

HUBBARD COMMUNICATIONS OFFICE
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Remimeo
Cramming

IMPORTANT

C/S Series 80

"DOG PCs"

AN AUDITOR WHO CANNOT AUDIT, WHOSE TRs ARE OUT,
WHOSE METERING IS BAD AND WHO NEVER KEEPS THE CODE
ALWAYS SAYS HIS PCs ARE DOGS.

When you find an auditor on this route, the remedy
is:

1. Show him this HCO B and explain to him that an auditor is not likely to get any real results when he is so out of ARC with pcs.
2. P/L 3 May 72, 2 lists L & N by an auditor.
3. Get off his overts and omissions on pcs and pull his w/hs.
4. Check out his meter position so that he can see needle, paper and pc all in the same look without eye shift and drill him to do so.
5. Educate his left thumb so that he corrects a TA on BDs and catches the F/N and doesn't leave the needle stuck to the right of the dial while the pc F/Ns and corrects only after the F/N has been O/R.
6. Make him do an Electronic attest and get his TRs up to where the pc has a chance to be in session.
7. WC M4 him on his materials so he isn't swimming in misunderstands.
8. Tell him there are no dog pcs now and get busy and help them out.

WHOLE HGC

An entire HGC can go bad this way. Shortly afterwards it will disintegrate and you will have few or no auditors left.

Some auditor who is covering up his overts, false bonuses or false stats begins it and it becomes "fashionable" to call various pcs dogs. Then other auditors, finding this an easy way to justify not trying hard, follow suit.

Next thing you have no HGC.

C/S ERROR

A C/S can err by being too critical of auditors. Or worse he can err by agreeing about what dogs the pcs are. If he does HE HAS NOT REALIZED THAT HIS C/S EFFORTS ARE BEING WASTED BY THE AUDITOR'S OVERTS, FALSE REPORTS, METERING, CODE AND TR FLUBS.

The way to handle this in the C/S is:

1. 3 May 72 P/L.
2. M4 on the C/S Series.
3. Require he listen to and okay ok to audit tapes.
4. Get him to come down on critical auditors with the above cramming action.

Suddenly this C/S will begin to get wins.

CASES

Every "dog pc" investigated traced to incompetent programming, C/Sing, out TRs, bad metering, Code breaks and bad lists.

By forcing an auditor to cool off his opinions and properly handle the pc, each one of these "dog pcs" has begun to fly.

L. RON HUBBARD
FOUNDER

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