

Standard Operating Procedure (SOP)

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

Well, you're very lucky people, that's all I've got to say. This is the first lecture of the afternoon of Saturday, December the 13th.

By the way, who kept a good set of notes? Anybody keep a real good set of notes on this? You got a real good set? Good. We'll be looking into that.

This afternoon I would be very happy to tell you all about Standard Operating Procedure. And uh... will. In fact, I will here for several days.

But, very interesting that Standard Operating Procedure is actually so easy. Uh... I really don't know why I'm talking about it. It is so easy.

Now you may or may not believe that. I really don't care what you believe, because the best little handy, jim-dandy convincer of which I know is simply to take Standard Operating Procedure and take three, four people and spring it on them. If you took five people, at least two of them will become theta clears in a very short space of time using Standard Operating Procedure.

And the other three would fall on down the track, on down the steps and you'd probably get... you might or might not get in that short a series, a couple of uh... Fives – pardon me – one Five. Probably wouldn't get a Five on that short a series. I think a Five runs about one in fifteen, or something like that, cases. Uh... but you might get a Five.

You might get one of these cases that's nailed down, sealed in, uh... bracketted, wicketted, uh... grouped, smashed, occluded. You might get all sorts of things. But uh... it's very doubtful. And if you did get one of those cases, what would you use to solve it? Vitamins? Um... something very „Well, it must be an unusual case. He... every time I ask him to do one of these things he just doesn't seem to be able to. Maybe we ought to try diathermy. No – it doesn't work. I don't know. Couldn't have been anything said in the lecture about a case this tough must have something unusual. Nah-uh.“

You won't find anything unusual, I'm sorry to tell you. Adventure is dead. You just go on and use some more of it.

And if you just get plain downright desperate on this Step Five case, you just get terribly desperate about the whole thing, then you could sit down for a couple of hours a day or make him sit down, or have somebody else sit down with him for a couple of hours a day, and just run off SELF ANALYSIS using its lines to create illusions. In other words, to do mock-

ups on the lines that are contained in SELF ANALYSIS – not to recall incidents. It says „recall incidents“ – „Can you recall a time that...“

And the way to use that book now is simply to say, „Can you create a mock-up in which“ – you know – „you enjoyed something.“ So you put something out there and feel enjoyment for it. And then it's got a list of perceptics down at the bottom of it and you try to – and one of them says „external motion.“ So you see this thing moving. And another one says „sight.“ So you get a good look at it. And another one says „sound“ and so on.

Well, it doesn't matter too much if uh... you can't see these things or feel them very much. A fellow can get some sort of a vague idea they are there. Vague, no matter how vague. So he could just go ahead then and uh... go on down the list no matter how vague it is. And if he starts boiling off like mad, have him see him behind him. You've just excited too many flows in one direction.

So, just put him behind him and that stops boil-off immediately.

That... that... you could get down to that level of uh... uh... incredible uh... apathy about case and it would still work out if you did that. That is the last... last ditch. You won't have to go any lower than that. You either use the techniques you've got, or if you just throw in the sponge and give up and all that sort of thing, why you've got SELF-ANALYSIS as a drill. And he'll be out in a month, six weeks – I don't care how long it'd go – it wouldn't matter. It wouldn't matter how long it would go.

And as you start processing people with Standard Operating Procedure Issue Three, you will be occasionally tempted to dive into the incident which presents itself, oh how nicely! Nah-uh! No! And you will get ahold of cases that insist on diving into the incident that presents itself – use a club. You don't want any truck with a real, real convincing facsimile or any part thereof.

And don't get the idea that because he turns on somatics while running mock-ups that the two have to be connected. They don't have to be connected. There doesn't have to be any relationship between a mock-up and what's wrong with the preclear. In fact, it is the upper crust of flippancy if he's got a bad foot to run mock-ups on his left ear. Just make sure that you use all geometric patterns and designs and the reason why you use all geometric patterns and designs is simply to give him complete coverage so he's avoiding nothing.

And as you begin to process your preclear you will occasionally find out he gets much worse. Oh, boy! He can get worse with a vengeance. I don't think you can make him as much worse as you could on a misuse of some old techniques. But you could ruin him – if you don't know what you're doing. And even knowing what you're doing, you can still ruin him.

Number One, don't have any qualms about ruining somebody. That'll ruin far less.

And Number Two, if you found out he was ruined – oh, of course, lots of preclears come back and tell you they're ruined. Yeah, that's to get more processing. That's the old gag – if you don't give them more processing, they go... then they go around and tell all the neighbour they're ruined. And then if you still don't give them more processing, why they even get up to a level of practically physical attack.

