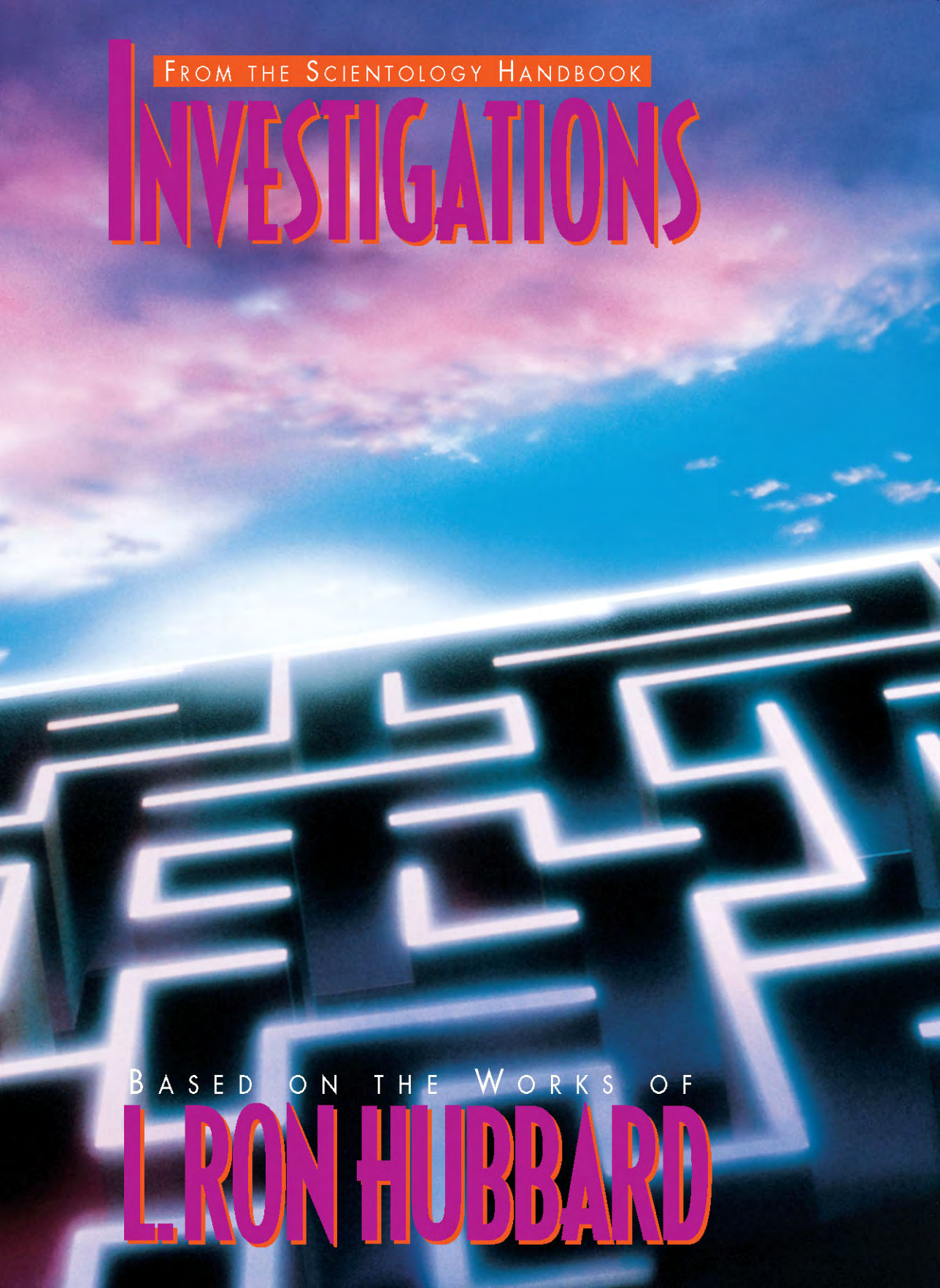
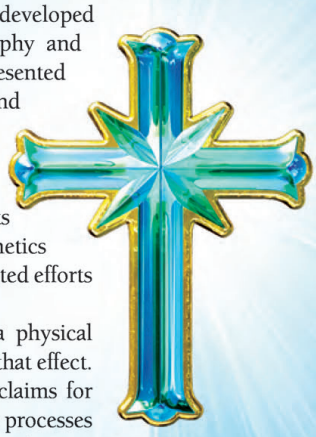

FROM THE SCIENTOLOGY HANDBOOK
INVESTIGATIONS
BASED ON THE WORKS OF
L. RON HUBBARD

This booklet is based on the religious literature and works of L. Ron Hubbard, who developed Scientology applied religious philosophy and Dianetics spiritual healing technology. It is presented to the reader as Mr. Hubbard's ideas and expressions concerning his observations and research into the human mind and spirit, and not as a statement of claims made by the Church, the author or publisher. The benefits and goals of Scientology philosophy and Dianetics technology can be attained only by the dedicated efforts of the reader.



This material is not professed to provide a physical handling for bodies nor is any claim made to that effect. There are no medical recommendations or claims for the processes given in this booklet and those processes do not supplant, nor are they intended to dissuade anyone from seeking competent medical attention for any injury, illness or physical condition.

The author and publisher make no warranties, express or implied, concerning the contents of this booklet. Accordingly, the reader assumes full responsibility for the use of the materials contained herein.

We hope the reading of this booklet is only the first stage of a personal voyage of discovery into this new and vital world religion.

The Church of Scientology International

THIS BOOKLET BELONGS TO:

SCIENTOLOGY

Making the World a Better Place

Founded and developed by L. Ron Hubbard, Scientology is an applied religious philosophy which offers an exact route through which anyone can regain the truth and simplicity of his spiritual self.

Scientology consists of specific axioms that define the underlying causes and principles of existence and a vast area of observations in the humanities, a philosophic body that literally applies to the entirety of life.

This broad body of knowledge resulted in two applications of the subject: first, a technology for man to increase his spiritual awareness and attain the freedom sought by many great philosophic teachings; and, second, a great number of fundamental principles men can use to improve their lives. In fact, in this second application, Scientology offers nothing less than practical methods to better *every* aspect of our existence—means to create new ways of life. And from this comes the subject matter you are about to read.

Compiled from the writings of L. Ron Hubbard, the data presented here is but one of the tools which can be found in *The Scientology Handbook*. A comprehensive guide, the handbook contains numerous applications of Scientology which can be used to improve many other areas of life.

In this booklet, the editors have augmented the data with a short introduction, practical exercises and examples of successful application.

Courses to increase your understanding and further materials to broaden your knowledge are available at your nearest Scientology church or mission. Listings are available at www.scientology.org.

Many new phenomena about man and life are described in Scientology, and so you may encounter terms in these pages you are not familiar with. These are described the first time they appear and in the glossary at the back of the booklet.

Scientology is for use. It is a practical philosophy, something one *does*. Using this data, you *can* change conditions.

Millions of people who want to do something about the conditions they see around them have applied this knowledge. They know that life can be improved. And they know that Scientology works.

Use what you read in these pages to help yourself and others and you will too.

CHURCH OF SCIENTOLOGY INTERNATIONAL

Many people go through life in a rather hit-or-miss fashion, casting about for ideas to explain why their projects improve or decline, why they are successful or why they are not. Guessing and "hunches," however, are not very reliable. And without the knowledge of how to actually investigate situations, good or bad, and get the true facts, a person is set adrift in a sea of unevaluated data.

Accurate investigation is, in fact, a rare commodity. Man's tendency in matters he doesn't understand is to accept the first proffered explanation, no matter how faulty. Thus investigatory technology had not actually been practiced or refined. However, L. Ron Hubbard made a breakthrough in the subject of logic and reasoning which led to his development of the first truly effective way to search for and consistently find the actual causes for things.

Knowing how to investigate gives one the power to navigate through the random facts and opinions and emerge with the ***real*** *reasons behind success or failure in any aspect of life. By really finding out why things are the way they are, one is therefore able to remedy and improve a situation—any situation. This is an invaluable technology for people in all walks of life.*■

Investigation and Its Use

From day to day and week to week, one can face many less-than-desirable circumstances in his life. Somehow one manages to slog through these situations, convinced there is not much he can do to improve his lot. Perhaps a project planned for months at work doesn't come off with the expected success; productivity in the office has declined sharply during the past quarter; or the addition to one's house takes longer than first envisioned. Such situations are common enough occurrences for many of us.

But these need not be the usual state of affairs. People can live a happy existence and accomplish their goals in any area of life—individually, with the family, the job and so on. The aims an individual once visualized for himself can be accomplished.

If such goals are not being attained or if one is in a situation that has deteriorated or worsened, there is a valid, locatable cause for this. This concept is one people often do not realize—things are actually *caused*. They don't just happen. There are reasons behind every situation—reasons that people themselves can control.

Without knowing this, man often relies upon "fate," superstition, fortunetelling or astrology to determine his destiny or future. Many just hope vainly that nothing else will go wrong or they deceive themselves with the belief that life is ordinarily a struggle.

For example, a farmer with a very poor crop one year has no credible explanation for it. He has no concept that he himself caused this condition. However, looking into it, one would find that he had earlier failed to keep seed grain secure for the spring planting, and thus it fell prey to insects. Not knowing this, he might come up with all sorts of odd "reasons" or just blame it on bad luck.

In a factory with low production, management could be shifting personnel, hiring new workers, etc., in an attempt to raise productivity before the organization goes under. But executives might not have the skills needed to really examine the company's own operations to find the cause of the situation. Upon inspection, one could discover that the suppliers of its raw materials refused to deliver because the company's accounting office wasn't paying the bills.

To look into, handle and improve any such situation in any area of life requires skill in *investigation*—the ability to think logically and get to the bottom of things.

Investigation is the careful discovery and sorting of facts. In investigating, one is searching out and examining the particulars of something in an attempt to learn the facts, especially in an attempt to find a cause.

A proper investigation gets to the bottom of the state of affairs facing one. For instance, in any organization, one could observe that its production was down. This is a nonoptimum situation which should be investigated and the cause located. Investigations can also be utilized in an individual's personal life to improve conditions.

In doing an investigation, you are asking the question, "What don't I understand?" with regard to the existing conditions. You'll find that two facts don't agree—they contradict themselves and can't be understood. So you try to rationalize these two facts: you question these two facts and you will get another point you don't understand. And when you try to get *this* point understood, you will now find another fact that you don't understand. And someplace along the way, you will find the reason for the circumstances you are investigating.

Any investigation should proceed along these lines. Sometimes many questions have to be asked, sometimes it only takes a "What's that noise?" to

lead one to the source of a difficulty. Here is an example of an investigation done on a rapid, emergency basis: An engineer is on duty in a ship's engine room. He has normal but experienced perception: is observing his area. Hears a hiss that shouldn't be—something contradictory to the expected conditions in an engine room. Scans the area and sees nothing out of order but a small white cloud. Combines sight and hearing. Moves forward to get a better look. Sees valve has broken. Shuts off steam line.

In a nutshell, (a) one finds an imperfect functioning of some portion of an organization or whatever he is investigating and then (b) finds something that one doesn't understand about it and then (c) questions the individuals in that portion connected with the imperfect functioning or looks into the area to get more data.

