

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

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All PE
Foundations

EVALUATION SCRIPT

This script is to be used when evaluating tests for public individuals.

It must be studied and learned by heart by PE Evaluators.

It makes the difference between ample PE Course sign ups and very few sign ups.

“Good afternoon/evening (give person’s name). My name is:-(give it) I am a Scientologist. Please sit down.”

Hands cans to subject, switches on meter. Establishes non-significant or lie reaction.

“All right—Thank you.” Switch off the meter. Take back cans.

“Now, Mr. (Mrs., Miss) let us have a look at your tests.” Open folder.

“Your IQ Score was - - - -”

(a) *Less than 100.*

“This is very low. Less than average and you obviously have great difficulty solving problems. Scientology training would raise that considerably.”

(b) *100–110.*

“A very ordinary score and you have more difficulty than you need in handling problems. Scientology training would raise that considerably.”

(c) *110–120.*

“An above average score. You can take advantage of opportunity and when you apply yourself, you progress fast. However, a high intelligence is only useful so long as you have data to apply the intelligence to. Scientology will not only give you useful data, but can raise your IQ even higher.”

(d) *Above 120.*

Ditto.

“Now let’s look at your personality. This is what you’ve told us about yourself. Understand this is not our opinion of you, but is a factual scientific analysis taken from your answers. It is *your* opinion of *you*.”

The Evaluation is given with excellent TR 1. Almost Tone 40. The idea is to impinge on the person. The more resistive or argumentative he is, the more the points should be slammed home. Look him straight in the eye and let him know, “That is the way it is.”

“Above this line is satisfactory but even these points can be raised higher. Also knowledge is necessary to make full use of the best points of one’s personality. That can be gained through Scientology.

“These middle points will get you by, so long as there is no crisis or difficulty in your life.

“Now, this section shows that you are very much in need of help.”

Proceed with evaluation on the low points, column by column. Make a decisive statement about each. If the subject agrees—says, “That’s right”, or “That describes me all right”, or similar—leave it immediately. You *have* impinged. If he argues or protests, don’t insist. You simply are not talking on his reality level. Re-phrase your statement until it is real to him. Stop as soon as you get through. As soon as you get an impingement, look subject in the face and say, with intention, “Scientology can help you with that” or “That can be changed with Scientology”, or some similar *positive* statement.

NEVER say it half heartedly, or apologetically!

Don’t bother much with the high points. If he queries them tell him it is the low ones that are the cause of his troubles—and that these *can* be changed. If several are high you can add that because of these it will be easier for him than for most people, to use Scientology to improve with.

“Not a very bright prospect is it? Unless you care to change it.”

At this point the evaluator leans back in his chair, puts down his pencil on the chart, smiles and says:

“Well, Mr. (Mrs., Miss)—That’s what your tests show.”

“Thank you very much.”

The Evaluator does *not* reach or try to sell any more than this. If the job has been done well, the person should be worried and will probably ask a question as to what he can do about it all. If so, the Evaluator says:

“That is very commendable, wanting to do something about it. A point in your favour.”

“There are many things you can do. There are all sorts of things that people go in for. In the past they tried psychology, psycho-analysis, Dale Carnegie, Confidence Courses, Mental Exercises, read books, but these things had a very limited application and you could get yourself terribly involved in mysteries, expenses and wasted time, before you found any solutions to your difficulties. All across the world today, people are coming to us, to find simpler, more straight forward answers.”

(Here the Evaluator grows confidential)

“Look, I’m technical staff here. I don’t have anything to do with sales or courses, but if you’d like a confidential tip, there are all sorts of courses and services going on here all the time, but your best bet is to spend £1 (or cost of PE) on a Personal Efficiency Course and discover what Scientology can offer you. That will save you from getting involved. Go and see that lady over there and tell her you only want the Personal Efficiency Course, so that you can find out what Scientology is about.”

Then route the person to PE Registrar.

NOTE: Evaluators have been found to be afraid of impinging too hard, in case they caused ARC Breaks or committed overts.

It *would* be an overt to upset the person—if we *did not* lead him to a solution.

The only overt that can occur is to fail to get the testee on to the PE Course and thence to Co-audit.

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