Of course, their method of saying „Please process me“ is to ruin you and your reputation sometimes.

But so – so the preclear is ‘ruined’ by your processing. It’s as I say, Number One – So what? He was ruined by the MEST universe before you got your hands on him.

The chance that he has in coming to you and recovering from, is so... was so slight, it was one in hundreds and hundreds of hundreds of trillions. His good fortune in coming to you is such that you needn’t ask him for any license to survive, and you needn’t apologize. You have complete liberty on the thing.

How anybody could feel strange about charging the price of the moon or feel that he’s compelled to help somebody, when all these people exist to be helped, or is compelled to try to convince somebody that what he’s doing is efficacious – convince somebody with discussion or proof or anything of that sort – I’m sure I don’t know. Because the use of Standard Operating Procedure Issue Three, and a complete good grasp of the theory behind it brings about this kind of a fortuitous condition. You’re cause.

And any time you think you have to go below the level of cause in action, you’re gonna fall on your face. You’re Cause. And the second you start squirming around, apologizing and trying to prove it to somebody, and being all upset because he got worse or something of this sort, you’re just making a big, dramatic statement „I’m NOT Cause.“

You get your case in good shape and your frame of mind in good shape, there isn’t anything can phase you – nothing, including a 16-inch gun going off straight in your face.

And in that frame of mind, the funny part of it is, it isn’t anything esoteric. Your preclear looks at you and he doesn’t see an apologetic look on your face, and he doesn’t see you all ready to get down on your knees and say, „Oh, yalla, yalla, yalla – AMA, AMA – please accept us, please accept us,“ or whatever that old German freak song was. „Hooble-Goobla! Please accept us!“

Uh... he says, „This guy can’t do anything for me. Something has to be done for him.“ He just looks at you and your attitude and your tone of voice and he knows immediately that you’re going to do something for him. And you’re going to do something for him – it’s just inevitable that you’re going to do something for him. Why, he goes ahead and lets it happen about ten times as fast.

But he looks at you and he sees doubt and uncertainty and request to survive and all that sort of thing written all over the place, and then he’ll hold it up for ten times as long as he should have.

It’ll happen! I’m just talking about his havingness – the duration of his havingness of aberration extends somewhat in the face of your apology for being able to do something for him.

And when I say you can ruin him utterly and completely, I’ll tell you just exactly how and what will happen any time you figure you utterly ruined a preclear. You got scared. You put your courage in your hip pocket and you ducked away on that low-level mockery on the

tone scale which mocks the upper part of the tone scale. On that level of the tone scale it said, in so many words, it said down there at the bottom, uh...“I am afraid to hurt anybody.“

You ever want to manage an enterprise, don't man it – if you really want it to go, if you care about it at all – don't man it with somebody who's scared to hurt somebody. Because he'll wind up by butchering them – just butchering everybody – inevitable! His effort not to hurt will result in murder!

Let's just look at one manifestation of that. He holds apart and doesn't mention something, and he lets it grow and he lets it grow and he lets it grow and he's holding it apart. And he's holding it apart. He's found out that somebody in the shipping department annoyed him. And instead of knocking it into line on the floor of the shipping department, going right to it and saying „I don't like this, and why are you doing it?“ he just lets that annoy him.

And the fellow in the shipping department finds out that something is going on along this line, and we get this further and further hold, hold, hold. What have you got? A condenser action. And sooner or later it's going to go „Ka-paw!“ and the poor guy in the shipping department might never really have understood what was wrong at all. He wouldn't even have had any inkling, until one day the condenser charge is built so great that the resultant shock knocks him flat on his face, knocks him out of a job, knocks the shipping department into a cocked hat. All because of what? It's because your manager, the first moment he was annoyed about something that was going on in the shipping department, was too damned cowardly to go into the shipping department and say so. So he chalked it off against this fact: He says, „Well, I don't want to hurt his feelings.“

That is the biggest curtain of all. The guy brings that down and he doesn't tell himself what's true: „I'm too cowardly to do anything about it.“ So he substitutes that for: „I don't want to hurt his feelings,“ a big rationalization. He doesn't go in there, the shipping department doesn't know what It's all about and then one day „boom!“ A lot of guys get blown up in the resultant. And the operation might just blow up too.

Why? Because all sitting around the operation you've got this sort of thing of back-off, back-off, let it build up, build up, don't say anything... we don't want to hurt anybody, until all the lines in the place are going so haywire that a fellow never has a chance in there. That's all. He never knows whether he's right or whether he's wrong. He knows the boss won't tell him. And he knows if he goes to the boss and the boss says, „Oh, yeah. That's fine. You did a good job, that's fine,“ he knows he... he hasn't any security at all of the fact those words are true.

