



Postulates and The Admin Scale for 2020

*Based on the works of L. Ron Hubbard
Presented by Kevin Wilson*

“Man’s worst difficulty is his inability to tell the important from the unimportant.”

Scale of Importance

“Top is a goal, next is a purpose, next is a policy, then you have a plan then you have a program then you have a project and now you have an order then you have an ideal scene and then you have a statistic and then you have a valuable final product. That is the scale of importance.”

“Happiness:

*The overcoming of obstacles
toward a known and desirable
goal.”—L. Ron Hubbard*

“Oddly enough, in games there is a singular triangle: it’s freedom, barriers and purposes. You increase somebody’s freedom, you increase his barriers and purposes. You increase his barriers, you increase his freedom and purposes. You increase his purposes, and you increase his freedom and barriers.”

“Now, it’s only when somebody unbalances this triangle violently that we have trouble,

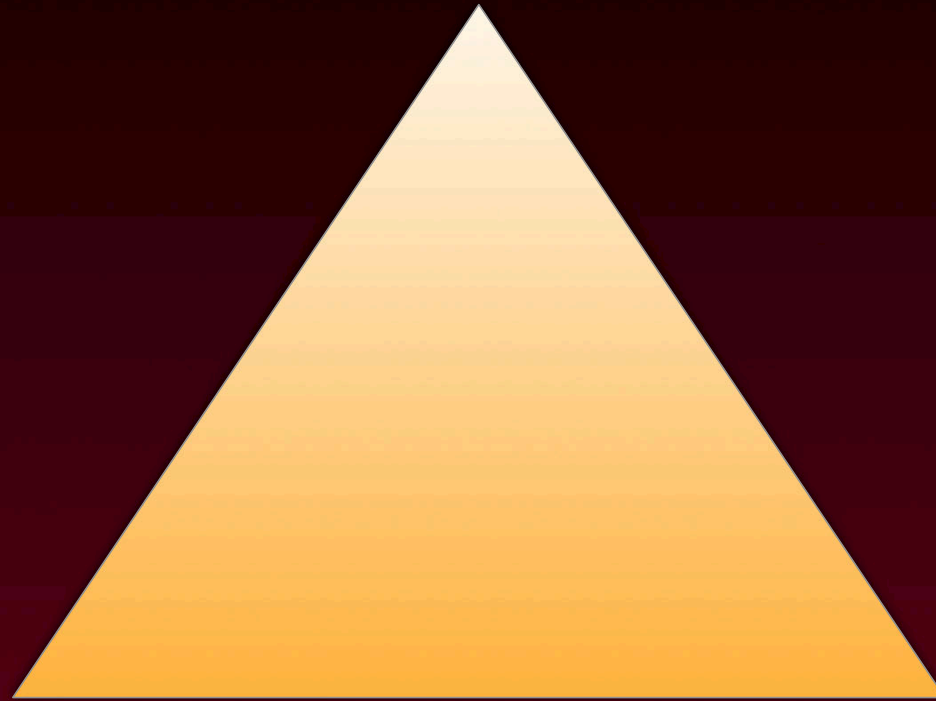
...

An individual has no purpose. There he goes! He won’t have freedom or barriers.

No purpose: no freedom, no barriers.

A person without purpose is a person who cannot be regulated by law in any way.”

Purposes



Barriers

Freedom

Freedom

1. ability to create and position energy or matter in time and space.

2. the component parts of freedom, as we first gaze upon it, are then: affinity, reality and communication, which summate into understanding. Once understanding is attained freedom is obtained.

“Man thrives, oddly enough, only in the presence of a challenging environment. That isn’t my theory. That’s a fact.”

“It’s a really good thing, when you find you have a problem, to discover what effort one is trying to avoid.”

Admin Scale

This scale is worked up and worked down UNTIL IT IS (EACH ITEM) IN FULL AGREEMENT WITH THE REMAINING ITEMS.

In short, for success, all these items in the scale must agree with all other items in the scale on the same subject.

Let us take “golf balls” as a subject for the scale. Then all these scale items must be in agreement with one another on the subject of golf balls. It is an interesting exercise.

The scale also applies in a destructive subject. Like “cockroaches.”

—L. Ron Hubbard

Valuable Final Products

“A valuable final product is a product that can be exchanged for the services or goods of the society.”

–L. Ron Hubbard

Correctional Institution
(prison)

VFP: A law abiding citizen



A School, College, or University

VFP: Well educated/trained graduates who have successful careers



Exercise/Diet Program

VFP: A healthy, fit body at optimum weight



Statistics

“A *statistic* is a number or amount compared to an earlier number or amount of the same thing. Statistics refer to the quantity of work done or the value of it.”

