wrap one up sooner.

Also it might very well be that if a person were a Release and in pretty shining-good shape before they started to be trained at all, they would go through the training very much more rapidly and they'd only have to have the experience of processing somebody. Naturally, that's where your review body of applicants comes in. You've got to have a review body of applicants for students to practice on. So this thing all cross-works in various ways, and that road to Clear is one that the people have wanted to follow. And it is the one that you want to follow.

Well, it's only—my job is to make it as easy as possible, as fast as possible and to find out what are the snags on the road and get those snags removed and move them on up the line.

One of the snags on the road, of course, is economics. You'll find that some people don't have any money and so on. Well, there is an oddity, an oddity. A little review which is going on is particularly with some of the new processes as they are applied, are actually returning more earning power to the individual processed than the individual spent for the processing. In other words, he made more money than he spent on the processing. In other words, it was profitable to be processed at a fairly high rate, you see.

That's quite interesting. You say, “Well, how would anybody do that?” Well, I don't know. How does anybody live at all in the wog world? But they do experience various increases. They go up in jobs, ratings, responsibility areas and so on fairly fast.

It has been a road that has not been particularly open because we didn't have the Grades in exact lineup and it was hard to get an individual up to an exact state. Well, each one of these Grades now has a state to get the individual up to.

And you've been having some fun with these things lately, but actually at the present moment you have only one Grade which is totally written up and in shape. Now don't become alarmed because a person can only be examined on the processes which he has been trained in.

And also a checksheet can't be changed in progress. That is to say, when you're on a checksheet, it can't be changed till you are off of it. The next student coming right in behind you—these are the new regulations, I've been working pretty hard on this trying to smooth the road for you—the student coming in right behind you might be handed an entirely different

checksheet for the same Grade, but that wouldn't influence your checksheet one iota, nor would there be anything added to your checksheet while you were going through the Grade even though new bulletins existed on the subject. For your own benefit you probably would care to read those new bulletins or something of that sort, but it nevertheless wouldn't impede your attaining your Level, and it also wouldn't impede for a moment your being able to claim the Level as yours, you see.

Because there is another policy on the thing is you can't be retrained for a Level which you have already attained. Those policies already exist. Very often people do not inform you of what the policies are.

You basically sometimes see a breakdown where you think there is a breakdown, because just nobody has told you what the policy is on this particular thing, you see. It has not been a custom to broadly issue central organization policies to people, or training policies to people. This has not been a custom, for one of the reasons why is it was too expensive to do all that mimeographing, and another thing, organizations were in a formative state and there was no particular way to formalize this and finalize the issue of it.

Within a year or so you're going to see what you call Hat Books, the "Divisional Hat Books" which contain every policy there is in the shop, and those are fixed with a loose leaf binder type of arrangement so that a little clipbook can be issued to you and you can snap it into that particular Divisional Hat Book, and you will know what all the policies are in that.

There's a great deal more to the administrative technology of Scientology than the usual auditor has ever really known.

For instance this business about that, you're being trained on a course right now which is covered by policy. There are a very many policies and two or three of those policies were recently violated. And you saw me blowing the roof off around here. Probably was a great mystery to you about why I was getting so excited about something or other Well, you see a snarl on the board, don't you see? But it's just that a policy or something has slipped, don't you see? Or, a new policy is desperately needed for this particular line to straighten out the thing and to let it go.

But there are various policies. One of those things is that a student cannot be retrained for the Level he has already studied on. You can't retrain a student for something he has already got. Don't you see?

Now the only reason under God's green earth that you are in training at this particular moment at these lower levels is they didn't exist when you were trained. And there was no gradation where you were.

Now, exactly how you fit somebody in who shows up here as a perfectly valid Class III, Grade III person—well, that becomes a little rough piece of policy. Because supposing

that some part of this wasn't done well, don't you see? Something like this didn't happen well. Well, this is a Review situation, and it's merely a Review situation for the protection of the individual.

But somewhere up the line here in a very short space of time you're going to see the courses dropping out of the bottom at Saint Hill. In other words, these courses at the bottom are going to start turning up missing.

And the only reason that the Saint Hill Course is at the state it is in right now, is because the broad training of the Scientologist has not been standardized in the field, so therefore we have to train him all over again. And we make better auditors for doing so. But, it is a very funny thing. The Saint Hill Course began originally only for one reason, and that was to improve training in the field. And we have pretty well made that grade. And people who are coming in here trained are trained pretty darned well. I'm very proud of the way they are done.

In other words, Saint Hillers have gone out, taken over training facilities, which is exactly the way I planned it some years ago. And all I was interested in doing was showing them how to train, and showing them basic fundamentals of auditing. They went out, they took over Academies and so forth. Academies improved and improved. Then the people who started coming into Saint Hill could audit better, then we could upgrade the auditing here, don't you see? But then you going out, you're going to improve those Academies even more. And the next thing you know, because you've been through these various courses at these various levels, you sure know how a level course is supposed to be trained. And along about that space of time, why, it is not any longer going to be necessary, don't you see, to teach that level. That's what we are fighting for. Soon as we can get that straightened out, we're all set. People will come to Saint Hill for VI, and that'll be that!

And then, about 1948 we'll get rid of VI see. We'll get rid of that at Saint Hill too, because that will be well taught out in the field by that time, see. Toward the end of 1948, I imagine you will see most continental organizations teaching VI.

Now, where do we go from there?

Female voice: 1968!

We haven't run out of anything, don't worry.

But I'll tell you very frankly, very frankly, there are something like—there are at least 12 levels above VI, and Saint Hill will be teaching those. Do you follow?

This is how we're picking up man by his bootstraps. This is the plan on which you're operating, if very often you don't understand particularly how this goes together, particularly if you're not on a Central Org intimate line whereby it's being engaged in.

We sometimes make a slip and miss and we try to straighten it out as fast as we can and so on. We're dealing with living beings. We are not making coke or iron or toys, you see. And dealing with living beings requires an entirely different operating structure and man has never tried to deal with them before, so he is a complete infant. So, we've got to feel our way all the way along the way and we are doing things, of course, man has never done before. And we're just making it just fine.

And one of the reasons we are making it just fine is because you are doing well and you are carrying on and you are doing *fine*.

So, thank you very much.