Same way with the auditor. Any time he s... knocks off of a case, or any time – this is a very funny one. That I can take any of these cases that are... that I suddenly see going „Zing! Zing! Zing! Spin! Spin! Spin!“ And I'll say, „What happened?“

„Well, we got into this, and we did this and we did that“ and so forth.

Number One, it's usually a Step five auditor that does it. And Number Two, we find out that the auditor didn't finish the technique. In each and every case so far examined where

anything happened, the auditor didn't finish what he started out to do. He was insufficiently cause to produce an effect.

And he got halfway through and the preclear was starting to scream or something of this sort, so he says „I mustn't hurt them, so I'll knock off and do something else.“ Oh, Christ!

Supposing doctor – doctor had a... had a... had a body out on the ta... bodies aren't important, but just to mention it – suppose he had a body out on the table and he... he had the spine half out or something of this sort, and uh... uh... the ether started to wear off and it was obviously hurting the patient. I suppose he wouldn't do anything more about the spine because it might hurt the patient further. No, just let him die.

Courage could be summed up in, one, being willing to cause something and, two, going ahead to achieve the effect one has postulated against any and all odds. There doesn't happen to be any such thing as failure. There just doesn't happen to be any such thing.

But of course, you all want to agree there's such a thing as failure so that you can have a reason to fail, so you won't have to be cause. Tha... that's... that's another thing – but there isn't any reason to fail. There's no excuse for any failure that ever occurred anyplace in history, except this – except this. There was just not quite enough carry-through and push-through. You can mark the high tide of any empire or of any army in any period in the history of homo sapiens, and you'll find out somebody, someplace on that track was deficient in guts. And when he was, he lost the whole track. There isn't even such a thing as carrying on too long in one direction toward the postulated effect. There isn't even that. There isn't even such a thing as there are too many odds. That doesn't exist. Nor... there isn't such a thing as saying „Well, what I postulated was unreasonable and therefore I have to abandon that goal now because it was unreasonable,“ and so forth.

No, you have to have a consent to track along in a certain degree of agreement with a whole lot of 'things in order to sit down someplace on the track and saying, „There are too many for me.“ Let's just take... let's just take the simple matter of... in the first place, you found out irrationality at the bottom of the tone scale is becoming MEST with all these rationalizations. And one is MEST at the bottom of the tone scale.

Let's go up to the top of the tone scale and take a look and we find out it's causation is by postulate. Is there any reason there? No – no. No consecutive logic at all.

So you say, „All right, now we're going to reform the habits of the Philadelphia Police Force and change the force utterly and completely.“ Not „we are“ – you can say, „I am.“ Don't bother to set any time limit on it. The havingness in this case is simply the Philadelphia Police Force. And the amount of time consumed is the amount of ti... amount of havingness of that police force. And you just go ahead and do it! And if you're strong and tough enough you would simply postulate that it was going to happen. And it would occur.

And down scale from that you would have to go into action and make it happen – and it would occur. And down the f... scale from that, you would say, „I wish it'd happen“ – and it wouldn't occur. And down scale from that you'd say, „We'll, somebody ought to.“

You see, taking responsibility for something that has occurred is balderdash! So it occurred!

Now let's uh... just look just a little bit further and uh... we find out there was one was wrong and one was right. From whose viewpoint? How can you be wrong from your own viewpoint? There isn't a single instant anywhere down the last 74 trillion years, really, that you did not at the instant you acted, act to the best of your ability, and actually try to carry through the effect which you postulated one way or the other.

And you kept falling back from it and falling back from it and falling back from it. Sure – falling short of this goal and short of that one. But you were still trying – until somebody convinced you that it was fashionable not to try. The whole sickening, what we would laughingly call 'morale' of the Armed Services in World War II is just some of this – just some of this. It was 'fashionable' not to. It was fashionable not to be brave, it was fashionable not to be bright. It was 'fashionable'.

A man could get himself thrown out of practically any officers club by suddenly being brave.

I know one officer that was reprimanded for taking on a submarine three times the size of his ship and sinking it – a Japanese submarine. And he was called in and reprimanded. That doesn't sound possible, does it? No, we had a... we had a... we... we had a big, big vogue, we had a big vogue of 'Let's all fall back and not be responsible'.

Whereas the horrible part of it was that practically any man there, had he assumed responsibility or assumed or believed in his ability to cause an effect, he probably could have shortened the hell out of the war. And if he'd assumed it a little earlier, there probably wouldn't have been a war.