—L. Ron Hubbard

Ideal Scenes

“An *ideal scene* expresses what a scene or area ought to be. If one has not envisioned an ideal scene with which to compare the existing scene, he will not be able to recognize departures from it.”

—L. Ron Hubbard

HOW TO GET WHAT YOU WANT

THE IDEAL SCENE

Many of you have learned by now that if you write up the ideal scene correctly the person you want to hire often magically appears, or the building you were looking for materializes, etc. However, for this to happen it vastly helps if the ideal scene is written just so.

Here are some of the things I have found (with ample references to support why, available upon request) help:

1. Put it in writing.

2. Write it in present or past tense - it is either happening right now or has already happened. In other words write "I have hired an Office Manager" not "I will hire an Office Manager". It's a done deal.

HOW TO GET WHAT YOU WANT

3. *Make it very detailed and extremely precise, as if you were programming a computer which would produce exactly (and literally) what you are asking for and nothing else. Remember, my friend who postulated having no credit cards got just that: all her credit cards got cancelled... So if I wanted to be free of credit cards I would write "I have paid off all my credit cards and have perfect credit but also ample cash so I find no need to use credit cards" or something like that. The WHOLE, COMPLETE, ideal scene. There is no particular requirement for the write-up to be elegant. It is much better to be redundant or too detailed than leave something important out.*

4. *If another person is involved (an ideal scene about hiring for instance, as opposed to about a building - though even there you should include the seller's viewpoint) always put the other person's viewpoint in there as well. Otherwise you might find the ideal person but you are not their ideal scene and they refuse the job.*

HOW TO GET WHAT YOU WANT

5. Make it lengthy enough so if there is any counter intention or counter postulate they will crop up and can be addressed in the write-up. An example was one of my CPA clients who wrote an ideal scene and at the very end of it realized that a person that is qualified and perfect will want a lot more money than he was willing to pay. So I had him include in the ideal scene the fact that this person was happy with the amount of money my client wanted to pay. In less than a week later this perfect highly qualified person applied for a job with him and wanted less money than he was paying his bookkeepers! She has been the ideal employee ever since.

Here is a sample write-up for an employee but make sure you make every ideal scene your own and in its own unit of time EVERY time you hire. You should really re-write it every time so it is your postulate (the only thing that could possibly bring it about).

SAMPLE IDEAL SCENE FOR AN OFFICE MANAGER

I have hired an Office Manager. She is very able, intelligent, fast and accurate. She gets along well with clients and staff while willing and able to tell them what to do and control them as needed. She has no back-off on collecting money, scheduling clients for when we want to see them, calling clients to sell them more services, etc. She is healthy with no history of illnesses, accidents or other signs of being a Potential Trouble Source. She is a social, ethical, trustworthy, reliable individual.

SAMPLE IDEAL SCENE FOR AN OFFICE MANAGER

She is a fast learner, a self-starter, very willing to work. She can get products quickly and cheerfully. She is truly uptone (not a fake high social tone with nothing behind it). She can get the staff to follow her instructions without being harsh or unpleasant and get them to produce without being unfriendly or creating a “them against us” atmosphere. The well being of the practice and its expansion is very important to her and she does not go into sympathy with the “poor workers.” She really likes the Hubbard management technology and is willing and eager to train in it, because she knows she does not know it all and is always willing to learn more and expand. She duplicates and applies it extremely well and is able to motivate others to use it and to excel on their post.

SAMPLE IDEAL SCENE FOR AN OFFICE MANAGER

She has a stable family life (healthy husband and kids, and other relatives) that keeps her happy and does not pull her off her job. She is here to stay. Her husband has a stable job in the area and they are not going anywhere. She does not miss work days. She loves her job and gets along great with me, my staff, and my family. She is very happy with her pay and bonuses and is excited about the fact that her income is totally up to her. She knows she can make lots of bonuses and she does because she greatly contributes to the expansion of the practice. Her husband is also very happy with her work schedule and pay.

SAMPLE IDEAL SCENE FOR AN OFFICE MANAGER

Her presence in the practice greatly enhances the practice tone level and productivity. Our stats are going into Affluence and Power as a result of having her here. It is a pleasure to know I can always rely on her and trust in her judgment and performance. She is a good person to have around and a good friend. She can keep things fun and not too serious. She comes up with good ideas to keep improving the practice without dropping out successful actions. She is able to hire staff like her and train them to be assets to the group. She can and does make my staff into a winning team.

