

SPEAKERS GUILD INTERNATIONAL

SPEAKERS SERIES: SESSION 1 w/ PATRICK VALTIN PRESENTING - TRANSCRIPTION

OPENS WITH: Music playing

LYLE ROLAND, CHAIRMAN FLAG OT COMMITTEE™: Alright good morning!

AUDIENCE: Good Morning!

LYLE ROLAND: This is the first in a series of seminars that's going to make you all into professional speakers! Is that something you're looking forward to?

AUDIENCE: Yeah!

LYLE ROLAND: Okay good. Alright, then without further ado, Patrick Valtin please!

AUDIENCE: Applause.

PATRICK VALTIN: You know I was just saying... hey it's not bad the first time that we invite people to confront a subject that they usually don't confront.

AUDIENCE: That's right.

PATRICK VALTIN: You understand that?

AUDIENCE: Yeah.

PATRICK VALTIN: You know usually that subject public speaking scares people off. So we are almost forty people today. It's amazing! Thank you very much for coming. How are you?

AUDIENCE: Good!

PATRICK VALTIN: Alright. So, I'm here to basically prove to you that *any one* of you could actually become better than I am.

AUDIENCE: Laughing. Yeah!

PATRICK VALTIN: Now those of you that have never heard me talking, the only thing you are going to find out within the next couple of minutes, if you didn't already, is that I have a French accent. *EVEN with a French accent*, you can become a top speaker!

For those of you who have never had a chance to be with me during half a day, one day or more, I have trained over 130 maybe 140,000 people across almost 40 countries today.

AUDIENCE: WOW!

PATRICK VALTIN: ...and it's very hard to measure but my friends will tell me and local orgs where I went, I have probably brought over, I don't know, 6-8000 people on the Bridge through public speaking.

AUDIENCE: Applause.

PATRICK VALTIN: ...and as Lyle was telling you, this is only the launch. It's only the *first* session of a whole series of seminars that we want to organize for *you* guys because I am not kidding... if you came here this morning maybe with the viewpoint, "I don't know if I am going to be a public speaker." Well, at the end of today, which is going to be two hours for me from now, you will not have that thought anymore. Did you get that?

AUDIENCE: Yeah!

PATRICK VALTIN: That is my Product 0 for today. (L. Ron Hubbard - FLAG ORDER 3155RA - HCOPL 25 JULY 1971, "HATTING THE RIGHT WAY") You don't have to be scared and I will tell you why. Well, I will actually show you why LRH™ says why. Now this being said, how many of you have done some public speaking? Raise your hand. Alright, so you have done some. How many of you having done *some* public speaking have had the feeling sometimes that you are not going to make it - you're going to die on stage - something is going to happen and you wish that the building you were in would blow up. Something like that, right? I mean maybe not that dramatic but somehow kind of close to that. Alright? So, part of this session is ah, let's call it a pre-rudiment session to become a public speaker. Funny enough, I have done this job for over 31 years and I never wrote my hat. This is my hat write up.

AUDIENCE: Alright

PATRICK VALTIN: I have never done it before.

Audience: Awesome!

PATRICK VALTIN: I was always thinking - you know being a public speaker is like being Celine Dion. Go and ask *her* to find someone who can do what she's doing, right? And actually it's not true, I was living on a false datum. So in preparation of today, I was doing some research from LRH™, which I never looked at before. I was looking at some amazing LRH™ references to basically validate what I have been doing right. Because I want to tell you and I can brag about it, although that's not the subject of today, I have been very successful as a public speaker. I mean, I will not even count it in the millions of dollars I made over the last 30 years. I will count it mostly in the number of people I changed, and the number of

lives I saved, and that's tens of thousands of them. And as you probably have noticed, the world is now doing better. Some of us - we've been on a mission and some of us are here today. And you need to know that the best public speakers around Flag™ are actually getting together to actually create that guild. You know what a guild is right?

AUDIENCE: Yes.

PATRICK VALTIN: It's an association. So, the OTC™, the Flag OTC™ decided we are going to help others do what some of us have been very successful in. And believe me, I am not the best of them. You are going to actually - those of you who decide to *really* get trained - how many of you are actually planning even if it's not 100% certain, but at least 90, you would really love to do what I do better than I do? How many of you?

AUDIENCE: Inaudible.

PATRICK VALTIN: Good, because I guarantee you and I'm not trying to do an infomercial here, actually I am! The other people who joined the guild have the same passion, have the same type of stats and some of you are here - thank you so much! Alright? And they're going to tell you their successful actions as a public speaker. Each one of them. And believe me, you can go online and check the best public speakers in the world - they do not come close to any one of us. And there are a few reasons. They probably make tons of money, and I am not going to name anyone out there, but they don't know what we know. In fact, I will give you one subject from LRH™, one subject of Scientology™, that you are already experts in. And if you are expert at one subject, that entitles you to become a very successful public speaker. Did you get that?

AUDIENCE: Yes

PATRICK VALTIN: Alright? So I would like to start, and again this is kind of a pre-rudiment session (RE: Rudiment - L. Ron Hubbard, "Rudiments Definition And Patter", HCO B 11 AUG 1978 - Level 0). We have barely two hours to get this going and my job is to really motivate you to continue with us. Alright because if everyone here... alright, we have about 30-35 people, would do what about 10 of us do in the area, that would make a big difference. Would you agree with that?

AUDIENCE: Yes.

PATRICK VALTIN: And I'm telling you, you don't need to fly to Moscow you could. Cuz when you become good people are asking for you. But don't, don't go further than Tampa. There's an ideal org there. You know what they are craving the most for? What they are really, really suffering from? What they need more than anything else?

AUDIENCE: New people.

PATRICK VALTIN: New people. Div 6 public. See? And, that is part of being a Scientologist™ public speaker is to attract new public on org lines. Because the world needs it and we need it. I don't know

what you think, but we're going to come back one day and we need to prepare when we come back. At least that's what I'm feeling.

So I'm kind of, as an introduction point, I'm kind of giving you already all the secrets. What I just said in the last 3 minutes is actually if you, if you would have recorded, and he's doing it. And you would actually listen to what I just said in the last 3 minutes, you have all the secrets to become a top speaker. HAH! You didn't get it all - that is fine we are going to go back to it. Right?

PATRICK VALTIN: Alright. So I want to start formally by telling you my personal story as a public speaker. How did I start? I never thought I would ever be a public speaker. One day, I was actually working with a friend of mine who was at the time my FSM back in Belgium, and he was a sales trainer and I was a consultant for the Belgian government. And one day he says, "Patrick, I have a problem. I have 120 people waiting for me tomorrow for a sales training. I can't go. Will you please DO IT?" And I went like, "Huh? " And seriously it was the next day right? Well he knew I was a great sales guy. He knew that! And he just says, "Listen, all of them paid. There's no way I can refund them because I already used the money." Right? "Can you please do it? I will send you..." at that time of course there was no internet... "I will send you or let's just talk on the phone, what you should do about it and blah." I said, "Ah, Okay." I get there, about 125 people, I did my seminar and I kid you not, at least 20 of them came to me and asked me, "How many years have you done that?" But I will tell *you* what I did before starting that seminar, alright because I *did* something. And the *first* reference that I used that I had to remind myself. Actually I had totally forgotten about it, until I prepared that for you. So are you ready to start?

AUDIENCE: Yes.

PATRICK VALTIN: Alright because when I did that I realized, "Oh my God!" I've been a speaker for probably 10 lifetimes. You know, I just had to do some recall. I actually, anyone of you, if you were starting to do some recall it would be very interesting for yourself. Because if you are here this morning, it means you have been here before. Maybe not in this building but for the same occasion. (*laughter*) Alright? That's part of the Scientology™ Axioms. Before the thought there was action (Advanced Procedures and Axioms - Axiom 121), right?