There's just one guy, you see. We're not... we're not talking now in terms of... of... of 'We've got to have vast numbers of people'. We don't have to have, operating in any level to get an effect. It just gets a little more random and sometimes more interesting when you start pouring people in there by the thousands and the millions and the billions.

But where the auditor stopped, is the first question I ask a preclear who's in bad shape. „Where'd the auditor stop?“ And we get ahold of the auditor, and we say, „What happened between you and that preclear you was with last night? What happened?“ „Well, I tell you. Every t... every time he went into it, he would scream. And... and it was just the pain was too much for him – that was all. And he would... he would... I'd give him a mock-up on this and he'd start screaming. And... and so on, and he just couldn't stand the pain.

And he'd s... start – and then he finally got so he'd start to scream and then he'd go out unconscious. And uh... naturally, I had to change the technique!“

Ahhhh, why didn't the auditor just tell me the truth? „I'm yellow. I didn't want to hurt him“ because I was afraid it would hurt me.

Do you know that creative processing carried out any distance at all will land a person into such things as a complete conviction that a cannonball is travelling right straight toward their middle, and that it is going to land any second. And they can practically feel the... the...

the... the wind of its arrival. And they're just certain, and sometimes they'll look at you rather sadly and say „Well, my body is about to blow up and I hope you'll take care of things a little bit for me. I hope it won't get you in trouble.“

And what do you know? It never does: It just never happens. This expected instant doesn't arrive. You might know that you were within a split inch of it, but it just doesn't get there.

Now you can just stop and leave him with that expectancy and say „Oh, well, I will stop processing now because I don't want to hurt you any more. I just can't stand seeing you squirm and writhe.“

Uh... what you do when he gets into that sort of a situation? Do you suddenly change the process you're using? Umm-umm. That's not the time for change. Do not change process in the middle of a stream... in the middle of a scream. If the process which you're using, got him there, the process which you used will get him through it. When you're using creative processing or postulate processing.

This doesn't happen to be true of processing real facsimiles and flows. When they're coming along, yes, you still chew on through. You've got to use those. But you can come... it can get a lot easier on the preclear and he doesn't get any better. I mean, you can start and turn over to reality and say, „Well now, all right. We'll process the real incident and that'll ease it all up and that'll take that cannonball out; that's just a few... just a few passes at effort processing.“ Yes, it'll take it off – um-hmm. And leave him stuck right there. Because you got him in there with one route and you're trying to take him out with another route – it won't work.

So you start creative processing. The preclear's bright and cheerful and sunny – happy and everything else. And you're just doing fine. And then you say, „All right, now get a tricycle. Now you've got the tricycle? Okay, now let's have the tricycle, start doing an orbit around you clockwise. Let's have it go around you. Now let's stop it. Now let's start it in...“

The guy says, „You know, I feel terrible.“

And you say, „Well now, all right. Just keep the tricycle going around – just change it in its orbit and... so it goes backwards.“

The guy says, „You know, I think I'm going to throw up.“

You say, „Well now, just pass the tricycle on around. Now turn it red – turn it green.“

„My God! he says, „You know I can't stand this!“

And you say, „... And turn it pink, and turn it lavender. Now turn it upside down. Now put a little dolly on it.“

The guy says, „Oh, God! If you only knew how I felt! You wouldn't make me go on with this!“

And you say, „All right, now run it between your legs and run it over the top of your head – that's right. Now let's have it going around again.“

Of course, you're talking to empty air by this time. He just passed out. So you kind of wait till he comes to a little bit, and you say, „All right, now take the tricycle and put it into orbit around you. Now turn it red – now turn it white – now turn it green.“

He can keep that up for some time. He can just keep passing out and all sorts of things. And every time he gets a little bit conscious, pass the tricycle around him again.

Are you interested in what's, quote, 'really happening'? No, you're interested in what's actually happening. This is a subject we're going to have to take up at some length, some length: What's actually happening and what's really happening.

What's actually happening is what the preclear would determine. And what's really happening is what the MEST universe would LOVE to tell him what's happening. And you don't even vaguely know why it is. Was it because his tricycle was run over by a street car when he was young? Was his tricycle, because it was taken away from him, does it remind him of this and that?

You might find this astonishing fact: You're dealing with wheels, and wheels have to do with some kind of electric... electronic implant way down the track someplace. You don't care where it came from. The guy can't face a wheel. He's facing wheels though, isn't he? Push him through. The guy's unexcited about the whole thing. Just keep him going through – keep him handling it. And then the first thing you know, why, what... what do you think happens? If you just left him at that point where he says, „I... I know I'm going to throw up,“ and everything, do you know that you could actually just knock off at that point and... and this can happen: He could go home and then go to the hospital for an operation or something. You know you could do that? Just so you didn't hurt him, you could butcher him. Just because you were afraid to hurt him, you could kill him.

