

PUBLIC REG DRILL

HOW TO SIGN UP AND START A NEW PERSON DRILL

PURPOSE: To train a staff member on how to sign up and start a new person on a paid service and sell books.

(REFERENCE: SEC ED 125 FCDC, FEB. 23, 1959 HOW TO INTERVIEW PEOPLE; HCO PL 23 OCT. 1965 DISSEMINATION DRILL; AWARENESS CHARACTERISTICS PER THE GRADE CHART; HCO PL COPYWRITING)

DRILL: The coach mocks up being a new person that needs to be enlightened, ruin found and signed up for a basic Division 6 service and sold books. This patter is done with TRs 0-4 in and in alignment with HCO PL DISSEMINATION DRILL. The patter is not done rotely. The Public Registrar uses the following patter:

1. Have the person (coach) to be regged sit down across from you. Then introduce yourself and briefly get in comm with the person. (Refs. (Refs.: SEC ED 125 FCDC, FEB. 23, 1959 HOW TO INTERVIEW PEOPLE)

2. Then ask the person the following:

“What do you do best in life start things, change things, or stop things?”

“Ok. Now, what do you do least well in life, start things, change things, or stop things?”

(To yourself, translate the start — change — stop, into be — do — have. For example, if the person said he did least well at changing things, ask:)

“What have you wanted to DO (change) that you haven’t been able to do?”

or if it’s start ask: **“What have you wanted to BE (start) that you haven’t been able to BE?”**

or if stop ask: **“What have you wanted to HAVE (stop) that you haven’t been able to have?”**

(THE ANSWER WILL BE A RUIN)

Get more specifics on his ruin if necessary and confirmed as something that is ruining his life. Get his ruin. Then ask:)

“What EFFECT does that have on you?” or “How does that effect you?”
(EFFECT)

Then ask: **“Are you afraid it is going to get worse?”**
(FEAR OF WORSENING)

Then ask: **“Have you ever tried to deal with that before?”**
(NEED OF CHANGE)

(Find out the ways he has tried to deal with his ruin before. Get him to the point where he will DEMAND some IMPROVEMENT of/for himself.)
(DEMAND FOR IMPROVEMENT)

Then say **“and it hasn’t changed, right?”** The person will agree and usually ask you how to handle it. Then ask:

“How important for you is it to (change, improve or handle) this?”

(Once you can see the person wants to change and has made a decision to change or handle the ruin, then say the following:)

“Dianetics and Scientology *have* the answers that you have been hoping to find.” (HOPE)

Tell him that Dianetics/Scientology will handle that and sign him/her up for the Dianetics or Scientology service that will deal with his ruin, and start him on the service immediately. (HELP)

(NOTE: Concentrate here on enlightenment and bringing the person up from ruin. DO NOT have your attention on finances, etc. CARE for the person — HARDELL. Get him closed on the correct service, then sell it to him and route him on at once. If he/she is not interested go back and re-do the number 2 sequence of steps above on the person to pull him/her up to HOPE/HELP. The sequence going from RUIN up to HELP is:

(HELP)
(HOPE)
(DEMAND FOR IMPROVEMENT)
(NEED OF CHANGE)
(FEAR OF WORSENING)
(EFFECT)
(RUIN)

3. The Sup/Auditor should be told the person’s ruin so he sees that it gets addressed as appropriate in the service he is delivered. Write the person’s ruin on the onto service routing form and on the Welcome Questionnaire.

Flunks are given for any hesitation, lack of certainty or ARC, not hardselling, for not finding the person’s ruin, not bringing him up to an understanding that help is available, or not signing the person up and starting them on a basic service.

END PHENOMENA: A staff member who can competently sign up and start a new person on a paid service and sell books.

(Note, On occasion one will find a person who is relatively successful in his life and does not come up with a major ruin immediately. He can still be hardsold and 8-Ced onto service by finding out his purpose/something he would like to change but hasn’t been able to (ruin) and paralleling that impulse with a service which will give him some tech to apply to that condition. Some persons may come in, then, who are more oriented to helping others and/or changing conditions around them.)