PATRICK VALTIN: Okay, so this being said, this is not going to be very, very formal. This is going to be sharing. I'm not here to teach you anything. I'm here to share with you what I have accumulated as knowledge and I want to share that knowledge, because I am passionate about the same thing that you are passionate about. And what is it?

AUDIENCE: Helping people. Yeah.

PATRICK VALTIN: Helping people. That's it. That's what we have in common, right? And I will show you what LRH™ says about that. So at some point, when I realized, and when we all realized with the OTC™ that we are not going fast enough. Well, okay, I've talked to 130-140,000 people that's not enough. There's eight billion people on this planet. Every one of us we need to do something. And my personal opinion is I don't have the time to crack one person. I can put attention on cracking 100 people, 200

people, 1,000 people. Just to give you an idea... Three months ago I was in Moscow, we had a Wise convention - 1,000 people. And about 60% of them had never heard of LRH™ before...

AUDIENCE: Wow!

PATRICK VALTIN: ...in a WISE convention right? But we did highest-ever book sales out of that convention. See? That means there were 600 people that had never been introduced to LRH™, admin tech, personal improvement tech, and at the end of that day their life was changed. See that's what we need to do. That's what *every one* of you - you are capable of doing. So I hereby command you to be the best public speaker you can be - because you are. I am just going to revitalize, right? To rehab that thing that you have. Right? You agree with that?

AUDIENCE: Yes!

PATRICK VALTIN: Alright? So again, by the way what I just did for the last few minutes, it's a standard procedure. Are you feeling good?

AUDIENCE: Yes.

PATRICK VALTIN: Are you feeling that you really want to be here?

AUDIENCE: Yes.

PATRICK VALTIN: Well I've done by job.

AUDIENCE: Laughing.

PATRICK VALTIN: See, introduction point. You have a few minutes to have everyone in the room to decide, "I want to stay here. I want to know more and I really want to stick with this guy." Do you have that feeling?

AUDIENCE: Yes!

PATRICK VALTIN: If you don't, don't say anything anyway.

AUDIENCE: Laughing.

PATRICK VALTIN: Alright? Or if you want to say it, wait to the end so I can change your mind, alright? But did you see what just happened? You had a good time. Your reaction was telling me they are uptone™(L. Ron Hubbard - "O-8 The Book Of Basics" Tone Scale In Full - Page 108). They are more awake than when they started. As a public speaker, you want to make sure that when you start, people are there. Would you agree with that?

AUDIENCE: Yes.

PATRICK VALTIN: Because you could spend a whole day as a public speaker and the majority of those people are not there. And at the end of the day they say, "*That was great!*" and if you ask them, "What

did you learn from today?" "Ehhh..." So, *make sure* that people are there. There are many things you can do and you will see, it's very natural. But you want to make sure that people have your attention. You know? And one way to find out if people are there, is how fast do they react - the comm lag (L. Ron Hubbard - PROFESSIONAL AUDITOR BULLETIN 43 - COMMUNICATION LAG) the tone level of the reaction. Make them smile. Okay, here's my personal golden rule that I'm giving you right away. Three things that I always look for. Number 1) *MAKE THEM SMILE*. As soon as you can, make them smile because if they smile, they are going uptone™. Whatever it takes... it may take a minute - it may take 3 minutes. Sometimes I start by saying a joke. Did you notice I gave you a joke about the French accent?

AUDIENCE: Yeah.

PATRICK VALTIN: Right? It made you feel better. Of course you know me, most of you. But I tell you it always works. Sometimes I will add, especially in America, another joke like, "You know I was kind of ashamed of my French accent until a lady told me, "Oh I love your accent!" Then I decided not to lose it. I mean you know anything that can make the ambiance, the atmosphere more relaxed. People feel good, they feel safe with you. Right? Number 1) Make them smile. That's a golden rule. Number 2) *MAKE THEM WORK*. And you're gonna see I'm gonna make you work. Involve them in what you are doing. If there's one thing that people hate is to come to sit down and listen to someone and fall asleep. I guarantee you if you spend more than half an hour talking and doing nothing else, people fall asleep.

AUDIENCE: Yeah.

PATRICK VALTIN: We do! I do! Would you agree with that?

AUDIENCE: Yeah.

PATRICK VALTIN: So you need at some point to make them *work*. And just for the purpose of today I'm-I'm going to make you work, which is a little bit artificial because we almost know each other. But in any case, I'm going to show you what I do to start and make them work, right? Number 3) *MAKE THEM SHARE* with each other. Make them share. Whatever topic I use, whatever I talk about, I will have them work together and then share their wins with other people. No matter what the subject you're addressing as a public speaker, I want to tell you a secret. Whatever you say, even if it's LRH™, it's never the most important part. You know what the most important part is?

AUDIENCE: Involvement.

PATRICK VALTIN: What they get out of it.

AUDIENCE: Right.

PATRICK VALTIN: And you want to make sure that you don't wait to the end of the day or the end of the session to hope that they will get something out of it. So how do you do that? You make them smile, you make them work, and you make them share. So you will see how we use that, okay?

PATRICK VALTIN: So, now that I am done with my lengthy introduction, I'd like you to actually do the same thing. Because we are going to work together. So I want you to feel very comfortable working with someone you have never met in your life. Because that's what I'm going to ask you to do. So are you ready?

AUDIENCE: Yes.

PATRICK VALTIN: Are you ready out there?

AUDIENCE: Yes.

PATRICK VALTIN: Right? Now you said yes you don't even know what I'm gonna do. But you see I'm asking you, I'm controlling you. And if some of you don't say anything and you're still going like, "*Huh? What is he asking there? I don't know if I'm ready to commit myself.*" I'm going to repeat the command. I want to control my audience, nicely, with a lot of ARC™. How about you, are you ready?

AUDIENCE: Yes.

PATRICK VALTIN: Good. So I'm gonna give you five minutes to meet as many people as you can. Shake hands, give your business card. Tell who you are, what you are doing in life. Now you are totally welcome to sell anything you sell in life and I get a commission.

AUDIENCE: Laughter.

PATRICK VALTIN: Did you see you laughed again. Make them smile! Alright, are you ready?

AUDIENCE: Yes.

PATRICK VALTIN: Five minutes - start!

[DRILLING SESSION] 17:09

AUDIENCE: (Audience chatting)

PATRICK VALTIN: One more minute. One minute to go.

AUDIENCE: (Audience chatting)

PATRICK VALTIN: Alright ladies and gentleman. Thank you for going back to your seat. (clapping.) Okay, thank you for going back to your seat. (clapping, laughing.) Alright ladies and gentlemen we need to go on. I need everyone to sit down please. Thank you so much!

[END DRILLING SESSION] 25:12

Okay. Did you notice what happened?

AUDIENCE: Yes.

PATRICK VALTIN: What happened? You went uptone through the roof. Of course you are special people, we know that, but still you came in PT completely, see? You were laughing, you were kind of working because you had to go around right? And you were sharing, see? Now you are there! And it's so funny because when I work with Non-Scientologist™ organizers, I told you you've got five minutes, right? If I let you go, after a half an hour you would still be busy.

AUDIENCE: Yes.

PATRICK VALTIN: Because people *love* to be in comm with each other, and you have to imagine they don't know each other, and it always occurs what, what just happened. I have to *yell* at people so we can stop the session. Please will you come back to your seat? I need to work! They would go on and on, and that's exactly what I want. Because I want people to be there with each other. I want them to know, "Now we are a group - we are a group!" Does that make sense?

AUDIENCE: Yes.