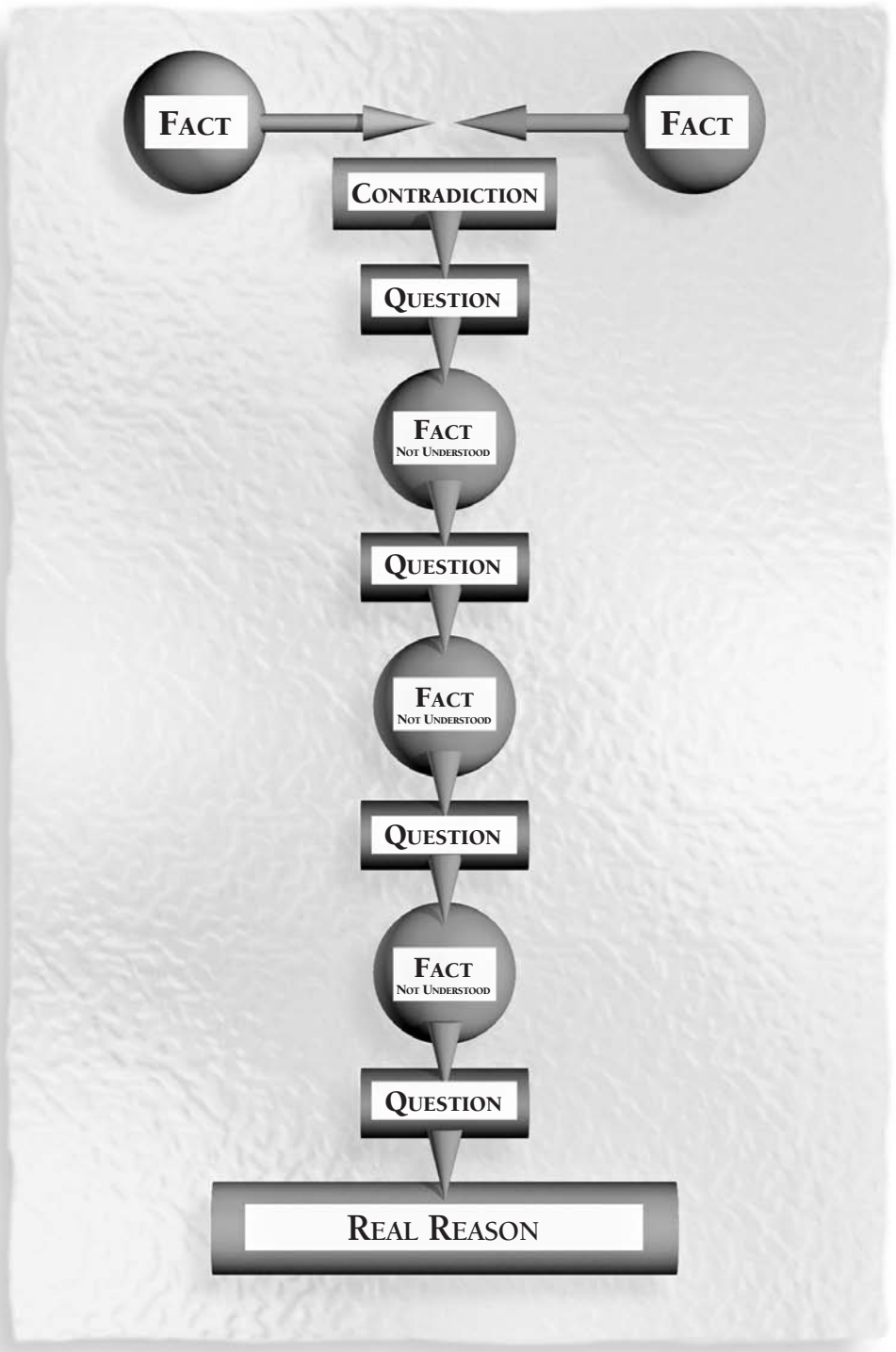
Following this sequence isolates the cause of the trouble which can then be handled so the area properly operates again. In an organization, one can apply just these three steps over and over again, and it will usually be quite enough to keep it running quite smoothly.

Statistics play a role in investigations. A statistic shows the production of an activity, area or organization, as compared to an earlier moment in time. It reflects whether or not the area is achieving its purpose—if statistics are up, it is more closely accomplishing what is intended for the area. In doing an investigation, one looks for *down* statistics. These aren't understandable, of course, so one questions the people concerned. In their answers there will be something that doesn't make sense at all to the person doing the investigation—for example, "We can't pay the bills because Josie has been doing a course." The investigator is only looking for something he himself can't reconcile. So he questions the person who gave this data *and* Josie. Sooner or later the real reason shows up.

As one is going down the trail of things he can't understand, one of two things will happen. Either it is a dead end and it doesn't go any further, at which time he returns to the main line of the investigation, or it produces further material. And if it produces further material, one will find more things he can't understand.

The trick of this procedure is to find a piece of string sticking out—something one can't understand and, by questioning, pull on it. A small cat

In encountering two facts that contradict, one questions on these two facts and gets another point he doesn't understand. He continues on this path of things he doesn't get until the real reason is located.



shows up. Pull on the string by asking more questions. A baby gorilla shows up. Pull some more. A tiger appears. Pull again and wow! You've got a General Sherman tank!

It *isn't* reasonable for people to be lazy or stupid. At the bottom you find the *real* cause of no action in a portion of an organization or continuous upset.

When you have your "General Sherman tank," you can take action.

There's always a *reason* behind a bad statistic. Question those involved until you *have the real reason* in view. It will never be "Agnes isn't bright." It is more likely, Agnes was hired as a typist but never knew how to type. Or the executive over the area simply never comes to work.

The real explanation of a down statistic is always a very easily understood thing. If you question enough, you'll get the real explanation and then you can act.

This technique of investigation, while elementary, is highly effective. It can be applied when faced with simple or complex situations to get to the bottom of them, and therefore enables one to resolve them and improve conditions in life.

Investigatory skills improve with practice. They can be sharpened and made more effective so that one is able to instantly spot something he doesn't understand. This ability is not innate in people but can be easily acquired. To make investigations even more rapid and effective, one should be able to understand and apply the principles of logic—a subject that until now has not only been misunderstood but has been made unnecessarily complex.

LOGIC

The subject of logic has been under discussion for at least three thousand years without any clean breakthrough of real use to those who work with data.

"Logic" means the subject of reasoning. Some in ages past have sought to label it a science. But that can be discarded as pretense and pompousness.

If there were such a "science," men would be able to think. And they can't.

The term itself is utterly forbidding. If you were to read a text on logic, you would go quite mad trying to figure it out, much less learn how to think.

Yet logic or the ability to reason is vital to an organizer or administrator. If he cannot think clearly, he will not be able to reach the conclusions vital to make correct decisions.

Many agencies, governments, societies, groups capitalize upon this lack of logic and have for a very long time. A population that is unable to think or reason can be manipulated easily by falsehoods and wretched causes.

Thus logic has not been a supported subject, rather the opposite.

Even Western schools have sought to convince students they should study geometry as "that is the way they think." And of course it isn't.

The administrator, the manager, the artisan and the clerk each have a considerable use for logic. If they cannot reason, they make costly and

time-consuming errors and can send the entire organization into chaos and oblivion.

Their stuff in trade are data and situations. Unless they can observe and think their way through, they can reach wrong conclusions and take incorrect actions.

Modern man thinks mathematics can serve him for logic and most of his situations go utterly adrift because of this touching and misplaced confidence. The complexity of human problems and the vast number of factors involved make mathematics utterly inadequate.

Computers are at best only crutches to the mind. Yet the chromium-plated civilization today has a childish faith in them. It depends on who asks the questions and who reads the computer's answers whether they are of any use or not. And even then their answers are often madhouse silly.

Computers can't *think* because the rules of live logic aren't fully known to man and computer builders. One false datum fed into a computer gives one a completely wrong answer.

If people on management and work lines do not know logic, an organization can go adrift and require a fabulous amount of genius to hold it together and keep it running.

Whole civilizations vanish because of lack of logic in its rulers, leaders and people.

So this is a very important subject.

Unlocking Logic

Scientology contains a way to unlock logic. This is a breakthrough which is no small win. If by it a formidable and almost impossible subject can be reduced to simplicity, then correct answers to situations can be far more frequent and an organization or a civilization far more effective.

The breakthrough is a simple one:

BY ESTABLISHING THE WAYS IN WHICH THINGS BECOME ILLOGICAL, ONE CAN THEN ESTABLISH WHAT IS LOGIC.

In other words, if one has a grasp of what makes things illogical or irrational (or crazy, if you please) it is then possible to conceive of what makes things logical.

Illogics

There are specific ways for a relay of information or a situation to become illogical. These are the things which cause one to have an incorrect idea of a situation. Each different way is called an *outpoint,* which is any one datum that is offered as true that is in fact found to be illogical. Each one of these is described below.

Omitted Data

An omitted anything is an outpoint.

This can be an omitted person, terminal (person who sends, receives and relays communication), object, energy, space, time, form, sequence or even an omitted scene. Anything that *can* be omitted that *should* be there is an outpoint.

This is easily the most overlooked outpoint as it isn't there to directly attract attention.

Altered Sequence

Any things, events, objects, sizes, in a wrong sequence is an outpoint.

The number series 3, 7, 1, 2, 4, 6, 5 is an altered sequence, or an incorrect sequence.

Doing step two of a sequence of actions before doing step one can be counted on to tangle any sequence of actions.

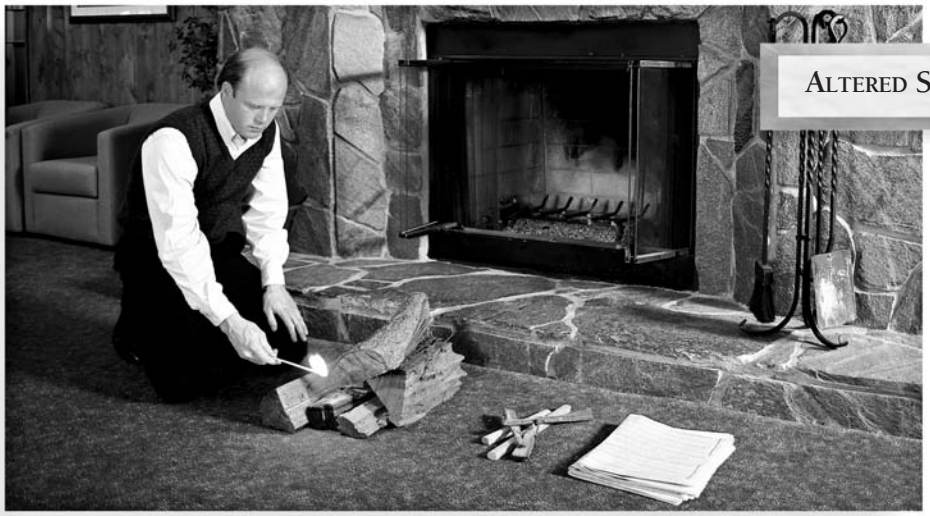
The basic outness is no sequence at all. (An *outness* is a condition or state of something being incorrect, wrong or missing.) This leads into FIXED IDEAS. It also shows up in what is called disassociation, an insanity. Things connected to or similar to each other are not seen as consecutive. Such people also jump about subjectwise without relation to an obvious sequence. Disassociation is the extreme case where things that are related are not seen to be and things that have no relation are conceived to have.

