

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

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STO
Cramming Off

WHY FINDING DRILL - ONE

NUMBER: WF-1

NAME: NAME THE OUT POINTS AND PLUS POINTS DRILL

PURPOSE: TO TRAIN STAFF MEMBERS TO BE ABLE TO COMPETENTLY IDENTIFY OUT POINTS AND PLUS POINTS.

POSITION: Coach and student sit facing each other across a table.

COMMANDS: As stated.

PROCEDURE: The Coach has a full list of all Out Points and Plus Points on a piece of paper, plus another piece of paper with full definitions for all words and terms of the Plus Points and Out Points.

STEP ONE: The Coach and the student define all the words and terms of the Plus Points and Out Points, including Plus Point and Out Point. This is done Method 6 Word Clearing style, as per HCO B 21 June 72 WC Series 39. This step is usually only done once, and would not be done again unless the Coach suspected that it was not done correctly the first time. This would be detected by the student having undue trouble with subsequent steps of the drill.

STEP TWO: The Coach now drills the Student Chinese School style by saying: "Repeat after me." The Coach says each line one at a time.

"These are the Out Points."
"Omitted Data"
"Altered Sequence"
"Dropped Out Time"
"Falsehood"
"Altered Importance"
"Wrong Target"
"Wrong Source"
"Contrary Facts"

The Coach continues to call out these Out Points until the student can repeat them back without comm lag or mistakes.

He then proceeds to call out first one, then two, then three, etc. until the student can call out all the Out Points without hesitation.

STEP THREE: The Coach now drills the student in the Plus Points by saying: "Repeat after me." The Coach says each line one at a time.

"These are the Plus Points."
"All Data included"
"Correct Sequence"

"Time Correctly Noted"
"True Data"
"Correct Importance"
"Right Target"
"Right Source"
"No Opposing Facts"

The Coach continues to call out these Plus Points until the student can repeat them back without comm lag or mistakes.

He then proceeds to call out first one, then two, then three, etc. until the student can call out all the Plus Points without hesitation.

STEP FOUR: The Coach then proceeds to do the following on a gradient of difficulty. Each step is continued until the student can do it easily.

- A. Gives examples from life and asks the student to identify the Out Point.
- B. Gets the student to give examples from life and then say which Out Point it was.
- C. Hands the student slips of paper which contain prepared written simple examples of Out Points in the form of reports or compliances or data to Seniors containing Out Points. The student is asked to identify the Out Points.

Any conflict regarding examples of Out Points may only be resolved by reference to HCO PLs 19 Sept 70 Summary of Out Points, 26 Nov 70 More Out Points, 11 May 70 Logic. Any prolonged conflict must be handled with Method 7 Word Clearing on the drill and relevant PLs, followed by M4 on the PLs individually.

In the event of it becoming obvious that the student simply cannot grasp or retain the data on the Data Series, he or she must be routed to be audited on the HC List, for the person himself or herself has Out Points which require auditing on this subject.

STEP FIVE: The Coach hands the student an article taken from any newspaper or magazine and has the student locate and identify Out Points and Plus Points. Time Magazine is an excellent source for these examples.

This is done until the student can read and spot them easily as reading.

COACHING STRESS: This is a drill which can be done over and over to higher standards of identification and understanding. As written earlier, Step One is not repeated unless it is obvious it has been done incorrectly earlier.

The Coach must avoid discussion of the actual data and stick to the drill and the HCO PLs on the Out Points and Plus Points.

If a student gives a wrong example of an Out Point or Plus Point, the Coach must flunk the student and hand him the PL which describes the Out Point he has incorrectly identified.

The Reference Policy Letters for this drill are:

HCO PL 11	May 70	Logic
HCO PL 19	Sept 70	Summary of Out Points
HCO PL 26	Nov 70	More Out Points
HCO PL 17	Feb 72	Proper Format and Correct
Revised 26	Feb 72	Action
HCO PL 15	Mar 71	Data Series Auditing

These must be studied by the student and coach, and Method 4 word cleared individually before doing the drill.

The various written materials for this drill can be prepared in advance and filed in folders for future use by other students. The Supervisor should check the examples and definitions to ensure they are correct. For example, there would be a folder for Step One with many typed up or mimeoed copies of the Out Point and Plus Point dictionary definitions of words for use by students. There would be a folder with various newspaper or magazine clippings stuck onto pieces of paper. There would be typed up written reports containing Out Points and Plus Points for use in Step Four. There would be small packs of the reference materials.

HISTORY: Developed by L. Ron Hubbard in 1971 and 72 at Flag to help Executives, administrators and technical personnel to identify Out Points and Plus Points.

Judy Ziff
CS-5

for

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FOUNDER

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