PATRICK VALTIN: Sometimes non-Scientology™ organizers they come to me, "Patrick, they are taking too long. Please... continue." I say, "No, they are having fun. Let them have fun." See they don't understand that. So I don't care if there's 20 people, 50 people, 100 or 1,000. Ideally, depending on the nature of the conference, public speaking, seminar, if you can do it - do it. Because now, I own you, we are together. Would you agree with that?

AUDIENCE: Yeah.

PATRICK VALTIN: See that's so important - it's a pre-rudiment. If they are not there, you are going to waste your time, you are going to hate yourself because you don't think that you will have done a good job. By the way, you remember that we have selected the best speakers - not just in town, but in the country if not in the world, to take care of you? You remember that, right? So actually some of them are here today and I'm so proud, so honored to have them here. One of them is Mr. Emmett (Emmett Osborn).

AUDIENCE: Yeah!

PATRICK VALTIN: Please stand up.

AUDIENCE: Applause

PATRICK VALTIN: Another one is Kelly (Kelly Yaegerman), please stand up.

AUDIENCE: Applause.

PATRICK VALTIN: And I was waiting for her to come so I could actually do it. Another one is Joy (Joy Gendus).

AUDIENCE: Applause.

PATRICK VALTIN: Yeah we have about 12-15 committed speakers. Jim Bridgeforth is another one. Uh Greg Winteregg is another one. I'm telling you, when you get the hat of those people, you'll be a bomb! You'll be an atomic bomb. You'll be dangerous, I promise you.

Okay. So, I'm going to show you a couple of things here. Alright? If the number two fear in the world is death... by the way death is the number ~~one~~ two, number two... it's not the first one. Alright? What is the number one biggest fear people have worldwide, per research? What is also the biggest opportunities you have to promote yourself and your business? I know you know but I am going through my list, okay? The very best sales professionals *have* that skill, per stats. The very best CEOs have that skill. What is it? You know! That's what it is! Professional presentations and public speaking skills. Now what are the three golden rules I told you about? Number 1) Make them laugh or smile, right?

Number 2) Make them work. And Number 3) Make them share. Remember that, because I am going to ask you again and again. If you're asking me my successful actions, those are the three golden rules I have been working on, for thirty years.

PATRICK VALTIN: Alright so, I know there are some symptoms of the fear on the subject, right? Have you ever experienced any of the following; sweating palms? How many of you have ever experienced that? Because some of you have some experience right? Nervous stomach - Ugghahahan (sound effect) I don't know what's happening to me! I feel bad! Right? Shaking. Can you please help me stopping shaking - right? Fast heartbeat - it's like you just did a 100 meter race - blabla (sound effect) right? And you try to hide all of those things, right? Being terrified. Huugh... They are coming. Huughhhh (sound effect). Have you ever had the following situations? By the way, I need to be honest with you... I never had any of those. I'm an exception. I don't know why. When I look at that, it never occurred to me - No, I'm lying.

AUDIENCE: Laughing.

PATRICK VALTIN: Falling down on the stage - I have seen that! Not with myself, fortunately. Forgetting your presentation, Ladies and gentlemen, Ooohh Ohh ahh ahh, (sound effect) excuse me. Phwet... (sound effect) Disappears for ten minutes, right? Losing your place, Haaa, mmnaa... Heh Heh Heh (sound effect) right? Being embarrassed. What did I just say? Being tongue tied. See, I could have a long list, but here's the thing, it doesn't need to happen. And what I'm going to share with you, if you really apply it, you won't have that. You will not have it, I guarantee. When I was preparing this, I was kind of trying to... okay, what LRH™ reference can I show here, that actually I was applying, and then I remembered... You remember when my friend told me, "*Patrick, can you replace me tomorrow?*" right? On the phone? Well actually, I was a very young Scientologist™ then. It was in 1987. I became a Scientologist™ at the end of 1986 and the first course I did in Scientology™ was Pro TRs™.

AUDIENCE: Oh Wow!

PATRICK VALTIN: It was the first thing I ever did. Didn't take any Div 6 course. They put me on the camera and they made me just do all my TRS. Right? You remember those times when you had to have a video pass?

AUDIENCE: Yeah.

PATRICK VALTIN: ... they had to send the video to Saint Hill because nobody could do... anyhow. So, if you are asking me what is my first reference that I would really share with you, that's this one. "*The primary valuable final product of TRS...*" (Number 1) "*is: A professional auditor who with comm handling alone...*" (*NO OTHER TOOLS, NOTHING* - just with comm handling alone) "*...can keep a PC interested in his own case and willing to talk to the auditor*". (L. Ron Hubbard - HCOB 24 DEC 1979 II Issued 13 March 2013: END PHENOMENON OF TRS")

I am an auditor. You are my PCs. I am auditing the third dynamic as a speaker. That's the viewpoint I always had, and an auditor has to decide whether or not he is going to audit his PC. And, I need to decide if I am going to audit my group. Haha. And if some of them... I feel like I don't like it, the way they look, or the way they behave, and they are not really alive, especially after the warm up session? I do something about it. You know what I do? I look at them. Let me share with you a secret that's part of *my hat*. I need to control everyone in the room. Do you know that some speakers they never look at people? They just go, "Oh you know, he he he da na na na. They don't confront individuals. As a public speaker let me tell you something. You don't talk to a group of people. You talk to individuals. If you notice that I have been looking to everyone of you? See, I want **eye contact**, and sometimes people who are in the back... it's not the same connection. Right? What you think? Not with me. Because I look at everyone. And I make sure that those people who are not very much in PT, not there yet, you know they don't even know they should be there. Pththt (sound effect) - like a machine gun of theta. (Phone going off in background) And of course I made a mistake that every speaker makes at the very beginning of a session; they forget to ask, "Please make sure your phone is off."

AUDIENCE: Laughter.

And I never care because at some point there's always one that's going to ring, right? Which reminds... Aha! It doesn't matter but make sure that you control, see? So, you are an auditor of the third dynamic. And you are auditing the group in front of you by auditing every individual and you have to embrace that. And I will show you reference data see? If you look at one person, how many of you would be scared of looking at *one* person? Raise your hand. See, yeah right? Of course you ask Scientologists™ who are not scared of looking to people. But you know what? I asked that question to Non Scientologists™ nobody is scared. So why would you be scared of talking to 10, 100, 1,000? You just need to 1, 2, 3 and you just pick and you go around but make sure that you just go RIGHT THERE! Not here, see? If I was going like... I look at her hair right? Would she feel concerned? No, she's going to say, "*what's wrong with my hair?*". EYE CONTACT with as many people as you can from the very beginning. And when you do that, you realize as an auditor, you are talking to individuals. I'm talking to *every single one of you*. Make sense?

AUDIENCE: Yes.

PATRICK VALTIN: Now the second part of end phenomenon is the one that concerns us. It's the one that really applies. *"The secondary valuable final product of TRs is: A person with the session and social presence of a professional auditor"*. (L. Ron Hubbard - HCOB 24 DEC 1979 II Issued 13 March 2013: "END PHENOMENON OF TRs") What did I just say? As a speaker, you are leading the seminar or conference, whatever or lecture. You are a professional auditor. And you have the social presence of an auditor. I never once considered I was a public speaker. I don't care. I'm not a public speaker. I am actually not a good public speaker. But am I a good third dynamic auditor? Phfth... (sound effect) I'm one of the best. I don't care about public speaking. You shouldn't care. "Public speaker" is just a word... it's a keyword right? But no no no no no, take that as being professional auditors, and you're auditing the third dynamic, and you have individual PCs in front of you. And every one of them, they came to listen to you. Even if they are low toned even - even if they are not awake... That's your job to wake them up and to raise their tone level. And by the way doing the little warm up session we did today, I have never once in 31 or 32 years I have never had someone not waking up. Never! If it takes more than 5 minutes... Did you notice that I was going around when you were doing the warm up session? I don't know if you noticed that. So, I was going like this, right? So I was checking every one of you. Are they waking up? Are they in comm. Are they sharing? See, I am really controlling because I know what I'm getting out of it. What I am getting is a product. And the product is; my PCs are with me. Do you understand that? Right?