"Sequence" means linear (in a line) travel either through space or time or both.

A sequence that should be one and isn't is an outpoint.

A "sequence" that isn't but is thought to be one is an outpoint.

A cart-before-the-horse out of sequence is an outpoint.



ALTERED SEQUENCE

One's hardest task sometimes is indicating an inevitable sequence into the future that is invisible to another. This is a consequence. "If you saw off the limb you are sitting on you will of course fall." Police try to bring this home often to people who have no concept of sequence; so the threat of punishment works well on well-behaved citizens and not at all on criminals since they often are criminals because they can't think in sequence—they are simply fixated. "If you kill a man you will be hanged," is an indicated sequence. A murderer fixated on revenge cannot think in sequence. One has to think in sequences to have correct sequences.

Therefore, it is far more common than one would at first imagine to see altered sequences since persons who do not think in sequence do not see altered sequences in their own actions or areas.

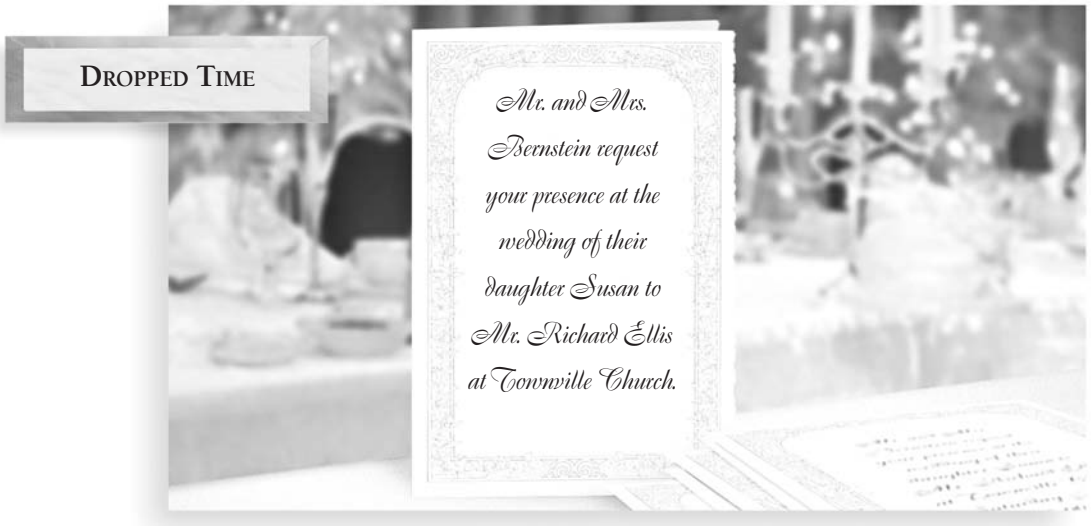
Visualizing sequences and drills in shifting attention can clean this up and restore it as a faculty.

Motion pictures and TV were spotted by a writer as fixating attention and not permitting it to travel. Where one had TV-raised children, it would follow, one possibly would have people with a tendency to altered sequences or no sequences at all.

Dropped Time

Time that should be noted and isn't would be an outpoint of "dropped time." It is a special case of an omitted datum.

Dropped time has a peculiarly ferocious effect that adds up to utter lunacy.



A news bulletin from 1814 and one from 1922 read consecutively without time assigned produces otherwise undetectable madness.

A summary report of a situation containing events strung over half a year without saying so can provoke a reaction not in keeping with the current scene.

In madmen the present is the dropped time, leaving them in the haunted past. Just telling a group of madmen to "come up to present time" will produce a few miraculous "cures." And getting the date of an ache or pain will often cause it to vanish.

Time aberrations (illogicalities) are so strong that dropped time well qualifies as an outpoint.

Falsehood

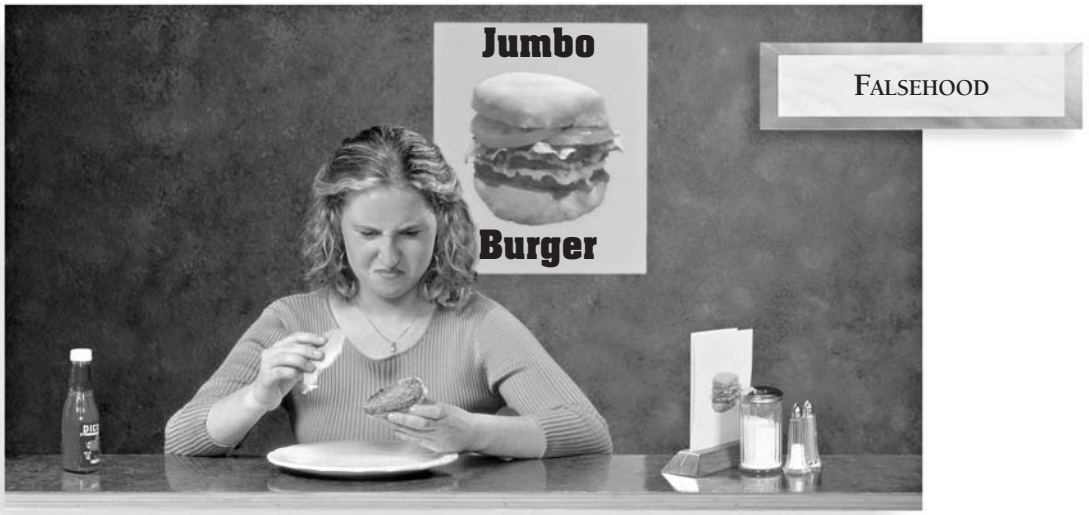
When you hear two facts that are contrary, one is a falsehood or both are.

Propaganda and other activities specialize in falsehoods and provoke great disturbance.

Willful or unintentional, a falsehood is an outpoint. It may be a mistake or a calculated or defensive falsehood and it is still an outpoint.

A false anything qualifies for this outpoint. A false being, terminal, act, intention, anything that seeks to be what it isn't is a falsehood and an outpoint.

Fiction that does not pretend to be anything else is of course not a falsehood.



So the falsehood means "other than it appears" or "other than represented."

One does not have to concern oneself to define philosophic truth or reality to see that something stated or modeled to be one thing is in actual fact something else and therefore an outpoint.

Altered Importance

An importance shifted from its actual relative importance, up or down, is an outpoint.

Something can be assigned an importance greater than it has.

Something can be assigned an importance less than it has.

ALTERED IMPORTANCE

A number of things of different importances can be assigned a monotone of importance.

These are all outpoints, three versions of the same thing.

All importances are relative to their actuality.

Wrong Target

A mistaken objective wherein one believes he is or should be reaching toward A and finds he is or should be reaching toward B is an outpoint.

This is commonly mistaken identity. It is also mistaken purposes or goals.

"If we tear down X we will be okay" often results in disclosure that it should have been Y.

WRONG TARGET

Killing the king to be free from taxation leaves the tax collector alive for the next regime.

Injustice is usually a wrong target outpoint.

Arrest the drug consumer, award the drug company would be an example.

Military tactics and strategy are almost always an effort to coax the selection of a wrong target by the enemy.

And most dislikes and spontaneous hates in human relations are based on mistaken associations of Bill for Pete.

A large sum of aberration is based on wrong targets, wrong sources, wrong causes.

Incorrectly tell a patient he has ulcers when he hasn't and he's hung with an outpoint which impedes recovery.

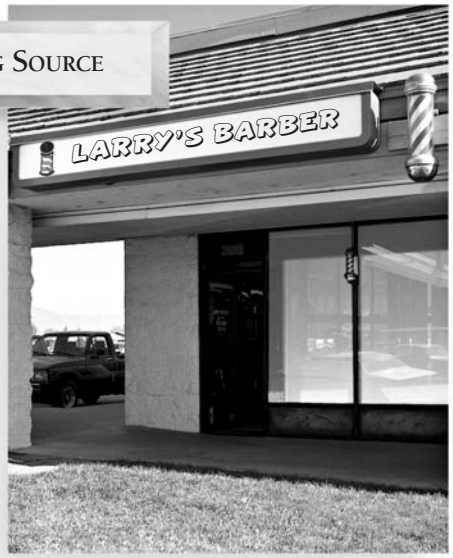
The industry spent on wrong objectives would light the world for a millennium.

Wrong Source

"Wrong source" is the other side of the coin of wrong target.

Information taken from wrong source, orders taken from the wrong source, gifts or materiel (supplies) taken from wrong source all add up to eventual confusion and possible trouble.

Wrong Source



Unwittingly receiving from a wrong source can be very embarrassing or confusing, so much so that it is a favorite intelligence trick. Department D in East Germany, the Department of Disinformation, had very intricate methods of planting false information and disguising its source.

Technology can come from wrong source. For instance, Leipzig University's school of psychology and psychiatry opened the door to death camps in Hitler's Germany. Using drugs, these men apparently gave Hitler to the world as their puppet. At the end of World War II these extremists formed the "World Federation of Mental Health," which enlisted the American Psychiatric Association and the American Medical Association and established "National Associations for Mental Health" over the world. These became the sole advisors to the US government on "mental health, education and welfare" and the appointers of all health ministers through the civilized world. This source is so wrong that it is destroying man, having already destroyed scores of millions.

Not only taking data from wrong source but officialdom from it can therefore be sufficiently aberrated as to result in planetary insanity.

In a lesser level, taking a report from a known bad hat (corrupt or worthless person) and acting upon it is the *usual* reason for errors made in management.

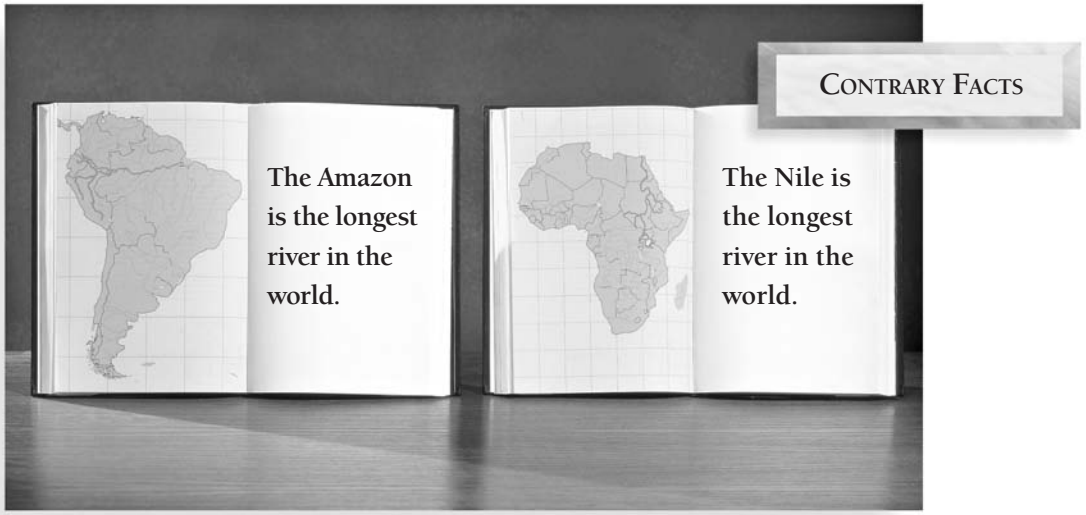
Contrary Facts

When two statements are made on one subject which are contrary to each other, we have "contrary facts."