(feel free to add anything you like and elaborate as much as you'd like!)

PRIME POSTULATE

“You know, people roll around waiting to go to sleep? Then they say, ‘I am going to go to sleep.’ ... The proper thing to do is simply say, ‘I am asleep.’

“ ‘Well,’ they say, ‘that’s a lie!’

“No. No, it isn’t a lie unless you considered that you were awake. Now, if you said, ‘I am awake and now I am going to sleep,’ why of course, you wouldn’t go to sleep. ...

“But the point I am trying to make is that you can make at any moment a prime postulate.”

—L. Ron Hubbard

See Handout.

Orders

“An *order* is a verbal or written direction to carry out a program step or apply general policy.”

–L. Ron Hubbard

Projects

“A *project* is a sequence of steps written to carry out one step of a program.”

–L. Ron Hubbard

Programs

“A *program* is a series of steps in sequence to carry out a plan.”

–L. Ron Hubbard

Plans

“A *plan* is a short-range broad intention thought up for the handling of a broad area to remedy it or expand it, or to obstruct or impede an opposition to expansion.”

—L. Ron Hubbard

“WHY =

*That basic outness found which will lead
to a recovery of statistics.”*

“WRONG WHY =

*The incorrectly identified outness which,
when corrected, does not lead to recovery.”*

—L. Ron Hubbard

Policy

“Policy consists of the operational rules or guides for the organization which are not subject to change.”

–L. Ron Hubbard

The basic formula of Living (not Life) is:

**HAVING AND FOLLOWING
A BASIC PURPOSE.**

Purpose:

*“The survival route
chosen by an individual, ...
in the accomplishment of
its goal.”*

Purpose:

The reason for doing something.

Games / Goals

“To cause things one must be cause, and the primary requisite of cause is a statement of intention and goal. Primary requisite to be cause is a clear statement of what you’re trying to do, and only when you clearly state it can you avoid being yourself an eventual effect. ‘What am I trying to do?’ If you can’t answer that, you’ll foul up.”

–L. Ron Hubbard

“There is no totally easy way to produce a desirable effect. And the day you drop some of your ideas of the effect you want to produce is the day you get a little older, a little weaker, a little less sane.”

—L. Ron Hubbard

New Goals

“Happiness could be defined as the emotion of progress toward desirable goals. There is an instant of contemplation of the last goal in which one is content. But contentment becomes boredom immediately that new goals do not come to view. There is no more unhappy thing than a man who has accomplished all his ends in life.”—L. Ron Hubbard

Goals

“I’m going to become ...” or “I’m going to be ...” or “I’m going to have ...” And goals set up in the capacities of be, do and have. And the start of a goal is beingness and the end of a goal is havingness, in this universe.”

—L. Ron Hubbard

“So even though it is a poor goal, it is better than none.”

“...A poor goal is better than none.”

—L. Ron Hubbard

*“Dreams, goals, ambitions
– these are the stuff man
uses for fuel.”
–L. Ron Hubbard*

*“Without goals, hopes, ambitions
or dreams, the attainment of
pleasure is nearly impossible.”*

—L. Ron Hubbard

*“A man is as well off as his goals
and dreams are intact.”*

–L. Ron Hubbard

GOALS / PROSPER

“Individuals don’t prosper in the absence of goals.”

—L. Ron Hubbard

Imagination

“Imagination is a good thing, not a bad thing. With daydreaming, for instance, a person can convert a not-too-pleasant existence into something livable.”

—L. Ron Hubbard

Goals and Imagination

“The only way you can really postulate any kind of a goal at all is imagination. And if you don’t postulate high-flown goals - if you don’t hitch your wagon to a star - it’s a cinch you’re not going to get up to the top of the pine tree, because it takes that much to get this much.”

“You know, in Alice in Wonderland it says you have to run just to keep up. You have to run twice as fast if you want to get anyplace.”

—L. Ron Hubbard

*“If it isn’t written it
isn’t true.”*

COURAGE

“Courage could be summed up in: one, being willing to cause something; and two, going ahead to achieve the effect one has postulated against any and all odds. There doesn’t happen to be any such thing as failure. There just doesn’t happen to be any such thing.”—L. Ron Hubbard

“But of course, you all want to agree there’s such a thing as failure so that you can have a reason to fail so won’t have to be cause. That’s another thing. But there isn’t any reason to fail. There’s no excuse for any failure that ever occurred anyplace in history, except this—except this: There was just not quite enough carry-through and push through.”

—L. Ron Hubbard

<http://hellopeople.net>

kw@sterling.us