AUDIENCE: Yes.

PATRICK VALTIN: Right, no, that's not all right. So that's the first part of it. Here's the second. *"And that presence can be summed up as a being who can handle anyone with communication alone and whose communication can stand up faultlessly to any session or social situation, no matter how rough."* (L. Ron Hubbard - HCOB 24 DEC 1979 II Issued 13 March 2013: "END PHENOMENON OF TRs") Right? How many of you have done GAT 2 Pro TRs? I will tell you guys if you have never done it or if you have not done that one - *DO IT*. We just finished it with Chantal, my wife. We didn't kill each other... we survived, just a few bruises but not where you can see them. My interest was like, wait a minute! *That*, if you really duplicate what LRH™ says, it could be 1,000 people in front of you it doesn't matter. You could handle *anyone* with communication alone. It's great, isn't it? If you really duplicate that, and I'm telling you. I read that definition now almost every day. Because it's just mind boggling. If you really duplicate that pfft (sound effect) we could stop here and you could just do a review on Pro TRs if you wanted to. Because with Pro TRs it doesn't matter how many people are in front of you. That's it! If you take the viewpoint that it is not 1,000 people, it's just one PC and another one and another one and another one, and I'm going to change their life. It's a different viewpoint. And if you take that viewpoint, pththt (sound effect), it doesn't matter how many people are in front of you. I promise that. But you see the beingness that you need to take? So what's the beingness, a public speaker?

AUDIENCE: Auditor.

PATRICK VALTIN: It's an auditor. No, sorry, *professional auditor*. And LRH™ says it's after Pro TRs, it's not after Class XII. Probably Class XII Auditors, that's what they master better than anyone, right? But after Pro TRs you ARE a professional auditor. So, does that handle a little bit of your concerns and considerations?

AUDIENCE: Yes.

PATRICK VALTIN: You know, you are professional auditors. If you get in front of people, you are a professional auditor of the third dynamic, and you are going to communicate with PCs.

PATRICK VALTIN: Yes?

LADY IN AUDIENCE: What they teach you usually in public speaking classes are all the gimmicks and things that you are stripping away right now, so thank you!

PATRICK VALTIN: You are very welcome! And by the way that allows me to remind you, you are always welcome to raise your hand, ask me any question and you can challenge me on anything you want on the subject. You are totally right. I am actually doing some false data stripping right now because public speakers out there, they give you some amazing gimmicks that makes you artificial. No, a professional auditor is what it is. You are yourself. It doesn't matter if you are small, big, tall. It doesn't matter if you have a weird French accent. It doesn't matter at all. If you have done Pro TRs and you take that viewpoint, you have the best beingness you can get. And any one of *you*, you actually have that. Okay, if you didn't do the GAT 2 Pro TRs, you better rush to your reg and do it - with that viewpoint. It was my first successful action in life. I had not realized it until I had to prepare it for today. I said, "Oh my God! Oh my God! See? BANG!" Amazing isn't it?

AUDIENCE: Yes.

PATRICK VALTIN: Alright so I'm working on your beingness if you noticed. I don't know if you noticed that. So now the other question would be, "Hmmm... why would you even want to do public speaking? Why?" Well let's look on that. Why would you want to *speak* to audiences and people in front of you? Why? Well, I am going to share with you some LRH™ references that you might not expect. But you will see that being a "public speaker"... because there is no other word, that I would rather say being a third dynamic auditor (That's what I prefer personally.) Right? But being a public speaker, well, the most successful ones, they are successful for a very good reason. The first thing I want to share with you is this; "*Survival goals are good and successful in ratio to the amount of actual theta contained in them...*" (L. Ron Hubbard - HCO PL "An Essay On Management", 13 March 1986) "Hmmm... what does that mean? Well, when I decided to speak to people, to be a trainer, public speaker, third dynamic auditor, I had a purpose. I wanted to achieve something. At that time, I was a very fresh young Scientologist™. To be honest with you, I was not thinking of saving the world yet. I was interested, but I was a very good salesman. I was actually the best salesperson in my industry. And, at that time I decided, I'm kind of bored selling, but I am going to help other sales guys to become top sales people. Now would you agree there's some theta into it?

AUDIENCE: Yes.

PATRICK VALTIN: That's what LRH™ says. Why? The "why" is the purpose, right? Why would I want to be in front of people, sweating and shaking and you know having almost a stroke? Why would I want to do that? I don't want to do that! So many of us, we don't do it. But wait a minute. That's a different viewpoint now. Your beingness is the one of a professional auditor. Why would you want to be in front of more people than one? You have to answer that question for yourself. Now later, when I started WISE, I started my WISE company and in 1988 I became very fast, the biggest WISE company in Europe. Well, at that time I was a consultant for the government and it was doing great. But, I realized that I was not effectively helping people. We all have that button right? No matter how you name it, how you word it, we all have the same button. So, you need to create for yourself. We are going to do some practical on that. Why would I want to do that? What is my personal "why?". And make sure that it's theta. That's very important. The theta part is very important to make you a **successful** public speaker (third dynamic auditor). The amount of theta, in the reason why you would do it, will actually push you to do it. Does that make sense?

AUDIENCE: Yeah.

PATRICK VALTIN: Right? Alright, here's the next one. "*Without goals, hopes, ambitions or dreams, the attainment of pleasure is nearly impossible.*" (L. Ron Hubbard - Science Of Survival, Book Two, Chapter 8) Why am I showing this to you? I tell you how many people come to me at the end of a seminar and they tell me, "I could see you were having fun. You like doing this don't you?" I say, "Yeah, I do why?" Of course I do. If I didn't like it I would not do it. No, I don't like it, *I love it*. It gives me pleasure. So, if doing public speaking (third dynamic auditing) does not bring you pleasure... don't, don't even do it. But, how many of you have at least felt those pleasure moments when you were talking to an audience? It's amazing! You know why you have that feeling? It's - it's worse than drug actually. It's completely addictive. What is it?

AUDIENCE: Admiration.

PATRICK VALTIN: No, pthththt (sound effect). Alright, he says admiration. Okay, I take it as the cream on the cake. Fine.

AUDIENCE: It's Communication! Outflow!

PATRICK VALTIN: It's *sharing*! It's seeing in front of you people who go like, "Woow! Guuug" (sound effects) You know? No matter what they say or how they show it. Well, you say something and I can see people going, "Woow" (sound effect) or like "Nee nee nee" (sound effect) and they start writing. I see that (clap sound) I'm changing them. *That* feeling is the reason. *That* feeling gives me the pleasure. Admiration is just on top of it fine. You should not refuse it, okay? But that is not the reason you are doing it. The drug, as far as I'm concerned, the most addictive thing, and you can tell my wife. You know ask her, after a while, if I haven't talked to people, I feel bad I go downtone. Because I'm not sharing. Does that make sense?

AUDIENCE: Yes.

PATRICK VALTIN: It's basically living on a permanent success story experience. "Would you like someone else to have similar wins?" and you go, "Whoa ho ho!!! Yes!!" Well, public speaking is exactly doing that for a couple of hours, half a day, one day, or two or more. Yes, yes, yes yes yes yes!!!! I'm doing it God Damn It!! You know!! It's doing it! Not just saying that you would love to have it. It's doing it and that's what makes the whole difference. But it needs to give you pleasure. And pleasure comes with *one thing* which I'm going to show you soon. You don't - you might not have pleasure the first time if you were like, "Eeee" right? But pleasure comes only with one thing, and it's coming very soon.