This illogic could be classified as a falsehood, since one of them must be false.

But in investigatory procedure one cannot offhand distinguish which is the false fact. Thus it becomes a special outpoint.

"The company made an above average income that week" and "They couldn't pay the employees" occurring in the same time period gives us one or both as false. We may not know which is true but we do know they are contrary and can so label it.



In interrogation this point is so important that anyone giving two contrary facts becomes a prime suspect for further investigation. "I am a Swiss citizen" as a statement from someone who has had a German passport found in his baggage would be an example.

When two "facts" are contrary or contradictory, we may not know which is true but we do know they can't both be true.

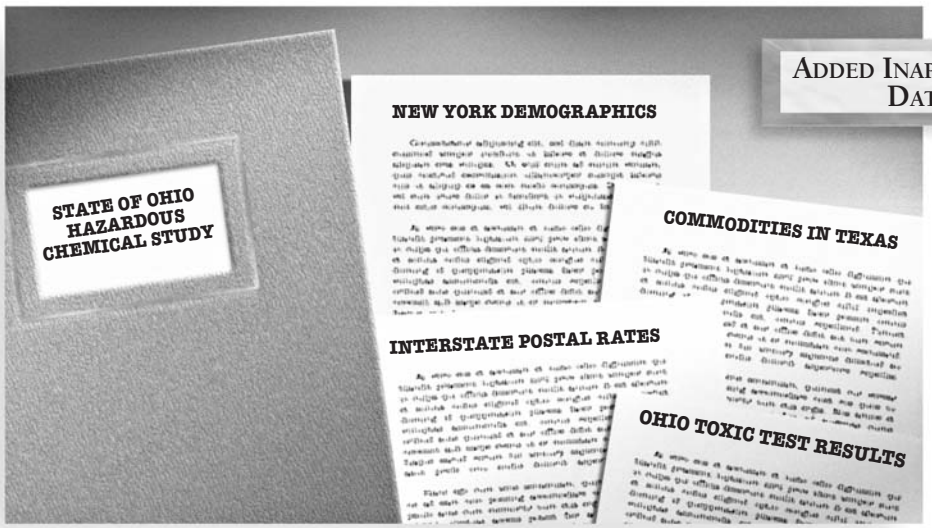
Issued by the same organization, even from two different people in that organization, two contradictory "facts" qualifies as an outpoint.

Added Time

In this outpoint we have the reverse of dropped time. In added time we have, as the most common example, something taking longer than it possibly could. To this degree it is a version of conflicting data—for example, something takes three weeks to do but it is reported as taking six months. But added time must be called to attention as an outpoint in its own right for there is a tendency to be "reasonable" about it and not see that it *is* an outpoint in itself.

In its most severe sense, added time becomes a very serious outpoint when, for example, two or more events occur at the same moment involving, let us say, the same person who could not have experienced both. Time had to be *added* to the physical universe for the data to be true. Like this: "I left for Saigon at midnight on April 21, 1962, by ship from San Francisco." "I took over my duties at Saigon on April 30, 1962." Here we have to add time to the physical universe for both events to occur as a ship would take two or three weeks to get from San Francisco to "Saigon."

Another instance, a true occurrence and better example of added time, happened when a checklist of actions it would take a month to complete was sent to a junior executive and compliance was received in full in the next return mail. The checklist was in her hands only one day! She would have had to add twenty-nine days to the physical universe for the compliance report to be true. This was also dropped time on her part.



Added Inapplicable Data

Just plain added data does not necessarily constitute an outpoint. It may be someone being thorough. But when the data is in no way applicable to the scene or situation and is added, it is a definite outpoint.

Often added data is put there to cover up neglect of duty or mask a real situation. It certainly means the person is obscuring something.

Usually added data also contains other types of outpoints like wrong target or added time.

In using this outpoint be very sure you also understand the word *inapplicable* and see that it is only an outpoint if the data itself does not apply to the subject at hand.

Incorrectly Included Datum

There is an outpoint called *incorrectly included datum,* which is a companion to the omitted datum as an outpoint.

This most commonly occurs when, in the mind, the scene itself is missing and the first thing needed to classify data (scene) is not there.

An example is camera storage by someone who has no idea of *types* of cameras. Instead of classifying all the needful bits of a certain camera in one box, one inevitably gets the lens hoods of *all* cameras jumbled into one box marked

INCORRECTLY INCLUDED DATUM

"lens hoods." To assemble or use the camera one spends hours trying to find its parts in boxes neatly labeled "camera backs," "lenses," "tripods," etc.

Here, when the scene of what a set-up camera looks like and operates like, is missing, one gets a closer identification of data than exists. Lens hoods are lens hoods. Tripods are tripods. Thus a wrong system of classification occurs out of scene ignorance.

A traveler unable to distinguish one uniform from another "solves" it by classifying all uniforms as "porters." Hands his bag to an arrogant police captain and that's how he spent his vacation, in jail.

Lack of the scene brings about too tight an identification of one thing with another.

A newly called-up army lieutenant passes right on by an enemy spy dressed as one of his own soldiers. An experienced sergeant right behind him claps the spy in jail accurately because "he wasn't wearing 'is 'at the way we do in our regiment!"

Times change data classification. In 1920 anyone with a camera near a seaport was a spy. In 1960 anyone not carrying a camera couldn't be a tourist so was watched!

So the scene for one cultural period is not the scene for another.

There are three other types of outpoints which should be known for use in an investigation. These are as follows:

ASSUMED "IDENTITIES" ARE NOT IDENTICAL

ASSUMED "SIMILARITIES" ARE NOT SIMILAR OR SAME CLASS OF THING

ASSUMED "DIFFERENCES" ARE NOT DIFFERENT

Handling Data

There are hundreds of ways these mishandlings of data can then give one a completely false picture.

When basing actions or orders on data which contains one of the above, one then makes a mistake.

REASON DEPENDS ON DATA.

WHEN DATA IS FAULTY (as above) THE ANSWER WILL BE WRONG AND LOOKED UPON AS UNREASONABLE.

There are a vast number of combinations of these data. More than one (or all) may be present in the same report.

Observation and its communication may contain one of these illogics.

If so, then any effort to handle the situation will be ineffective in correcting or handling it.

Use

If any body of data is given the above tests, it is often exposed as an invitation to acting illogically.

To achieve a logical answer one must have logical data.

Any body of data which contains one or more of the above faults can lead one into illogical conclusions.

The basis of an unreasonable or unworkable order is a conclusion which is made illogical by possessing one or more of the above faults.

Pluspoints

There are one or more conditions which exist when a situation or circumstance is logical. These are called pluspoints. A *pluspoint* is a datum of truth found to be true when compared to the following list of logical conditions.

Pluspoints show where *logic* exists and where things are going right or likely to.

Where things get better or there is a sudden improvement in an area or organization, the cause for this should be found to reinforce what was successful. Such an investigation is done by use of pluspoints.

The pluspoints are as follows:

RELATED FACTS KNOWN. (All relevant facts known.)

RELATED FACTS KNOWN

EVENTS IN CORRECT SEQUENCE. (Events in actual sequence.)

EVENTS IN CORRECT SEQUENCE

TIME NOTED.
(Time is properly noted.)

Time Noted

DATA PROVEN FACTUAL.
(Data must be factual, which is to say, true and valid.)

Data Proven Factual

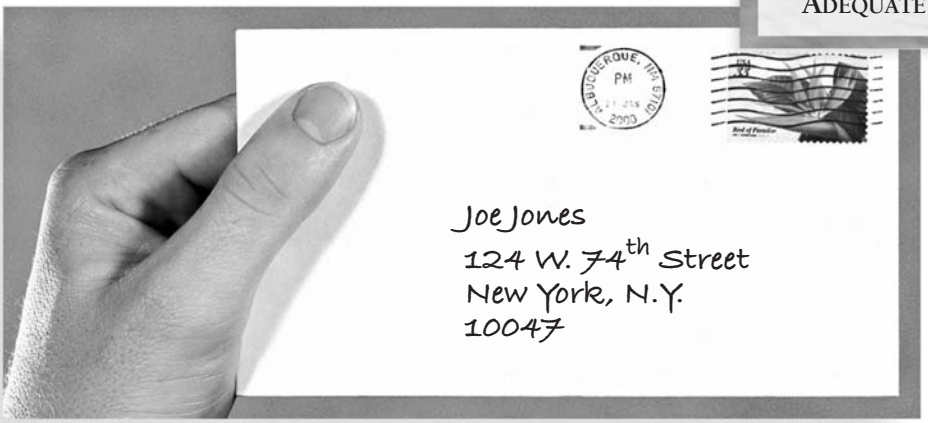
CORRECT RELATIVE IMPORTANCE.
(The important and unimportant are correctly sorted out.)

Correct Relative Importance

EXPECTED TIME PERIOD. (Events occurring or done in the time one would reasonably expect them to be.)

EXPECTED TIME PERIOD

ADEQUATE DATA. (No sectors of omitted data that would influence the situation.)



ADEQUATE DATA

APPLICABLE DATA. (The data presented or available applies to the matter in hand and not something else.)

APPLICABLE DATA

CORRECT SOURCE.
(Not wrong source.)

Correct Source

CORRECT TARGET.
(Not going in some direction that would be wrong for the situation.)

Correct Target

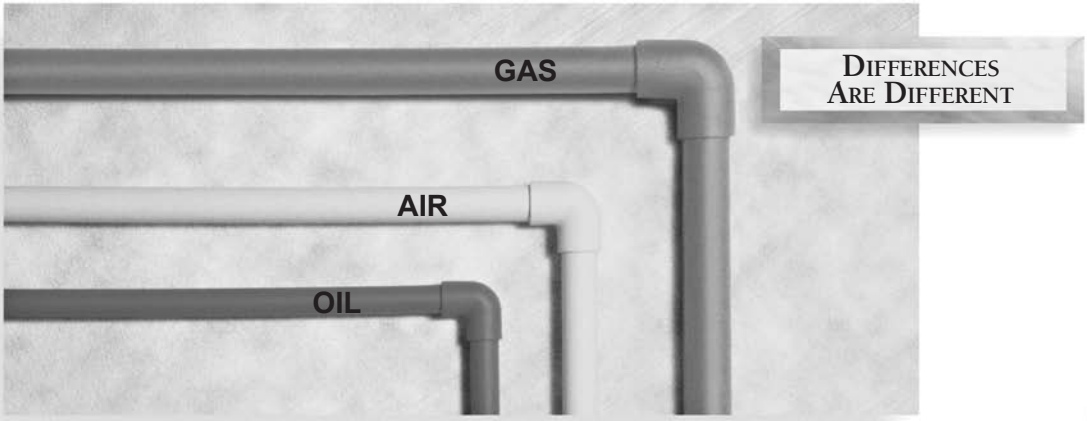
DATA IN SAME CLASSIFICATION. (Data from two or more different classes of material not introduced as the same class.)