You start him into a sequence where he's feeling bad and then you say, „Well, it's late now“ and you knock it off. And he figures he's all right. Doesn't look too bad. He gets up the next day and boy, is he in apathy – in horrible shape and so on. He didn't handle what you set out for him to handle.

I'll tell you uh... I... I did this one time to a girl and uh... I'd processed her for about three hours. And right at the end of the three hours, I'd – you see I'd made... I'd omitted doing something I should have done. I didn't intend to process her very long. She was scheduled for a hospital and I got her over it somewhat and got her worry over about it, to postpone that. And I was just working on that – getting careless in re antiquity. I didn't give her an assessment. I didn't take the E-Meter and add up on a slip of paper the can'ts – 'create and destroy on the dynamics'. I would have picked this up, bang, if I'd given her an assessment. She couldn't do anything to Mama.

Instead of picking it up on an E-Meter, I picked it up in processing. That's really, if you want to know the truth of the matter, you can gauge your cases. But that's the wrong place to pick it up. You want to pick it up on the E-Meter and then you know it's there. You know that she can't do anything to Mama;

Right at the end of the session, why I suddenly found out that I'd said, „Now have your mother come in.“ I was just going through this and that and nyeowwww! Well, I straightened her out on it and sort of scanned it out and passed it over. It's not too unreasonable. After all, it was two thirty in the morning, and I'd only intended to process her for a half an hour, and I'd been at it for about three hours.

And uh... the next morning she was truly, truly spinning – in apathy. Didn't want anything more to do with Scientology, didn't have any hopes of anything ever occurring, uh... was furious with her old auditor, was doing a bit of an hallucination about what evaluation I had made out of her old auditor, was very certain I'd been very scathing about the other auditor she'd had – making trouble, see? And... and all of this – and she was in terrible condition. When she left there she was all right – she was quite high. But the realization she 'couldn't do anything to Mama' brought up in processing had sufficiently depressed her.

Now that is inadvertent. I was just unwilling to sit there beyond two thirty in the morning. But get this: I had made a mistake. At the time I did it there wasn't enough data to really say these things were or weren't mistakes. But this was about the second or third time it had happened. So I started to check up on it and I find out this is about the worst mistake you can make.

You sail into this case, and you don't do any assessment. And then you start giving them creative processing. Nooo! You don't know what you're running into at all, what can't they create, what can't they destroy. You'll find out all sorts of things.

So, the next morning, she's in apathy. Takes this other auditor about 24 hours of talking to her very quietly and me talking to her and so forth to square her around. And all the other auditor did immediately was just push through Creation-Destruction mock-ups of 'Mama.

Bang! She snapped right out of it, up scale. This was after this girl had been out of her body, too. Interesting, isn't it?

Well, there's a case of not wanting in courage, but just being bored. I was frankly bored with the case. At two thirty in the morning, I had better things to do. And she didn't look in bad shape. I hadn't assigned any goals for this case beyond 'Well, let's snap her out of it so she doesn't have to go to the hospital.' She didn't have to go to the hospital – .she went into apathy.

You can do the same thing any time for any reason for any cause that you suddenly back up from a 'can't', evidently. You start them into a 'can't' and then you back up.

All right, when they start running mock-ups, they're running mock-ups of a certain kind, and the next darn thing you know, why, they... they're telling you, „My God! Under no circumstances could I possibly mock up this or that or something or other.“ And you started in on a gradient scale.

Well, after they've mocked it up for a short time, they start to get sick or... or they feel electronic thunder bursts going on around their heads and something...

What fixed them up? More of it. And if you're running out of ideas, just grab SELF ANALYSIS and feed 'em those mock-ups, give them that mock-up and then place it in the various vicinities and handle it and turn it upside down and turn it in colors around the body. That'll do it too – that also will work.

Now what is the missing ingredient here? It isn't lack of courage in all cases. It's just not going through to the effect which you desire to produce, that's all. You just fell short and decided there was something else that you ought to go off on.

Did you ever hear of a rabbit dog, did you ever hear of a bird dog that couldn't be broken of chasing rabbits? Well, there are such things. And eventually in despair, they really fix 'em up, Guy's got a quail... this dog he's been trained to hunt quail and they've got out there and that dog's going out and hunting quail and he's chasing quail and flushing quail. And all of a sudden he finds a rabbit went across that road and he takes around, right after that rabbit, just zingedy-boom! To hell with the quail. And you don't happen to want quail. You don't want anything to do with quail, but uh... the dog – oh, pardon me. He doesn't want anything to do with quail all of a sudden and you want the quail. You don't want anything to do with rabbits.