Alright. Now there's another thing I want to share with you on the subject of purpose. Why, you know, why is it important to share? Well LRH™ says, "*Well now, it may be arduous to give men a high purpose in the absence of an easily observable common danger.*" (L. Ron Hubbard - London Congress on Human Problems, Lecture #12 "Today's Battle Of Britain," 8 October, 1956)

AUDIENCE: What?

PATRICK VALTIN: I'll read it again: "*It might be - difficult - arduous to give men a high purpose if you don't have an observable common danger.*" What gives you the power to drive and go for the purpose and, and share what you want? Right? Okay I have a purpose, I want to help people, I want to clear the planet. Good! That's not enough, that's not enough! LRH™ says, to have a good strong purpose is not enough! Every time I do something like this to people, and I'm in front of people, I have an enemy. I know who the freaking enemy is. Of course I'm a warrior. But you should be. Because the world is not doing better. We have an enemy! Who are they?

AUDIENCE: The psychs.

PATRICK VALTIN: They are the psychs. And when you put some good data, whatever it is. You know, if you are a Chiro, a Doctor, it is not necessarily about LRH™Admin tech. But no matter what you share with people, the question is... are they... is this going to change them to help them also remove the false data, right? Am I going to really change something in those people? The enemy might be whatever you decide. For me it's the psychs. I love to have that idea. It just motivates me no matter what I do. No matter what I do I like to think that. But LRH™ says having a strong purpose is not enough. You have to have an enemy. Ha ha, interesting eh? Again if you are a doctor... I'm giving the example of Scientology™ of course. When I talk about Scientology™ it's very clear who the enemy is. If I give a sales seminar, guess what? It's the same type of enemy. Because the society has been infiltrated. And if you look at HCOPL PUBLIC IMAGE in Volume 7 (3 February, 1969), LRH™ says it. We will not clear the planet if you don't handle the psychs first. HCOPL PUBLIC IMAGE in Volume 7 (3 February, 1969). But choose your enemy to make yourself more motivated. Does that make sense?

AUDIENCE: Yeah.

PATRICK VALTIN: Alright? So *"But how about enough purpose? You see, an enemy isn't just a purpose. The purpose has to include a reason why you should attack the enemy."* (L. Ron Hubbard - London Congress on Human Problems, Lecture #12 "Today's Battle Of Britain," 8 October, 1956)

It should include that. Even if you don't want to name the enemy during your speech. It doesn't say that. But for you and part of your beingness. I want to help people. I want to do this, I want to do that. Oh yeah, why? "Because I want to clear the planet." Okay, alright. Well where's the enemy?

LADY IN AUDIENCE: You know the speech that I am thinking of as you're going through this is Shakespeare is Henry IV *The Crispin Day Speech*. (Henry V, Act 4 Scene 3.) Where he has these guys and they're terribly outnumbered....

PATRICK VALTIN: Stand up please so everyone can...

LADY IN AUDIENCE: I'm thinking of..

PATRICK VALTIN: Take this, take this, take this.

LADY IN AUDIENCE: I am thinking of *The Crispin Day Speech*. He stands up and they're horribly outnumbered and they're not supposed to win and they're all gonna die and he says, "You know, we have to do this". And their boys have just been attacked and killed." And so he says, "We have to do this. If we never go back, our names will go down in history." And so even though they all think they may die and there is no hope whatsoever, they totally attack it and they win. And what you're talking about that unity of purpose, that speech, that *Crispin Day Speech* is so incredible, and that's what I was thinking of.

PATRICK VALTIN: Thank you. Give her a hand. That's Amazing.

AUDIENCE: Shakespeare.

PATRICK VALTIN: Actually, LRH™ talks about another story Alexander the Great. They were 1 to 100 against the enemy. They were the Persians or I don't know who they were, and LRH™ talks about that. Alexander the Great gave a speech to his guys, you know. We are the only ones who can change conditions. We are the only one who can save our country. We are 1 to 100 and we're going to make it. You see? So, does that make sense for you? (4th London ACC , 28 October 1955 - The Anatomy Of Terminals)

AUDIENCE: Yep.

PATRICK VALTIN: You know I am not suggesting that you go down tone and go, "Agggrrrhhh (sound effect), I wanna kill someone!" No, no, it needs to give you motivation. It needs to give you the guts to get in front of people. And when you have that you decide whoever it is. Alright, okay. This is basically, this says everything. *"My Own Philosophy... (says LRH™) is that one should share that wisdom he has, one should help others to help themselves, and one should keep going despite heavy weather for there is always a calm ahead."* (L. Ron Hubbard - *"My Philosophy"* - New Slant On Life - page 274) That's my

philosophy, he says. "One should share that wisdom he has." I have wisdom. I cannot hold it, I have to share it. You have wisdom. Would you like to know, that you could actually start to make maybe two to three thousand dollars per day, just by talking about one subject. Now that has nothing to do with money. That's not the purpose today, right? But just to tell you what I was doing. There is a tool in Scientology™ that is the most fantastic, the most powerful tool in the entire universe that every one of us are experts in. What is that tool?

AUDIENCE: Murmuring. ARC.

PATRICK VALTIN: Am I having your attention?

AUDIENCE: Yeah. We're riveted.

PATRICK VALTIN: (Drawing on board) It's not ARC, its CRA. Check it in *Problems of Work (Chapter 6 - page 84)*. How does LRH™ do the triangle? It's CRA. It's not ARC. But we call it ARC triangle. He says that. We are all experts in ARC. Would you agree with that? You look at every condition that is not optimal in relationships, in businesses, in governments, in the society, there's something wrong with ARC. ARC is not in. I started to make thousands of dollars just by telling people on ARC. Teaching them on the subject of ARC. You, all of you, you know about ARC. Now the key is... do you have wisdom on the subject? Meaning are you applying it to yourself and to everybody around you, so that you can have the ethics presence when you share it? Raise your hand if you think you have. See? So you could actually right there take that subject, go to a place and tell people, "I'm going to increase the teamwork." or you could go to people who are basically arguing with each other, sit them on a table and start to tell them about ARC. And they will look at you like you are coming from Mars. Where did you get that? That is an amazing tool. Whooa!! And then you will tell them of course. But you are expert, you have wisdom in the most powerful tool. It is so true ladies and gentlemen. If you look at HCOPL "AN ESSAY ON MANAGEMENT", "AN ESSAY ON MANAGEMENT" Vol 7. LRH™ says that: "ARC is sacred". You could forget all the policies on earth if you were applying optimally ARC. Isn't that crazy? So you could go to your local org and say you know what? As a business person, I am going to talk to your public. How they should use the most important tool, the most powerful tool, to be successful in life... and that would be it. Make sense?

AUDIENCE: Yes.

PATRICK VALTIN: Right? OK! So this being said, have you ever heard of the motto of a Scientology™? Scientologist™. Have you ever heard of that? Raise your hand. Very interesting. Motto of Scientology™. "Help one another". (19th American ACC, Other Processes, The Help Button, 13 Feb 1958) And the coming reference here, *Ability Issue 67* 19th ACC. That's the Motto of Scientology™. That's the reason why I'm doing what I am doing as a public speaker as a third dynamic auditor. I want others to be able to help each other. I am part of it. Have you ever heard of the motto of a thetan? Raise your hand. The motto of a thetan. Look around. And we are very well educated Scientologists™ right?. Well here it is... Motto of a Thetan: "Anything is better than nothing." (19th American ACC, The Key Process Of Clearing, 11 Feb 1958)

AUDIENCE: Laughing.