Data in Same Classification

IDENTITIES ARE IDENTICAL.
(Not similar or different.)

SIMILARITIES ARE SIMILAR.
(Not identical or different.)

DIFFERENCES ARE DIFFERENT.
(Not made to be identical or similar.)



In finding out why things got better so they can be repeated, it is vital to use the actual pluspoints by name as above.

Pluspoints are, after all, what make things go right.

Not Know

One can always know something about anything.

It is a wise man who, confronted with conflicting data, realizes that he knows at least one thing—that he doesn't know.

Grasping that, he can then take action to find out.

If he evaluates the data he does find out against the things above, he can clarify the situation. Then he can reach a logical conclusion.

Drills

It is necessary to work out your own examples of the violations of logic described herein.

By doing so, you will have gained skill in sorting out the data of a situation.

When you can sort out data and become skilled in it, you will become very difficult to fool and you will have taken the first vital step in grasping a correct estimate of any situation.

DATA AND SITUATION ANALYZING

That one gains an excellent understanding of logic and a good grasp of the types of outpoints and pluspoints is vital to investigation. With this as a foundation, the two general steps one has to take to "find out what is really going on" are:

1. Analyze the data,

2. Using the data thus analyzed to analyze the situation.

The term *data* is defined as facts, graphs, statements, decisions, actions, descriptions, which are supposedly true. *Situation* is defined as the broad general scene on which a body of current data exists.

The way to analyze *data* is to compare it to the outpoints and see if any of those appear in the data.

The way to analyze the *situation* is to put in its smaller areas each of the data analyzed as above.

Doing this gives you the locations of greatest error or disorganization and also gives you areas of greatest effectiveness.

Example: There is trouble in the Refreshment Unit. There are three people in the unit. Doing a data analysis on the whole area gives us a number of outpoints. Then we assign these to employees A, B and C who work in the unit and find B had the most outpoints. This indicates that the trouble in the Refreshment Unit is with B. B can be handled in various ways such as training him on the duties of his job, his attendance, etc. Note we analyzed the *data* of the main area and assigned it to the bits in the area, then we had an analyzed situation and we could handle.

Example: We analyze all the data we have about the Bingo Car Plant. We assign the data thus analyzed as out (outpoints) to each function of the Bingo Car Plant. We thus pinpoint what function is the worst off. We then handle that function in various ways, principally by organizing it and training its executives and personnel.

There are several variations.

WE OBTAIN AN ANALYSIS OF THE SITUATION BY ANALYZING ALL THE DATA WE HAVE AND ASSIGNING THE OUTPOINT DATA TO THE AREAS OR PARTS. THE AREA HAVING THE MOST OUTPOINTS IS THE TARGET FOR CORRECTION.

In confronting a broad situation to be handled, we have of course the problem of finding out what's wrong before we can correct it. This is done by data analysis followed by situation analysis.

We do this by grading all the data for outpoints (illogics). We now have a long list of outpoints. This is data analysis.

We sort the outpoints we now have into the principal areas of the scene. The majority will appear in *one* area. This is situation analysis.

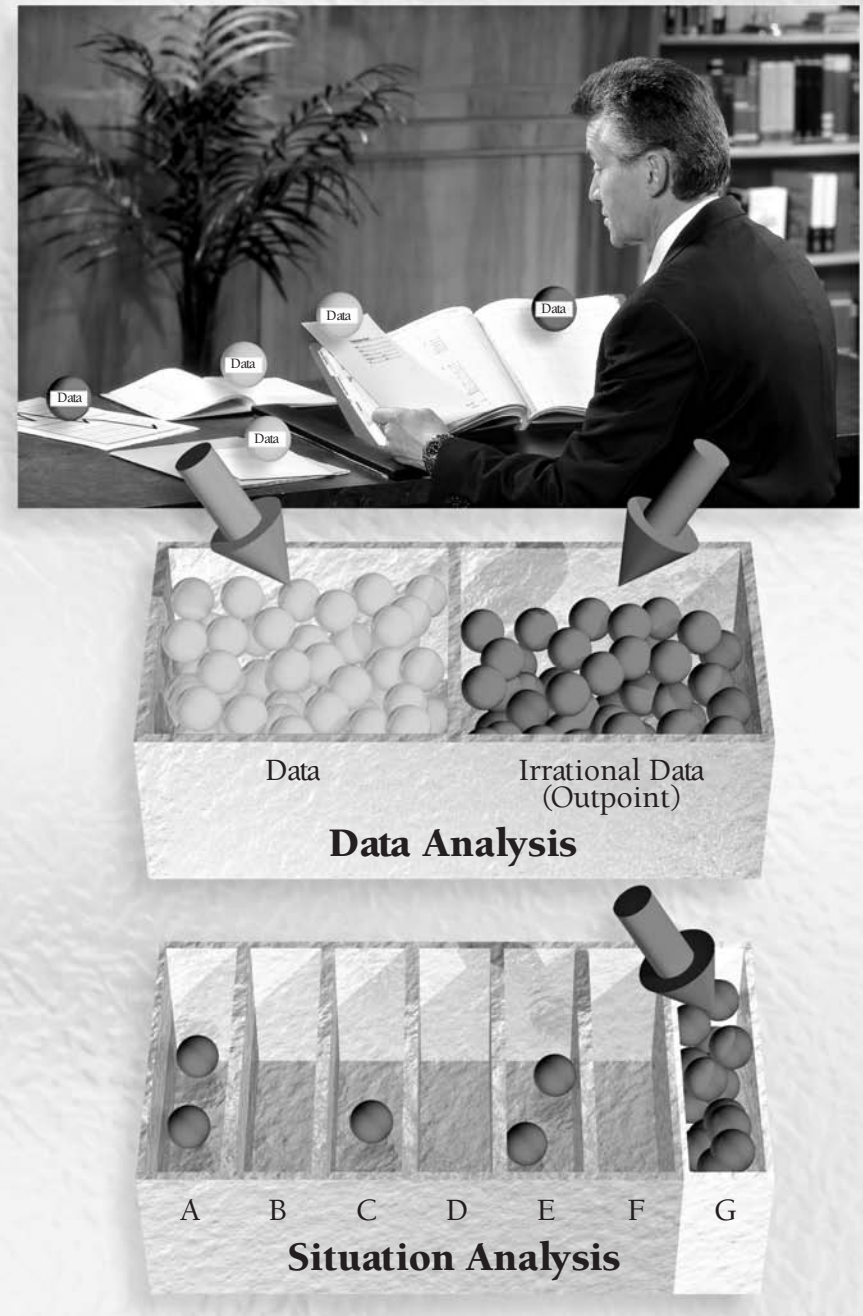
We now know what area to handle.

Example: Seventy data exist on the general scene. We find twenty-one of these data are irrational (outpoints). We slot the twenty-one outpoints into the areas they came from or apply to. Sixteen came from area G. We handle area G.

Experience

The remarkable part of such an exercise is that the data analysis of the data of a period of one day compares to three months operating *experience*.

Thus data and situation analysis is an instant result where experience takes a lot of time.



One obtains an analysis of a situation by analyzing all the data one has and assigning the outpoint data to the areas or posts. The area having the most outpoints is the target for correction.

The quality of the data analysis depends on one knowing the ideal organization and purpose on which the activity is based. This means one has to know what its activities are *supposed* to be from a rational or logical viewpoint.

A clock is supposed to keep running and indicate time and be of practical and pleasant design. A clock factory is supposed to make clocks. It is supposed to produce enough clocks cheaply enough that are good enough to be in demand and to sell for enough to keep the place solvent. It consumes raw materials, repairs and replaces its tools and equipment. It hires workmen and executives. It has service firms and distributors. That is the sort of thing one means by *ideal* or theoretical structure of the clock company and its organization.

Those are the *rational* points.

From the body of actual current today data on the clock company one spots the outpoints for a *data analysis*.

One assigns the outpoints to the whole as a *situation analysis*.

One uses his admin know-how and expertise to repair the most aberrated subsection.

One gets a functioning clock factory that runs closer to the ideal.

Military, political and PR situations, etc., are handled all in the same way.

We call these two actions:

DATA ANALYSIS

SITUATION ANALYSIS

FAMILIARITY

If one has no familiarity with how a scene (area) ought to be, one cannot easily spot outpoints (illogical data) in it.

This is what also could be called an *ideal* scene or situation. If one doesn't know the *ideal* scene or situation then one is not likely to observe nonideal points in it.

Let us send a farmer to sea. In a mild blow, with the sails and their gear creaking and water hitting the hull, he is sure the ship is about to sink. He has no familiarity with how it should sound or look so he misses any real outpoints and may consider all pluspoints as outpoints.

Yet on a calm and pretty day he sees a freighter come within five hundred feet of the side and go full astern and thinks everything is great.

An experienced officer may attempt madly to avoid collision and all the farmer would think was that the officer was being impolite! The farmer, lacking any familiarity with the sea and having no *ideal* as to what smooth running would be, would rarely see real outpoints unless he drowned. Yet an experienced sailor, familiar with the scene in all its changing faces sees an outpoint in all small illogicals.

On the other hand, the sailor on the farm would completely miss disease in the wheat and an open gate and see no outpoints in a farm that the farmer knew was about to go bust.

The rule is:

A PERSON MUST HAVE AN IDEAL SCENE WITH WHICH TO COMPARE THE EXISTING SCENE.

If a staff hasn't got an idea of how a real organization should run, then it misses obvious outpoints.

One sees examples of this when an experienced organization executive visiting an organization tries to point out to a green staff (which has no ideal or familiarity) what is out. The green staff grudgingly fixes up what he says to do but lets go of it the moment he departs. Lacking familiarity and an ideal of a perfect organization, the green staff just doesn't see anything wrong or anything right either!

The consequences of this are themselves illogical. One sees an untrained executive firing all the producers and letting the bad hats (corrupt or worthless people) alone. His erroneous ideal would be a quiet organization, let us say. So he dismisses anyone who is noisy or demanding. He ignores statistics. He ignores the things he should watch merely because he has a faulty ideal and no familiarity of a proper scene.

Observation Errors

When the scene is not familiar one has to look hard to become aware of things. You've noticed tourists doing this. Yet the old resident "sees" far more than they do while walking straight ahead down the road.

It is easy to confuse the novel with the "important fact." "It was a warm day for winter" is a useful fact only when it turns out that actually everything froze up on that day or it indicated some other outpoint.

Most errors in observation are made because one has no ideal for the scene or no familiarity with it.

However there are other error sources.

"Being reasonable" is the chief offender. People dub in (presume or have a false, delusory perception of) a missing piece of a sequence, for instance, instead of seeing that it *is* missing. A false datum is imagined to exist because a sequence is wrong or has a missing step.

It is horrifying to behold how easily people buy dub-in. This is because an illogical sequence is uncomfortable. To relieve the discomfort they distort their own observation by ignoring the outpoint and concluding something else.

Accurate Observation

There are certain conditions necessary for accurate observation.

First is a means of *perception* whether by remote communication by various communication lines or by direct looking, feeling, experiencing.

Second is an *ideal* of how the scene or area should be.

Third is *familiarity* with how such scenes are when things are going well or poorly.