Well, you cure that dog by suddenly taking the rabbit, or a rabbit, and tying it around his neck and letting him walk for days and days and days with this decaying rabbit around his neck. And he'll finally get so apathetic about rabbits, that after that he will hunt only quail.

Now that is the best method of breaking them which I know.

Now. I am sure that none of you want a screaming preclear tied around your neck because you... But the truth of the matter is some auditors just get obsessed on going some other direction, diving off the track and going in some other way. They start a process and then they never finish it. They start it and they never finish it and they start it and they never finish it.

See, it's easy to start things in this universe and it's damn tough to conclude them. And a guy gets into a habit of never finishing anything. Don't let that one show up in your processing of preclears.

If you are alert to the fact that you're doing this, well, for heaven's sakes! Under no circumstances should you set, then, big pieces of havingness in terms of an effect. In other words, don't get yourself great, big goals. Get little tiny ones. Put yourself on a gradient scale with the preclear. „Now I'm going to finish this. Now I'm going to finish that. Now I'm going to finish something or other.“ Get yourself accustomed to finishing something.

And when your preclear starts sparking and sparkling and the... the... the uh... stuff starts to scream along with the E-Meter diving in all directions because shocks are passing through it and you're all upset and going around in circles, just give them more of what you're doing to them – because it'll work – in mock-ups.

And that is about the... You see, the process is easy. The process won't fail you, but you possibly could back up in view of the fact that you hate to hurt preclears. You say, „Well, we're hurting him so much, we'd better stop.“ Nahh! Butcher them.

By the way, if you go in with sort of the motto, „Well, let's... let's give him creative processing and then ruin him,“ you never will. Reverse vectors of the MEST universe.

If you say, „All right, now let's go in here with Creative Processing and uh... make him feel light and cheerful and airy,“ you'll probably butcher him – reverse vectors, you see. What's your intention?

Well, the better intention is d... just „Well, let's see if we can kill him.“ That's right. Or, „Let's see if we can make him utterly decay before our very eyes,“ and he'll fool you. The process itself carries right on through.

Well, you set up what you're trying to do and you set it up on a good assessment and you carry it through with enough persistence to get you through to the end and you never blink. The guy says... let's... starts letting out piercing screams that you're sure can be heard blocks away – they probably can be. Probably the police will be there at your door in a very short space of time. And you'll do well if you just tell them – don't tell them you're a Scientologist; tell them Dianetics. They're used to complaints about that.

And uh... give them your attention to carrying forward the process which made them that way – because you'll be doing Creative Processing or Postulate Processing, one or the other. And he'll just get that way and that's the way they are. And then they get right on through it.

It's fantastic to see somebody coming in and he's – you don't know what's wrong with him. You put him on an E-Meter and you can't find anything he can create and you can't find... you can't find a... anything he can destroy. You just... he's just naauu – he just keeps falling off the meter and he can't create anything and he can't destroy anything, and he can't be and he is not and uh... he's a shaking wreck, he's trembling and... and he's got twitches and uh... y... you'll just say, „Oh, no! Oh, what did I do to find this on my doorstep this morning?“ And so...

How do you handle the case? You sit down and you say, „Well, let's see. Ron didn't tell me uh... what you did with one of these extreme cases. It's just uh... person apparently completely out of line. I can't understand it. Don't know what we'll do about this.“

No, you don't do that. What you do is find out how good he is at the creation of mock-ups and then start him at the lowest level of his abilities – I mean, his... the level that you can attain, where you're absolutely sure that he is doing what you're asking him to do. And then keep checking up on him, and uh... you just carry it through from there. That's all. you could do about it. And you will come out all right in the end.

You see, my mistake was not in, really, on this girl, uh... omitting the assessment. If I'd had unlimited time, I would have plowed right straight on through that. But here was a great big bug sitting there on the track, ready to bite. And I didn't have time, I thought, to carry through with it. So I lost the next 24 hours. It wouldn't have taken me another 15 minutes to have her in the condition where she was chewing Mama's head off, really.

Now uh... another thing you can do... now that's – of course, there's always these two crimes in processing. You call them the 'tion's': Invalida-tion and Evalua-tion and, one which I will cover a little later, Convic-tion. Those are the 'shuns' as an auditor. Leave them alone.