PATRICK VALTIN: Whoops, 19th ACC again. "Anything is better than nothing." That's interesting isn't it? Right? Help one each other and anything is better than nothing. If that is the only thing you know, ARC triangle, it's better than nothing. You know about that, you know more than any, all the psychs in the universe put together by knowing about ARC. So, shouldn't you want to share it per the philosophy of LRH™? Make sense?

AUDIENCE: Yeah.

PATRICK VALTIN: Alright? Now, we're going to do a practical very soon ladies and gentleman. Here we go. LRH™ says: "...successful campaigns all begin with a stellar, well-stated purpose." ("PR and Purpose" 24 September, 1988) When the Flag OT Committee™ we got together and we decided you know, we should maybe put a Speakers Guild together and help our friends, our OTC™ members to become speakers. Because if we do that, many more than just 10 of us would be able to go out there and help local orgs. So we should do that. Was it a well stated purpose?

AUDIENCE: Yes.

PATRICK VALTIN: See? Stellar well stated purpose! You want to become a public speaker either as an FSM or professionally? You'd better state for yourself a very good theta purpose. It has to be stellar! I want to save the world. And don't invalidate if you ever thought about that, because you are, right? So, having said that, I have two questions for you and we're going to work on that. What could be *your* purpose related to public speaking, personal? Could be something very personal, right? And once you have worked that out, what is - what is it that you want to achieve out of this workshop? When you go back at 12:00, you know and you go back home, we have one hour left? What do you want to get out of this? I know that you came for a reason, but you did not make it a stellar well stated purpose, did you? You didn't write it down and you didn't go like, "Whoa!! Now I can go!" You didn't do that. You just came out by curiosity and say, "*Oh Maybe I can learn something.*" Alright? So are you ready to do some practical?

AUDIENCE: Yes.

PATRICK VALTIN: Now this is going to be very personal. It's you and you. Hopefully you have something to write. If not, get something. I don't know if we can help you get something to write. But just answer those two questions. Did, you know, based on what I showed you from LRH™, just try to answer those questions. Don't be complicated. You might go home later and work on it again. Just make it simple. But I would like you to actually answer those two questions. And I am going to give you 6-7-8 minutes. Ready?

AUDIENCE: Yes.

PATRICK VALTIN: Good. Start! And by the way ladies and gentleman, you can always have something to drink. It's over there. Just feel free to help yourself. I'll let you work. If you have any questions, I am here for you.

[PRACTICAL EXERCISE] 53:00

1. What is your purpose related to public speaking?
2. What do you want to achieve from this workshop?

[END PRACTICAL EXERCISE] 53:18

PATRICK VALTIN: Alright. Ladies and gentleman can I have your attention please?

AUDIENCE: Yes.

PATRICK VALTIN: Who actually worked on this? Who wrote something? Good! Thank you very much. You see what I'm doing here? I'm controlling my audience. I want to make sure they are doing it. Alright. So, ladies and gentleman, you did a little drill. Great. Fantastic. Here's the second part of the drill. Which is by far the most important component of *any* seminar, workshop, boot camp, conference. When you can do it of course. And the second part of the drill makes the difference between theory and practical. Remember the three golden rules I gave you earlier today? Number 1) Make them laugh/smile. Make them work. Make them share. So here's the second part of the drill. I would like to invite you to go to two - three different people in the room and share what you wrote down for yourself. Share it with someone else. Not just one, but with two or three different people in the room and do it both sides alright? It's a two flow issue. I want you to share what you worked on. Start! Give you five minutes.

[DRILLING PART #2 SHARE] 54:36

Share what you wrote down for yourself with 2 or 3 different people.

[END OF DRILLING PART #2 SHARE] 54:41

PATRICK VALTIN: Alright, thank you ladies and gentleman. Okay, beautiful! How many of you had fun doing this?

AUDIENCE: Noises.

PATRICK VALTIN: See, make them share. Make sure that you have people share with each other. Now before we go on I want to do another infomercial on the Speakers Guild. I told you we were bringing you the best speakers ever anywhere, and it's really true! So, I would like to actually invite Tony (Tony Hitchman) to come up here for - to just say a few words because... I don't know if you know Tony? You know Tony, right?

AUDIENCE: Yes, Applause.

TONY: Thank you very very much. Unfortunately, I don't have a French accent.

AUDIENCE: Laughter.

PATRICK VALTIN: I can translate for you.

TONY: I do have an accent.

AUDIENCE: Laughter.

TONY: Well, basically from a public speaking point of view, I like to feel that I'm an entertainer. I grew up being an entertainer. I've been in show business and TV and other areas. So I like to do things that make people laugh or make people cry or make people think about themselves in one form or another. My talks are not exactly what I would call standard. I do get in some quotes from LRH™ from time to time fortunately. And I would be very very happy to do a talk down the line here and there. I did one around here not very long ago on the amazingly exciting subject of death.

AUDIENCE: Laughter.

TONY: ...what LRH™ had to say about that. We had a very full house.

AUDIENCE : Laughter.

TONY: Some of them were older people.

AUDIENCE: Laughter.

TONY: ...and I was able to make a lot of jokes about it to lighten the day. Such as Groucho Marx who said, "Either I'm dead or my watch has stopped."

AUDIENCE: Laughter.

TONY: Quite a few things like that. So we all had a lot of fun that day and we learned some things that LRH™ had to say about it and that's my way of doing things. If and when I have the honor of giving a talk

to you at some point, I'll try to make it entertaining and put some jokes in there and quote from LRH™ and perhaps give you some ideas as to how I go about it. Because... I love people and, I *do* sense that we are in trouble as beings on this planet and what my years in Scientology have been since the 50's. I've been around so... I know I look too young for that... has been to try to bring about a better condition for the beings that I see around me. So thank you for listening to me and I'll be back.

AUDIENCE: Applause.

PATRICK VALTIN: Thank you Tony. Yeah. Alright ready to continue?

AUDIENCE: Yes.

PATRICK VALTIN: Yeah. Alright, ready to continue?

AUDIENCE: Yes!

PATRICK VALTIN: Okay! Talking about quality of speakers, hallelujah! Of course you all know that Tony did the first interview with LRH™, right? (L. Ron Hubbard - An Introduction To Scientology, Filmed Interview DVD)

AUDIENCE: Yes!

PATRICK VALTIN: Alright! Let's get to the... some little details. I want to share with you five criterion for choosing a topic. By the way it should be "criteria", not criterion. That's part of my French stuff.

AUDIENCE: Laughter.

PATRICK VALTIN: Alright. If you want to really give a good seminar... oh I want to tell another thing. Someone came to me. A couple of you came to me, "Patrick, this is great when you talk in front of people but what if you talk to online system, like Zoom and you have to talk to people on the webinar, you cannot have eye contact? I will talk about that, alright? In a few minutes.

AUDIENCE: Okay.

PATRICK VALTIN: I will just tell you there's no difference. You just have to put your attention THERE. But that's different. I'll talk to you. I want to answer the question. Alright but, let's look at this. (Back to slide) Number 1) Are you **interested** in the subject that you are going to deliver the seminar on? Stupid question, right?

AUDIENCE: Right.

PATRICK VALTIN: But you'd better be. You'd better be very interested. In fact, the better question is, are you **passionate** about it? If you are interested about the subject you can do a good job, if you are passionate about the subject, you will do a great job. That's a big difference. Another question is, do

you have enough **knowledge** about the subject. Do you have personal experience about the subject? It's very important, very important.