Fourth is understanding *pluspoints* or rightnesses when present.

Fifth is knowing *outpoints* (all types) when they appear.

Sixth is rapid ability to *analyze data.*

Seventh is the ability to *analyze* the *situation.*

Eighth is the willingness to *inspect* more closely the area of outness.

Then one has to have the knowledge and imagination necessary to *handle.*

One could call the above the *cycle of observation.* If one calls *handle* number nine it would be the Cycle of Control.

If one is trained to conceive all variations of outpoints (illogics) and studies up to conceive an ideal and gains familiarity with the scene or type of area, his ability to observe and handle things would be considered almost supernatural.

People easily buy imaginary data. To relieve the discomfort they distort their own observation by ignoring the outpoint and concluding something else.

INVESTIGATORY ACTIONS

Correction of things which are not wrong and neglecting things which are not right puts the tombstone on any organization or civilization.

This boils down to *correct investigation.* It is not a slight skill. It is *the* basic skill behind any intelligent action.

Suppressive Justice

When justice goes astray (as it usually does) the things that have occurred are:

1. Use of justice for some other purpose than public safety (such as maintaining a privileged group or indulging a fixed idea) or

2. Omitted use of investigatory procedure.

All suppressive use of the forces of justice can be traced back to one or the other of these.

Aberrations and hate very often find outlet by calling them "justice" or "law and order." This is why it can be said that man cannot be trusted with justice.

This or just plain stupidity bring about a neglect of intelligent investigatory procedures. Yet all group sanity depends upon correct and unaberrated (rational) investigatory procedures. Only in that way can one establish causes of things. And only by establishing causes can one cease to be the effect of unwanted situations.

It is one thing to be able to observe. It is quite another to utilize observations so that one can get to the basis of things.

Sequences

Investigations become necessary in the face of outpoints or pluspoints.

Investigations can occur out of idle curiosity or particular interest. They can also occur to locate the cause of pluspoints.

Whatever the motive for investigation, the action itself is conducted by sequences.

If one is incapable mentally of tracing a series of events or actions, one cannot investigate.

Altered sequence is a primary block to investigation.

At first glance, omitted data would seem to be the block. On the contrary, it is the end product of an investigation and is what pulls an investigation along—one is looking for omitted data.

An altered sequence of actions defeats any investigation. Examples: We will hang him and then conduct a trial. We will assume who did it and then find evidence to prove it. A crime should be provoked to find who commits them.

Any time an investigation gets back-to-front, it will not succeed.

Thus, if an investigator himself has any trouble with seeing or visualizing sequences of actions, he will inevitably come up with the wrong answer.

Reversely, when one sees that someone has come up with a wrong or incomplete answer, one can assume that the investigator has trouble with sequences of events or, of course, did not really investigate.

One can't really credit that Sherlock Holmes would say, "I have here the fingerprint of Mr. Murgatroyd on the murder weapon. Have the police arrest him. Now, Watson, hand me a magnifying glass and ask Sgt. Doherty to let us look over his fingerprint files."

If one cannot visualize a series of actions, like a ball bouncing down a flight of stairs, or if one cannot relate in proper order several different actions with one object into a proper sequence, he will not be able to investigate.

If one can, that's fine.

Investigations

All betterment of life depends on finding out pluspoints and why and reinforcing them, locating outpoints and why and eradicating them.

This is the successful survival pattern of living. A primitive who is going to survive does just that and a scientist who is worth anything does just that.

The fisherman sees sea gulls clustering over a point on the sea. That's the beginning of a short sequence, point number one. He predicts a school of fish, point number two. He sails over as sequence point number three. He looks down as sequence point number four. He sees fish as point number five. He gets out a net as point number six. He circles the school with the net, number seven. He draws in the net, number eight. He brings the fish on board, number nine. He goes to port, number ten. He sells the fish, number eleven. That's following a pluspoint—cluster of sea gulls.

A sequence from an outpoint might be: Housewife serves dinner. Nobody eats the cake, number one; she tastes it, number two; she recognizes soap in it, number three. She goes to kitchen, number four. She looks into cupboard, number five. She finds the soapbox upset, number six. She sees the flour below it, number seven. She sees cookie jar empty, number eight. She grabs young son, number nine. She shows him the setup, number ten. She gets a confession, number eleven. And number twelve is too painful to describe.

Discoveries

All discoveries are the end product of a sequence of investigatory actions that begin with either a pluspoint or an outpoint.

Thus all knowledge proceeds from pluspoints or outpoints observed.

And all knowledge depends on an ability to investigate.

And all investigation is done in correct sequence.

And all successes depend upon the ability to do these things.

WHYS

One uses the above knowledge and skill to track down the real reason for the positive or nonoptimum situation. This is called a "Why."

Why = that basic outness found which will lead to a recovery of statistics.

Wrong Why = the incorrectly identified outness which when applied does not lead to recovery.

A *mere explanation* = a *"Why"* given as *the* Why that does not open the door to any recovery.

Example: A mere explanation: "The statistics went down because of rainy weather that week." So? So do we now turn off rain? Another mere explanation: "The staff became overwhelmed that week." An order saying "Don't overwhelm staff" would be the possible "solution" of some manager. BUT THE STATISTICS WOULDN'T RECOVER.

The *real* Why when found and corrected leads straight back to improved stats (statistics).

A wrong Why, corrected, will further depress stats.

A mere explanation does nothing at all and decay continues.

Here is a situation as it is followed up:

The stats of an area were down. Investigation disclosed there had been sickness two weeks before. The report came in: "The statistics were down because people were sick." This was a mere explanation. Very reasonable. But it solved nothing. What do we do now? Maybe we accept this as the correct Why. And give an order, "All people in the area must get a medical exam and unhealthy workers will not be accepted and unhealthy ones will be fired." As it's a correction to a wrong Why, the stats *really* crash. So that's not it. Looking further we find the real Why. In the area, a boss gives orders to the wrong people which, when executed, then hurt their individual stats. We organize the place, train the boss and we get a stat recovery and even an improvement.

The correct Why led to a stat recovery. Here is another one. Statistics are down in a school. An investigation comes up with a mere explanation: "The students were all busy with sports." So management says "No sports!" Statistics go down again. A new investigation comes up with a wrong Why: "The students are being taught wrongly." Management sacks the dean. Statistics really crash now. A further, more competent investigation occurs. It turns out that there were 140 students and only the dean and one instructor! And the dean had other duties! We return the dean to his job and hire two more instructors making three. Statistics soar. Because we got the right Why.

Management and organizational catastrophes and successes are *all* explained by these three types of Why. An arbitrary, a false order or datum entered into a situation, is probably just a wrong Why held in by law. And if so held in, it will crash the place.

One really has to understand logic to get to the correct Why and must really be on his toes not to use and correct a wrong Why.

In world banking, where inflation occurs, finance regulations or laws are probably just one long parade of wrong Whys. The value of the money and its usefulness to the citizen deteriorate to such an extent that a whole ideology can be built up (as in Sparta by Lycurgus [a Greek lawgiver] who invented iron money nobody could lift in order to rid Sparta of money evils) that knocks money out entirely and puts nothing but nonsense in its place.

Organizational troubles are greatly worsened by using mere explanations (which lead to no remedies) or wrong Whys (which further depress stats). Organizational recoveries come from finding the real Why and correcting it.

The test of the real Why is "When it is corrected, do stats recover?" If they do that was it. And any other remedial order given but based on a wrong Why would have to be cancelled quickly.

DOING AN INVESTIGATION

When one begins to apply data analysis, he is often still trying to grasp the data about data analysis rather than the outpoints in the data. The remedy is just become more familiar with the materials of this booklet.

Further, one may not realize the ease with which one can acquire the knowledge of an ideal scene. An outpoint is simply an illogical departure from the ideal scene. By comparing the existing scene with the ideal scene, one easily sees the outpoints.

To know the ideal scene, one has only to work out the correct products for it. If these aren't getting out, then there is a departure. One can then find the outpoints of the various types and then locate a Why and in that way open the door to handling. And by handling, one is simply trying to get the scene to get out its products.

Unless one proceeds in this fashion (from product back to establishment), one can't analyze much of anything. One merely comes up with errors.

An existing scene is as good as it gets out its products, not as good as it is painted or carpeted or given public relations boosts.

So for *any* scene, manufacturing or fighting a war or being a hostess at a party, there are *products*.

People who lead pointless lives are very unhappy people. Even the idler or dilettante is happy only when he has a product!

There is always a product for any scene.

Standard Action

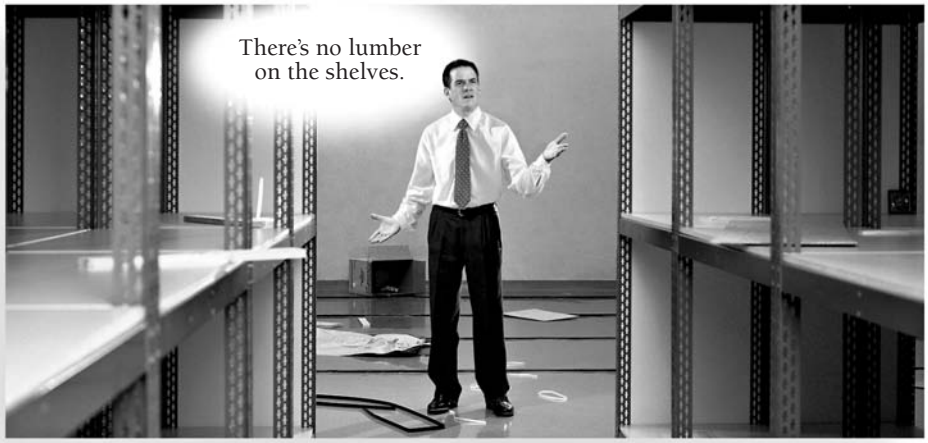
A beginner can juggle around and go badly adrift if he doesn't follow the pattern:

1. Work out exactly what the (person, unit, activity) should be producing.

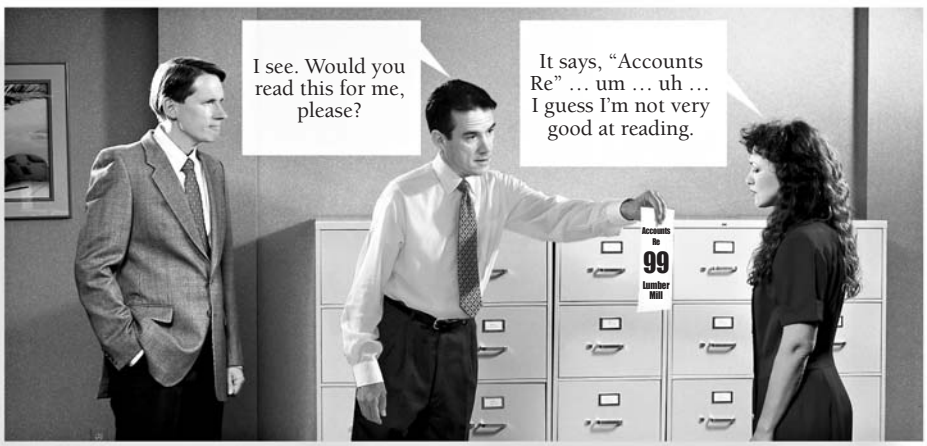
2. Work out the ideal scene.