It's all very well. Every once in a while I bust my own rules. You've always got the privilege to say you're busting rules. Every once in a while I bust my own rules, and every time I do, I'm sorry. I can bust all kinds of rules in processing end never get in serious trouble. But when I start busting the 'tion's' I generally get a little bit sorry, one way or the other – something will happen.

All right, persistence then is of the essence, leaving reality alone is of the essence, and handling actuality only. That is, when I say 'actuality' I mean the preclear's universe. And remembering that he's only a preclear. Quite important. Don't put an overevaluation on your preclear, because, you see, when it becomes serious and important you'll do a kind of a MEST level job on him. It's not serious and it's not important. If you weren't there, this person would do what everybody else would have done. It isn't scheduled and there was no law passed that you had to be there and you had to help. No law's been passed to that effect. That's not scheduled on the MEST universe time track, you won't find it in any annals, you won't even find it in the predictions of Nostradamus. This thing isn't on the list, it isn't on the docket, what we're doing here. There's a lot of things that are on the docket that won't ever happen because we're doing this. In other words, we junked the docket. And then, therefore, whatever your fate line of Mr. Preclear is, or whatever he might have expected to have done and gone to his grave and become eaten by worms and uh... never know anything anymore – now that's scheduled. So that you are there, is fortuitous. You're doing him such a hell of a favor, you never have to ask for his license to survive. You never have to ask him to be permitted to survive – never.

If I impress anything upon you, you don't have any duty to help him out. And if you do a good job, the only one that's going to pat you on the back is you. Not your preclear, not his family, not me – that's wrong! I will. I always feel just as pleased as the dickens.

Every once in a while some auditor will call me up, two, three, four o'clock in the morning, saying, „You know! I just finished this session and this guy walked in and he had a club leg or a... a cauliflower ear or... or his brain had been reversed in his head and was now in his left foot“ or something of the sort, „and uh... I just got through working him him for 12 hours solid. And you know, you couldn't tell the difference. And he went home, and he just called me back, and his wife didn't recognize him when he walked in!“

Good! I just get cheerful as hell about it! It's wonderful.

But as far as appreciation of your good works is concerned, the main reason you got into... first time you really ever got into trouble was when you thought that you appreciating you was bad. That's typical of this universe. You're not supposed to like you, you see. And you go around and you say, „Excuse me for being me.“ The use of the first person is very much frowned upon, although you find in the very vital societies of the past, the very strong ones, the ones which nothing was ever able to run down – the guys used to walk out customar-

ily and say, „Well, I'll give you my opinion and it's the opinion of the wisest and best and smartest man anywhere in this tribe.“

Ohh! How would that sound? How would that sound in England or America today. No, no! And yet – the Germanic tribes were still going forward, by the way, had just made another push. And the Roman legions that had them buttoned up have all been dead, lo! these many centuries.

The Teutonic knight method of conversation was the subject of great ridicule to the Romans who were trying to conquer him, because the knight would ride forth to the banks of a stream which was being held by legionnaires and he would tell them that he was the best doggoned knight that ever existed. And he could lick them all single-handed and uh... that was his opinion. And in view of the fact that it was his opinion, then it must be true.

And boy, the Roman legions have been in there and out of there and chewed them up and thrown them over the side. And they still have that kind of a streak running through them.

When I say 'vitality' I mean force, strength and so forth.

Now, they shouldn't be held up as any kind of a model, but do you remember a time when your self-confidence was very high, when you had a great deal of confidence in yourself. You... you knew what you could do. You had good self-confidence. You remember such a time, or is it too long ago?

Well, if you can spot such a time in your life, just try and answer this next question. This next question is simply this: How many times since have you told people you didn't have any self-confidence? And how many times have you been very careful not to have any? How many times have you falsely and needlessly sought for somebody's opinion on something? You go around – you know that you don't want their opinion but you go around and say, „I would like to have your opinion of this“ – you want their approval of this or, „We're looking for this“ or „We're looking for that with regard to this.“ Ha-ha! Phooey!

Yeah, you can't be a homo sapiens and be right. And one of the best reasons there is in all that line is, is you can't have any self-confidence and still be polite. MEST universe. Don't think it has anything to do with politeness. It's a big control operation.

Do you know what would happen if you would customarily say to your preclear, „You know I am probably... probably uh... the most skilled practitioner in the field of any of the arts of healing, anywhere, on the East coast.“

You think... you... you're immediate reaction is, they would go away and they would say, „That conceited jackass!“ That's what you'd think they'd say. But that isn't what they say when you say that to them. They say, „Well, he's pretty cocky – well, he probably is. Of course, he's no... I mean, he's hell to talk to,“ or something like that. But uh... he probably is.

