

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex.

CenOCon  
D. of P.  
Staff Auditors  
Franchise

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ASSESSING FOR GOALS AND TERMINALS  
OR ELIMINATION

As the only weak spot in S.O.P. Goals is assessing for the right goal and terminal I have given this a lot of study and am utilizing something new I have observed that should cancel out any doubts about rightness in the auditor's mind.

Do all SOP Goals steps in Model Session form. This gives you two cracks at the withholds and ARC breaks. If in doubt about how the pc is standing up to a long assessment end the session, give pc a short break and start a new session.

Goals List

To do Goals, get pc to give you every goal he or she can think of. Then start using the meter to find goals and keep on finding goals until when you ask for one you get no drop on the meter. In other words, look for goals like you look for withholds.

Ask for:

Secret goals.  
Withheld goals.  
Anti-social goals.  
Childhood goals.  
Goals you've just remembered.  
Silly goals.  
Goals you've failed at.

Your resulting list may be as long as a hundred or more or as short as fifty. Just clear the meter on the subject. Make sure you write down every goal you get.

Now to assess the goals. Tell pc he or she doesn't have to answer aloud, and start reading the goals off to the pc. Write down how much each goal fell by divisions or fractions of divisions. Lightly cross out every goal that does not fall.

Go over list to pc again, still watching needle. Read off to pc every goal that fell before. You will find some of these have gone nul. Mark present divisions of fall for each goal. Cross out every goal that now does not fall.

Read remaining goals off to pc. Mark divisions they fell and cross out those that went nul.

Read now the goals that remain and cross out those that go nul.

Keep doing this until you have only two or three goals.

Discuss these with the pc. They may be all the same goal. Get a better definition of the goal.

Now read the remaining goals to pc and cross out the ones that go nul.

You will have at least <sup>one</sup> heavily falling goal left that does not go nul on two way oomm. This of course has to be run.

This assessment is assessment of goals by elimination.

Terminal List

We have the goal. Now to get the terminal.

We get the pc to suggest terminals that represent this goal we have found.

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