3. Investigate the existing scene.

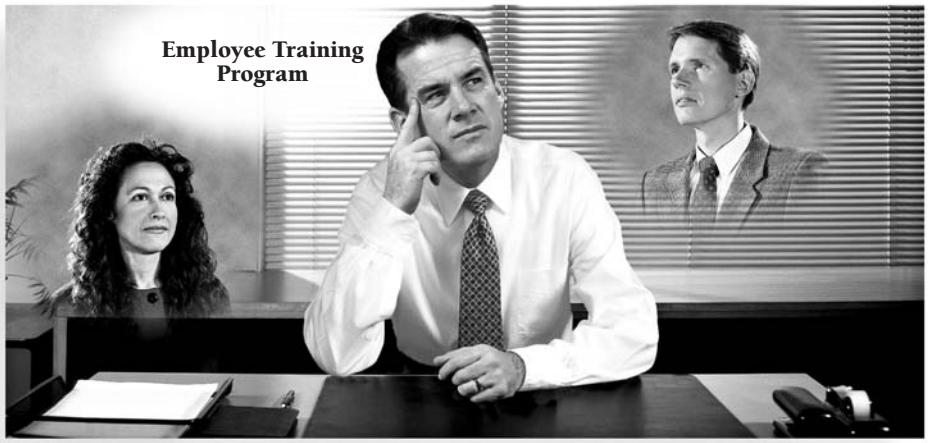
4. Follow outpoints back from ideal to existing.



5. Locate the real Why that will move the existing toward ideal.



6. Look over existing resources.



7. Get a bright idea of how to handle.

8. Handle or recommend handling so that it stays handled.

This is a very surefire approach.

If one just notes errors in a scene, with no product or ideal with which to compare the existing scene, he will not be doing data analysis and situations will deteriorate badly because he is finding wrong Whys.

Thinking

One has to be able to think with outpoints. A crude way of saying this is "learn to think like an idiot." One could also add "without abandoning any ability to think like a genius."

If one can't tolerate outpoints at all or confront them, one can't *see* them.

A madman can't tolerate pluspoints and he doesn't see them either.

But there can be a lot of pluspoints around and no production. Thus, one can be told how great it all is while the place edges over to the point of collapse.

One who listens to people on the scene and takes *their* Whys runs a grave risk. If these *were* the Whys, then things would be better.

A far safer way is to talk only insofar as finding what the product is concerned and investigating.

One should observe the existing scene through data or through observers or through direct observation.

One often has to guess what the Why might be. It is doing that which brings up the phrase "Learn to think like an idiot." The Why will be found at the end of a trail of outpoints. Each one is an aberration when compared to the ideal scene. The biggest idiocy which then explains all the rest and which opens the door to improvement toward the ideal scene is the Why.

One also has to learn to think like a genius with pluspoints.

Get the big peak period of production (now or in the past). Compare it to the existing scene just before.

Now find the pluspoints that were entered in. Trace these and you arrive at the Why as the biggest pluspoint that opened the door to improvement.

But once more one considers resources available and has to get a bright idea.

So it is the same series of steps as above but with pluspoints.

SUCCESSFUL INVESTIGATIONS

Correct investigations depend on correct Whys. You can understand a real *Why* if you realize this:

A REAL WHY OPENS THE DOOR TO HANDLING.

If you write down a Why, ask this question of it: "Does this open the door to handling?"

If it does not, then it is a wrong Why.

When you have a right Why, handling becomes simple. The more one has to beat his brains for a bright idea to handle, the more likely it is that he has a wrong Why.

So if the handling doesn't leap out at you then THE WHY HAS NOT OPENED THE DOOR and is probably wrong.

A right Why opens the door to improvement, enabling one to work out a handling which, if correctly done, will attain the envisioned ideal scene. Investigatory Technology can be applied to situations good or bad, large or small, dispelling many of life's puzzles and making real solutions possible.■

Practical Exercises

Here are some practical exercises to increase your knowledge and skill in applying the basic data on investigations.

1 Using a newspaper or newsmagazine, find two data which you don't understand. Then write down the question you would ask to clear up the contradiction. Repeat this five other times.

2 For each of the following outpoints, write down three examples that you could observe or that could occur in your life:

Omitted Data
Dropped Time
Altered Importance
Wrong Source
Added Time
Incorrectly Included Datum
Assumed "Similarities" Are Not Similar
Altered Sequence
Falsehood
Wrong Target
Contrary Facts
Added Inapplicable Data
Assumed "Identities" Are Not Identical
Assumed "Differences" Are Not Different

3 For each of the following pluspoints, write down three examples that you could observe or that could occur in your life:

Related Facts Known
Time Noted
Correct Relative Importance
Adequate Data
Correct Source
Data in Same Classification
Similarities Are Similar
Events in Correct Sequence
Data Proven Factual
Expected Time Period
Applicable Data
Correct Target
Identities Are Identical
Differences Are Different

4 By observation of your environment or by looking at newspapers, magazines, etc., find twenty outpoints. For each, write down the type of outpoint.

5 By observation of your environment or by looking at newspapers, magazines, etc., find twenty pluspoints. For each, write down the type of pluspoint.

6 In your environment, newspapers, magazines and so on, locate two conflicting data. Then write down how you would find what you didn't know so as to resolve the conflict between the data. Repeat this three more times.

7 Using the data in a newspaper or magazine, do a data analysis. Then, using this, do a situation analysis. Repeat these steps two more times.

8 Do the following:

a. Write down an activity with which you have good familiarity.

b. Write down an ideal scene one could have for that activity.

c. Repeat steps (a) and (b) four more times for different activities.

9 Describe an example you observed or experienced where someone was "being reasonable." Include the data or circumstances the person was faced with, and the outpoint(s) being ignored. Repeat this for two other examples.

10 Write down a sequence which describes in proper order several different actions with one object. Repeat this for four other sequences.

11 Using a newspaper or newsmagazine, find three examples of a wrong Why. For each one, write down the reason it is a wrong Why.

12 Using a newspaper or magazine, find three examples of a mere explanation. For each one, write down the reason it is a mere explanation.

13 Using an area or activity with which you are very familiar, apply steps 1–8 of the subsection, "Standard Action" (under "Doing an Investigation") and do the following:

a. Write down what the person, area or activity should be producing.

b. Using what you wrote up in step (a), write down its ideal scene.

c. Write down the existing scene for this area or activity.

d. Using the materials you studied in this booklet, investigate the existing scene. Write down what you find.

e. Follow outpoints you find in this area or activity back from the ideal scene to the existing scene.

f. Locate the real Why of the area or activity being investigated. Apply the materials in the booklet to confirm this is a right Why by asking the following question of it: "Does this open the door to handling?"

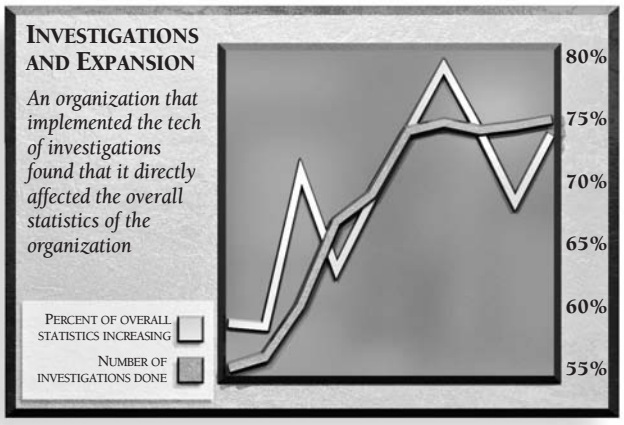
g. Based on what you found in steps (a)–(f) above, look over the existing resources and get a bright idea of how to handle. Write down these resources and your bright idea. Then list out the steps you would do to handle the area or activity to move it toward the ideal scene.

RESULTS FROM APPLICATION

The technology of investigation has been successfully used in many different areas of human endeavor. One does not have to be a professional investigator to benefit from this data. Many use it on their jobs to find out why there has been a slump, or what caused a recent increase in statistics in order to ensure the expansion of an organization. Use in the home makes for increased accord amongst family members and a happier family. The ability to think clearly and act sanely as a result of accurate investigation is key to survival. Some examples of the use of this technology follow:

Investigatory Technology can be used with amazing success to improve the quality of life in any area. Here is an example:

"I moved into a new neighborhood where people seemed to be always getting sick—routinely coming down with colds and other illnesses. Using L. Ron Hubbard's Investigatory Technology, I narrowed down the probable cause area to a pond that was heavily infested with insects. Bugs, especially flies, easily carry disease. Further investigation disclosed the unbelievable: the pond was being covertly used as a dump site and thousands of gallons of waste were being pumped into it weekly! I forced officials to handle the situation. The insect population immediately died down, illness in our community dramatically reduced, and the pond reverted to its original natural beauty."



Having the technology of outpoints and the ability to find a right Why is essential according to an executive in a Los Angeles management company.

"It makes it possible to perceive what's in front of you as well as what went before that—it brings everything into alignment. Then you can see the outpoints and pluspoints immediately as you have a complete understanding of the situation."

An attorney in California found that the administrative technology of investigations made his job considerably easier.

"With this data, I find that situations I see in my job are easier to understand. When I look at a situation I can see the outpoints, but I also look for the ideal scene and this is invaluable in sorting out legal situations. For example, I had a client who thought he had an incredible problem with his partner. We looked at the outpoints and determined that it wasn't the partner at all—the problem

was coming from another part of the company entirely! He was then able to apply the proper handling to the situation, which was of course, quite different than the one he had anticipated."

Trained in investigatory procedure as developed by Mr. Hubbard, an individual said the following about its use:

"I can't say enough about L. Ron Hubbard's Investigatory Technology. Not only have I used it successfully on my job, but I use it in everyday situations I encounter to make life go more smoothly for myself and my friends. Using this Investigatory Technology I have found lost children, located misplaced money, figured out and corrected the reason my computer would not work and have even discovered the Why behind a terrible tasting dessert! Hardly a day goes by without being able to use this technology to make life better."

A business consultant had a client who ran an auto repair business. The business was struggling and the client himself was not doing well in life. The consultant used Investigatory Technology to handle this:

"Initially it didn't make sense that this business was not doing well. My client was a smart man and had done well in the past. I started looking into this to find out what the Why was. Coincident with the beginning of the business slump, I found that he had employed a 'silent partner' to do his books. So I looked into this fellow carefully and discovered that he was not being wholly honest in his bookkeeping and, in fact, was ripping my client off! Because this man had posed as a professional and as someone who knew what he was doing, my client had not looked into this area at all as a possible reason for his failing. Simply by applying Mr. Hubbard's technology on investigations, the answer fell into my lap. My client was more than relieved. He took back over the business in full and his statistics took off. He himself is back to battery, and once again I marvel at the simplicity of Investigatory Technology."