You know, you should track some of these reactions, because there's the reactions which people would like you to think happened, and that 'everybody knows' happened, and the reactions which occur.

I know... I know a girl who was just homely as hell. She used to tell everybody with great confidence how beautiful she really was. And it would startle them to such an extent they would think their powers of perception were bad. She had more boyfriends than you could count. She used to spend all her time telling them how lucky they were, too. Fascinating, isn't it! What everybody knows is true, generally isn't.

All right, then when we get down to Standard Operating Procedure, Issue Three, we find out that there is a variable in the procedure. There is a variable in it.

Not very much of a variable, fortunately. If an auditor – because it doesn't depend on his good sense. If an auditor will simply apply it as IT, the variable is not large.

But this variable will to a large extent establish the amount of time required to apply it.

And that's the auditor. The variable isn't in whether or not I gave you the answers, now, because you've got the answers. I have talked to you here now for many, many hours about theory, theory. And as I outline these operations and outline these techniques even further, you will see this theory is not just theory, that it's very easily applied.

Actually, I'm pulling a little bit of an operation on you. This thing has gotten so simple now that I have to make it... dress it up – I have to dress it up and give it more width and scope than it has, because it actually is just Standard Operating Procedure, Creation of your own universe, how do you do it? Spacation, Creative Processing and Changing Postulates.

And we have various kinds of cases; and they fall in seven categories. And uh... you find out what category they're in this way, and you use an E-Meter so-and-so and you find out what they can create and destroy – and you mock this up and you find out they're all right. That... that's really about all there is to it.

But you, of course, in the end – result is not in question. None of these results are in questions. Even this variable on the part of the auditor isn't very badly in question.

But you actually could be so hungry to trap theta-n that you'll do anything but use Standard Operating Procedure.

There's an incident known as Fac One. Fac One uses sound – great big machine with a big hand crank on it and it's grind, grind, grind, grind, grind. It poured sound and waves and push-pull and that sort of thing at a body, and it trapped the theta-n pretty badly in the body.

And that incident has practically been done to anybody there is around here. It's a fascinating incident and it some... happened anywhere from a million years ago to eight hundred thousand years ago. Pardon me, eight thousand years ago. I found one three thousand years ago here on Earth. But uh... the people who did that incident were doing something that many people did all the way down the track. They're trying to trap theta-n and make them work.

Now you'll every once in a while find one of these people – flagrant example of this – and they are actually in the Operator's valence of Fac One. It stands out like a search light. They're in the Operator's valence of Fac One. They will do and say and behave like the Operator in Fac One. They are just carrying forward on engrams. They are not sent here on any

kind of a mission. We call these people ‘monitors’. And they very often will walk up to you and want to prove it all, and they stick their face in your face and... and they... they just try to pin you down.

There's... you've known quite a few of them around these operations. They'll blow up in the operation after a while – they go nuts. Because they find out the operation is just too strong in terms of knowledge to do anything. They're just dramatizing. They don't know why they're doing it. If they realized why they were doing it they'd practically blow their brains out.

They require a very cagey auditor in order to process them – very fast, cagey auditor to catch them and nail them down but mock-up processing will fix them up.

The monitor, Fac One. You've got to prove it, he'll hold you down, he wants to know this and that. And boy, when he starts operating on a preclear, God help the preclear. Boy! He'll do anything he can do to invalidate the preclear, at the same time very smoothly pretending to do a good job of processing – very smoothly pretending to. He's usually a Five – Step Five – and he just will take Standard Operating Procedure, Issue Three, and it just won't work in his hands, that's all.

And the reason it won't work in his hands is because he doesn't do it. There's nothing esoteric about it, he says, „Step two feet back of your head. Oh, you're there? Well, ahh-um-hummm. You're there, eh? You can't see the back of your head... Oh, you can? You mean you're detached from your body?“

And the guys says „Oh, look, I am?“ – smash! Back in he comes.

If one of these monitors operates on him enough it'll take another auditor two or three hours to straighten out this preclear. That's dramatizing the Monitor of Fac One.

A lot of Fives kind of have a instinctive idea that thetans are something you should be afraid of. They have enough overt acts against thetans, so if they freed the thetan, oh boy! That thetan would chew them up. „Maybe this is the guy I put in the can eight billion years ago.“ And they get a – they... they feel if they free them, they'll be ruined.

So, the Operator in Fac One in such people do make variability – not in the technique, but there's a variability in the auditor. But you as another auditor can overcome it with great ease. Let's take a break.

(TAPE ENDS)