I remember the first time I was asked to do a seminar on the second dynamic. He he... that's a personal story but, I was flying to LA and I am in the plane, and I am sitting next to this guy and you know, we start talking and I ask the guy, "What are you doing in life?". And he says, "I am a relationship advisor, a consultant". I say, "Relationship? You mean you advise people who live together?" "Yeah, yeah that's my specialty." And I asked him, I was of course expecting this is a psychologist or... I said, "Wow that's an interesting subject." I was actually going to LA to deliver my 2D seminar, right? And then I said, "Wow, so let me ask you this? What makes you an expert on the subject?". And he says, "That's very simple. I get divorced seven times".

AUDIENCE: Laughter.

PATRICK VALTIN: "So, I just explain to people what they shouldn't do."

AUDIENCE: Laughter.

PATRICK VALTIN: And he was making a living out of that! I'm not kidding. I went like, "Wow!". And then I told him, "Oh damn, I've been only married once for over 35 years, so I guess I should never think of doing seminars on the subject." He says, "No, no, no, not enough experience."

AUDIENCE: Laughter.

PATRICK VALTIN: Anyhow, I had to tell that story. (Back to slide) Alright, will your presentation make a **contribution** to the audience? What's gonna happen to them? Will the audience, will the people in the audience be inspired to take action in their life? You have to answer the question for yourself. By the way I see some of you being so nice, you are writing down what you see, what I say. I'm going to get issue authority on this so that you can get a copy.

AUDIENCE: Thank you!

PATRICK VALTIN: If you want to. Who wants to?

AUDIENCE: Yes.

PATRICK VALTIN: Okay, good. See number four is very important! What do you want to get out of that? Just uh... If it's entertainment, it's fine, you know? If you do a talk just to inspire people and feel a little bit more uptone for a couple of hours, it's fine, you just need to define it. Every time I get in front of people, I decide what I want. What is it? What contribution do I want to make? Make sense?

AUDIENCE: Yes.

PATRICK VALTIN: And are you willing to **commit** to the work necessary to make a professional presentation about it? You know I have been doing this job for 31-32 years. I mean it takes preparation still today. It took me probably, 10 hours to put this thing together for you.

AUDIENCE: Applause.

PATRICK VALTIN: Yeah. No matter how good you are, get prepared! Now, I have a personal secret is - *never* get over prepared - never! Being over prepared is very dangerous, you know why? Because you have to be flexible enough to deviate a little bit from what you had planned to do. It's part of being a good speaker. You know you see the crowd, they react more to this. They don't react to that. You give them something and they go, "Whoa!" They go hilarious. They want to know more. Well you might have, you might have to be willing to deviate a little bit from your program. Make sense?

AUDIENCE: Yes.

PATRICK VALTIN: Right? But you need to be willing to commit. Prepare it, but be natural. Don't overdo it. Alright those are my five golden rules. I know I could have put one and two together, but I will tell you a lot of public speakers they have number one. They don't have number two. The bad speakers, they don't have number three. They try to teach you something they don't even know anything about it. Like this guy in the plane. I forgot to tell you, I asked him, "How is it going with your seventh wife?" He says, "Ahhhh, I'm doing better." I kid you not. He is making money doing that, right? So anyway. One, two, three, four, five. Any question on that? Does that make sense?

AUDIENCE: Yes, very much.

PATRICK VALTIN: Right. If you have any mystery or any confusion about it, because we are going to do a practical again. Are you ready for the practical?

AUDIENCE: Yes.

PATRICK VALTIN: I'd like you to spend some time with yourself... answer those questions. If you had to pick a subject and I was giving you, you know, the duty, the task to go out there and deliver public speaking a seminar, lecture on something, which one would you pick. And from that, answer the five questions. You understand? Alright, give you five minutes. Start!

[PRACTICAL EXERCISE CHOOSE A TOPIC] 01:05:18

1. NAME 5 CRITERIA FOR CHOOSING A TOPIC?
 - a) What subject are you interested in?
 - b) Are you passionate about this?
 - c) Do you have enough knowledge or personal experience?
 - d) Will this make a contribution to the audience? Will the audience be inspired to take action in their life?

- e) Are you willing to commit to the work necessary to make a professional presentation about it?

[END PRACTICAL EXERCISE CHOOSE A TOPIC] 01:05:30

PATRICK VALTIN: Now I want... I want to ask you something. I'm actually going to help you answer the questions. Part of the drill, part of the practical, you look at each step. Number 1) Are you interested in the subject? I want you to answer the question from 1 to 10. Meaning, if you give yourself a score 10 you are very interested. If you are number 2, you are very very passionate, you put 10 out of 10 that's great! I want you to score each of the step from 1 to 10, and then from there you do whatever you want. But I want you to be kind of logical about it, rational. Are you interested about the subject of ARC? "Hell yeah I am!!" 10! Are you passionate? "YES!" Do you know about it? Uh 8 I will give myself a 7 or 8, and tell yourself why. See? Will your presentation make a contribution? Oh, I think so. Ahh, right now I will give you myself about a 5 out of 10 because I never thought about that. I want you to really analyze *that*. Because I'm going to give you a battleplan. Make sense?

PATRICK VALTIN: Okay! I'll let you work now. Zip!

[PRACTICAL EXERCISE CHOOSE A TOPIC] 01:06:35

1. Rate each one of the 5 criteria 1 - 10 per the above paragraph instruction.

[END PRACTICAL EXERCISE CHOOSE A TOPIC] 01:06:48

PATRICK VALTIN: Alright ladies and gentleman, can we get to the next step? First of all I have a question? How many of you actually came up with something?

PATRICK VALTIN: Good, and how many of you were able to get down to number five, and answer the question too?

AUDIENCE: Yep.

PATRICK VALTIN: Good, we're going to do the second part of the drill. Which is by far the most important one. This is where you make the difference as a speaker, by having people share. Remember, when I talk to non-Scientologists™, you know how I present that, I say: "Ladies and gentleman, you have worked very hard. Now you're gonna do the second part, which is the most important part. I call this step of the practical *"Share and Steal"*. And they like look at me... "Huh?" Yeah, I want you to share what you wrote down, and when you have done that you can steal the other person's ideas and that's, I tell you, statistically, that's what they like the most of everything. When they can steal the ideas from someone else and then they jump from one person to another. I cannot stop them. Alright, let's do

step number 2 "Share and Steal", start! Go to a few people around. Share what you wrote down. Share what you wrote down. Okay share it!

[PRACTICAL EXERCISE SHARE AND STEAL] 01:08:00

1. Share what you wrote down in the prior practical with another and then steal their idea! Do this several times per the instruction above.

[END PRACTICAL EXERCISE SHARE AND STEAL] 01:08:15

PATRICK VALTIN: Alright ladies and gentleman. Your attention please! Thank you! Thank you very much. So, how many of you actually had some win doing this?

PATRICK VALTIN: Good, that's great! Now I want to give you another tip. You were doing the drill and some people, they think, "Oh my God, they have five minutes. I still need to go... so many slides." Ahh, and they don't feel comfortable and they cut the communication of the audience.

AUDIENCE: Right.

PATRICK VALTIN: I don't know if you notice this but, and it's part of what I have always been doing. When you do the drills, I am going around. I'm listening and I'm not listening to what you say, I'm listening to the tone of the communication. There's velocity, there's volume of communication. Did you hear that?

AUDIENCE: Yes.

PATRICK VALTIN: As long as I can feel the volume of communication is... is really good, there's action, I don't care if it takes twice as long.

AUDIENCE: Hmmm.

PATRICK VALTIN: Because it means there's action. People are sharing. People are busy. People are happy. And then I'm paying attention to volume of communication goes like this... BOOM! That's where I cut it.

AUDIENCE: Ahhh.

PATRICK VALTIN: And I say, one minute. Did you hear this?

AUDIENCE: Yes.