GLOSSARY

aberration: a departure from rational thought or behavior; irrational thought or conduct. It means basically to err, to make mistakes, or more specifically to have fixed ideas which are not true. The word is also used in its scientific sense. It means departure from a straight line. If a line should go from A to B, then if it is *aberrated* it would go from A to some other point, to some other point, to some other point, to some other point, and finally arrive at B. Taken in this sense, it would also mean the lack of straightness or to see crookedly as, for example, a man sees a horse but thinks he sees an elephant. Aberrated conduct would be wrong conduct, or conduct not supported by reason. *Aberration* is opposed to sanity, which would be its opposite. From the Latin, *aberrare,* to wander from; Latin, *ab,* away, *errare,* to wander.

communication line: the route along which a communication travels from one person to another.

confront: to face without flinching or avoiding. The ability to confront is actually the ability to be there comfortably and perceive.

dub in: presume or have a false, delusory perception of.

outness: a condition or instance of something being wrong, incorrect or missing.

outpoint: any one of several specific ways in which a relay of information or a situation can become illogical; any one datum offered as true that is in fact found to be illogical.

pluspoint: any one of several conditions which exist when a situation or circumstance is logical. Pluspoints show where logic exists and where things are going right or likely to.

present time: the time which is now and becomes the past as rapidly as it is observed. It is a term loosely applied to the environment existing in now.

Scientology: an applied religious philosophy developed by L. Ron Hubbard. It is the study and handling of the spirit in relationship to itself, universes and other life. The word *Scientology* comes from the Latin *scio,* which means "know" and the Greek word *logos,* meaning "the word or outward form by which the inward thought is expressed and made known." Thus, Scientology means knowing about knowing.

terminal: a person, point or position which can receive, relay or send a communication.

Why: reason or cause; the real reason for a positive or nonoptimum situation.

win: the accomplishment of any desired improvement. Examples of wins would be a person increasing his ability to communicate, experiencing an increased feeling of well-being or gaining more certainty about some area of his life.

About L. Ron Hubbard

Born in Tilden, Nebraska on March 13, 1911, his road of discovery and dedication to his fellows began at an early age. By the age of nineteen, he had traveled more than a quarter of a million miles, examining the cultures of Java, Japan, India and the Philippines.

Returning to the United States in 1929, Ron resumed his formal education and studied mathematics, engineering and the then new field of nuclear physics—all providing vital tools for continued research. To finance that research, Ron embarked upon a literary career in the early 1930s, and soon became one of the most widely read authors of popular fiction. Yet never losing sight of his primary goal, he continued his mainline research through extensive travel and expeditions.

With the advent of World War II, he entered the United States Navy as a lieutenant (junior grade) and served as commander of antisubmarine corvettes. Left partially blind and lame from injuries sustained during combat, he was diagnosed as permanently disabled by 1945. Through application of his theories on the mind, however, he was not only able to help fellow servicemen, but also to regain his own health.

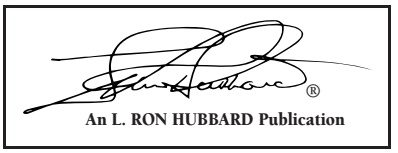
After five more years of intensive research, Ron's discoveries were presented to the world in *Dianetics: The Modern Science of Mental Health.* The first popular handbook on the human mind expressly written for the man in the street, *Dianetics* ushered in a new era of hope for mankind and a new phase of life for its author. He did, however, not cease his research, and as breakthrough after breakthrough was carefully codified through late 1951, the applied religious philosophy of Scientology was born.

Because Scientology explains the whole of life, there is no aspect of man's existence that L. Ron Hubbard's subsequent work did not address. Residing variously in the United States and England, his continued research brought forth solutions to such social ills as declining educational standards and pandemic drug abuse.

All told, L. Ron Hubbard's works on Scientology and Dianetics total forty million words of recorded lectures, books and writings. Together, these constitute the legacy of a lifetime that ended on January 24, 1986. Yet the passing of L. Ron Hubbard in no way constituted an end; for with a hundred million of his books in circulation and millions of people daily applying his technologies for betterment, it can truly be said the world still has no greater friend.■

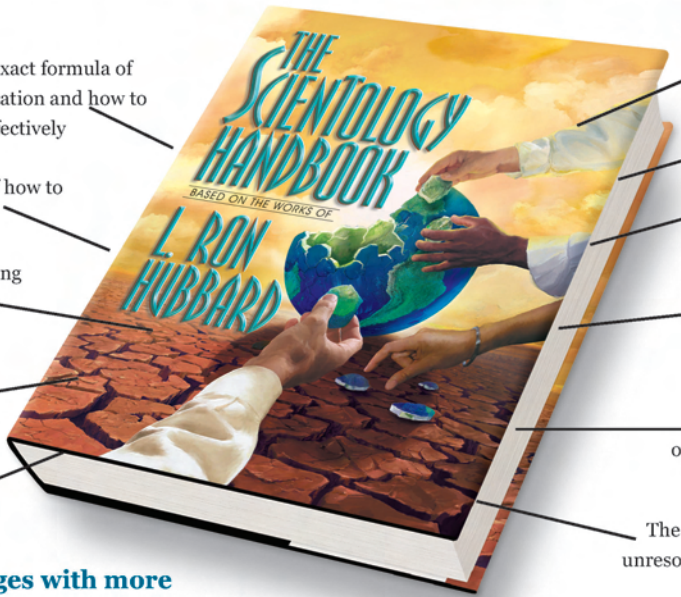
Bridge Publications, Inc.
4751 Fountain Avenue, Los Angeles, CA 90029
ISBN 0-88404-925-6

Printed in the United States of America



THE SCIENTOLOGY HANDBOOK

A PRACTICAL GUIDE TO BUILDING A BETTER WORLD



The exact formula of communication and how to apply it effectively

The principles of how to raise happy children

The laws of predicting human behavior

Basic methods of increasing efficiency at work

The fundamentals of how to set and achieve goals

Effective actions to take to assist the ill and injured

Workable rules for creating a successful marriage

The reasons people turn to drugs and alcohol and what to do to help them

Fundamental ethics technology to restore honesty and integrity in the world

The three components of understanding and how they apply to life

The law that underlies unresolving conflicts and how to use it

Over 900 pages with more than 700 photographs and illustrations

The booklet you have just read was taken from *The Scientology Handbook* which contains many other basic principles and techniques from Scientology applied religious philosophy.

Scientology embraces all of life and provides the individual with a step-by-step road that leads one to spiritual freedom and higher states of existence.

Many people want to help others and would if only they knew what to do. *The Scientology Handbook* fills that need. It provides miracle-working Scientology technology on how to preserve marriages, straighten out delinquent children, handle dissident elements in the society, get families flourishing and prospering, solve human conflict, eliminate illiteracy, resolve drug and alcohol problems and much, much more. It is the key reference used by Volunteer Ministers in their crusade to build a better world by helping their fellow man.

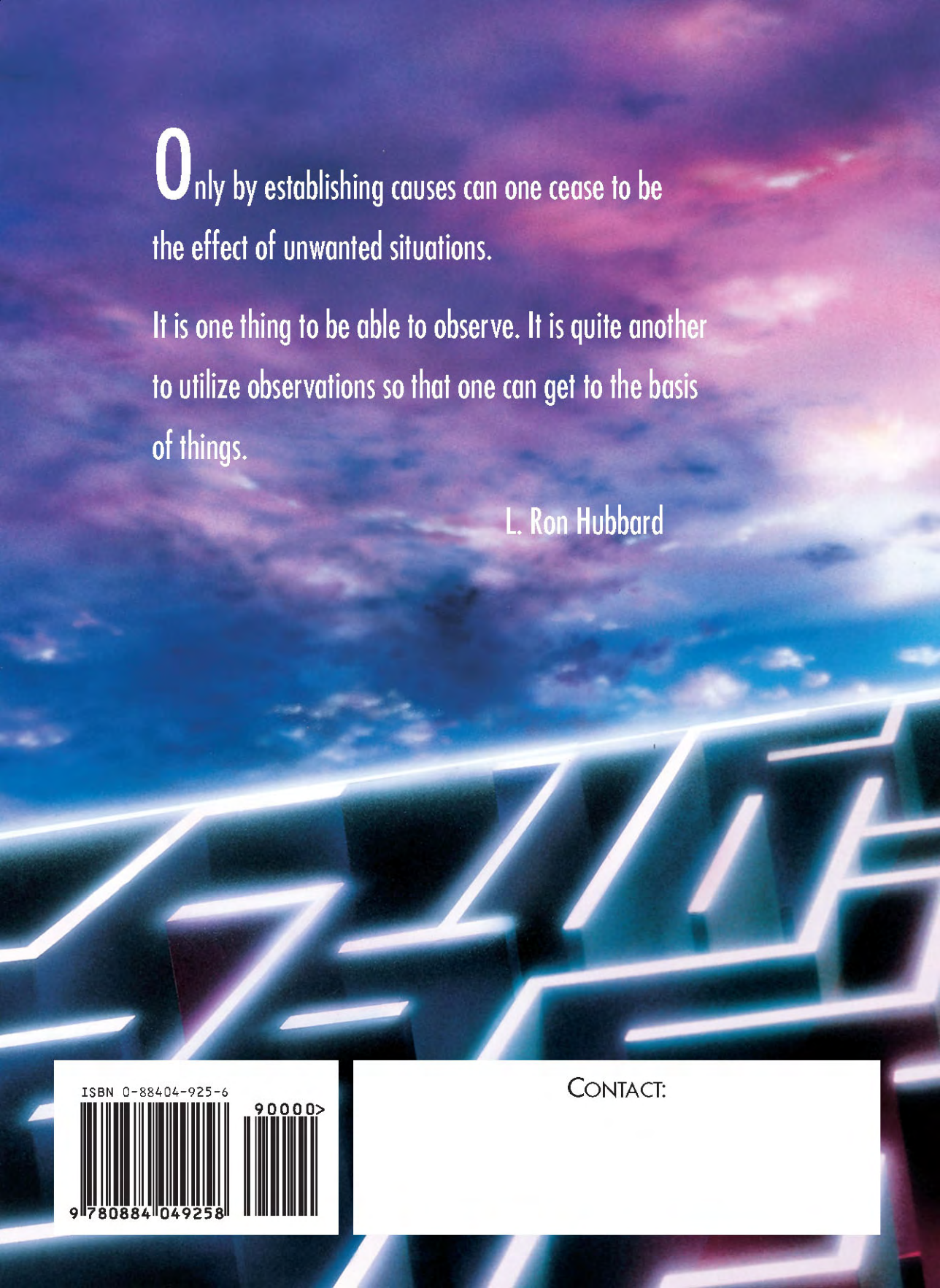
Study *The Scientology Handbook* and gain practical knowledge you can use to help yourself and others improve conditions in life, the environment, the community—in fact, the world.

Put to use, the technology contained in this book will change your life.

BUY THE SCIENTOLOGY HANDBOOK

Enroll on *The Scientology Handbook* Extension Course. Send in your lessons and receive certification upon completion. Available at your local Church of Scientology.

You can order direct from the publisher: Bridge Publications, Inc., 4751 Fountain Avenue, Los Angeles, CA 90029
or call 1-800-722-1733 www.bridgepub.com



Only by establishing causes can one cease to be the effect of unwanted situations.

It is one thing to be able to observe. It is quite another to utilize observations so that one can get to the basis of things.

L. Ron Hubbard

ISBN 0-88404-925-6

CONTACT: