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Copy to Stihl  
Eventual Franchise

NEW ASSESSMENT SCALE

I have developed a new assessment scale which takes in most possible formulas and regimens.

The scale and its use follows:

The Pre-Havingness Scale

Havingness  
Failed Havingness

Interest  
Failed Interest

Communication  
Failed Communication

Control  
Failed Control

Help  
Failed Help

Overts  
Failed Overts

Witholds  
Failed Witholds

Importance  
Failed Importance

Leave  
Failed Leave

Protect  
Failed Protect

Abandon  
Failed Abandon

Inverted Help  
Inverted Control  
Inverted Communication  
Inverted Interest  
Obsessive Can't Have

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This scale may have other points I have not located yet.

....over

HCO B 28 January 1961

Its Use.

The use of the Havingness scale in auditing is as follows:

Havingness is the make-break point of a case. Before havingness can be tested for all heavy areas on the lower part of the scale must be flat.

The most elementary use of the scale and the one recommended at this time is to assess the points on the scale upwards until a fall is observed and then to run this fall out. Then to assess again from the bottom until a fall is observed and run it out.

All auditing to be done in Model Session form. The assessment follows either after the rudiments or after a discovered button has been flattened.

The upper nine points of the scale are best run as Regimens (from Help upwards).

I have not accumulated cases using this type of approach on this scale but I feel, by past experience, that it should catch even those cases that "failed help" hasn't reached.

I do not know how long it should take to flatten one button on this scale. I would guess, from failed help down, that it would take a few hours per button.

Probably this will develop into running pairs as in all formulas but until it is established how that should be done, the above simple system should be used.

L. RON HUBBARD.

LRH:sec:et