PATRICK VALTIN: I always say like, "Guys one more minute!" because I'm feeling this going down a little bit. That's where I say one minute. But I don't care if I am not going to do all my presentation. A lot of

speakers, they have to go through everything. I would always say it's better to share less when you get more out of it.

AUDIENCE: That's right.

PATRICK VALTIN: ...and you get more out of it when you do something with it. That's part... that's why the practical part of it is vital. Where you make people work, you make people share. You understand?

AUDIENCE: Yes.

PATRICK VALTIN: So that's a little trick that I have never seen any other speaker actually doing that. But if you engage people, who cares if they take longer?

AUDIENCE: Yeah! That's right.

PATRICK VALTIN: Let them work, let them share. But be alert- zzziiip (sound effect). One minute! And sometimes it's another five minutes by the way.

AUDIENCE: Laughter.

PATRICK VALTIN: If it goes kloom (sound effect), you know? I don't care because that's what they get most of. That's what they love. They want to cooperate, they want to work, they want to share. So anyway, not always possible by the way. What I'm sharing with you is my hat, not so much as a conference leader, but as a trainer. What we are doing is not a conference here. There are different types of public speaking. If you are in front of 500 or 1,000 people and you know you cannot engage a two-way comm. Okay you cannot do this. It's a little bit different but the basics are the same. If you notice how many times I asked you, "Are you getting it? Do you agree with it? Does that make sense?" See hey, I'm getting you in PT, back in PT, or still in PT. Right? But sometimes you cannot engage because you have half an hour. Then it's a little bit different. You need to be extremely Tone 40. That's for another time, right?

I had promised I would give you a tip about. "Well Patrick, what about doing video conference, webinars, Zoom conferences? You don't see anybody there". Well, I tell you what. The best reference to apply is Upper Indocs TR 7 (L. Ron Hubbard - HCOB 7 May 1968R). And I'm glad you asked? Because, we are right now with my wife, we are actually doing Upper Indocs. And recently we were watching for, I don't know, two or three times, TR 7 film. Where LRH™ says, "*Intention is senior to words.*" Intention is senior to *anything* else. (L. Ron Hubbard - Academy Levels 1 - 4, Lecture 15 - Disc 7) So if I do a Zoom or webinar, and I know, I don't see people I just put intention there. It's like those very good reporters, you know they are on their camera and they look at a camera like they were looking at you. And that's exactly what you need to do. Yes?

LADY IN AUDIENCE: So how about if you have like 26 people on it, each of their faces, and then you gotta talk, and then you see yourself and guggggg.

PATRICK VALTIN: Yeah, yeah and question, do you know who they are?

LADY IN AUDIENCE: Yes.

PATRICK VALTIN: You have their name?

LADY IN AUDIENCE: Yes

PATRICK VALTIN: So I use their name.

LADY IN AUDIENCE: Ahh.

PATRICK VALTIN: Hey Johnny, you agree with that?

LADY IN AUDIENCE: Mmmm. But if you are talking about your specific area...

PATRICK VALTIN: Yeah.

LADY IN AUDIENCE: You wouldn't necessarily...

PATRICK VALTIN: You wouldn't... not necessarily engage in a two way comm. But if you have the 26 people, they see you, but you also still see them, don't you?

LADY IN AUDIENCE: Yeah.

PATRICK VALTIN: Okay, so look at them. Intention! You could actually do it with your eyes closed because intention is more important.

LADY IN AUDIENCE: I usually put my name on it and turn my thing off so I don't see myself, I just see all of them.

PATRICK VALTIN: Then make sure that you are watching them, you are looking at them. And if you see at some point that a guy goes a little bit out of PT, is not with you anymore... If you can, hey, "Johnny you agree with that?" I mean I always use that phrase because it, "Huh Huh Yes!" (laughter sound)

AUDIENCE: laughing.

PATRICK VALTIN: Get them there.

LADY IN AUDIENCE: Okay.

PATRICK VALTIN: Alright, but again it's really intention. Those very professional guys on... you know when like like Tony, he talks on the camera like he talks to everyone. See it becomes natural, which leads me to say, alright, *Golden Rule*!! If you want to be good at it. My golden rule is very simple.

AUDIENCE: Just do it! Nike!

PATRICK VALTIN: Yeah, I just stole it. I'm sorry but you could go to as many trainings as possible to make sure that you don't make mistakes... No! Do it! Do it! Just do it! Here's the good thing. When you are here and they are there, they don't see that you make mistakes. Ptthhtht (sound effect). They don't see it if you don't show it. Just do it! It will take 10-20 presentations to start with. Invite them to your house, do a little debrief, go to the org and by the way the subsequent sessions that you will have, you will have the opportunity to drill being a public speaker. Alright? I'm not the guy doing that. I will present you the guy who is an expert in doing *that*. Doing the drill. Making you sweat and cry and hate him! I don't want you to hate me.

AUDIENCE: Laughing.

PATRICK VALTIN: I would rather you to hate someone else, okay? And remember the three golden rules?

AUDIENCE: Yes.

PATRICK VALTIN: Number 1) Make them smile and laugh. I just did it again, alright?

AUDIENCE: Yeah.

PATRICK VALTIN: Alright. And the second one?

AUDIENCE: Make them work.

PATRICK VALTIN: Make them work. Did I do that?

AUDIENCE: Yes.

PATRICK VALTIN: And number three?

AUDIENCE: Share.

PATRICK VALTIN: That's the most important one. Make them share because they will go uptone. Okay. Everybody is doing well so far?

AUDIENCE: Yes.

PATRICK VALTIN: Are you happy you did not stay in bed this morning?

AUDIENCE: Yes!

PATRICK VALTIN: Good! Alright. I want to show you a couple of references from LRH™ on how to address groups. Before I do that, I want to share another tip with you. You know it's kind of becomes mechanical/natural but here's another trap you don't want to fall in. This is a trap! This here, the podium, is a box. Ninety percent of speakers, they stay in the box. Gruhurh (sound effect) They don't move. Don't do that! If you notice how many times I did this? And I was just here talking to you and looking at you? Get out of the box, get in, you know! Swim with the fish. This is the pool. Swim

with the fish. I don't know if you noticed... I was going around, I was talking to some of you. If you conduct a seminar that requires drills, practicals, don't stay here. It kind of makes a barrier.

AUDIENCE: Mmmm Hmmm.

PATRICK VALTIN: You don't want that barrier. You want to be real to people. Now another trick that I have been using for 31 years... you don't have to do it, it's just a trick. You will find your own tricks. But I don't know if you noticed at some point, I removed my blazer.

AUDIENCE: Yes.

PATRICK VALTIN: ...and I do this automatically after... when I know that people are warmed up. I'm really hot. I do this and then I go like this and I... you know... I do this. It's a trick that I use to be more real to people. This is like someone who is real. I wanna be real with people. Whatever you do, you will find your tricks. It's not even a trick, it's just, I wanna be real for people. Alright? But don't fall in the trap on being stuck behind the podium. Because some of them are big, and they are kind of protecting you. They are not protecting you. They are a barrier between you and them. So just get out. And you will see, I haven't even touched the subject of using a board or a flip chart? That comes later, alright? Because very often you know, I go from here to there, and it really makes you more real to people. And sometimes get closer. Get more real. Eyes, you know, make sure that you really look at people. You get that?

AUDIENCE: Yes.

PATRICK VALTIN: Alright, so per LRH™, How to address groups (it's very interesting). *"...you will find out that the total mechanics of stage fright happen to be"*. (L. Ron Hubbard - "Addressing Groups And Starting Sessions", Cause-Distance-Effect lectures)

He talks about stage fright. Which the next speaker will definitely talk more about it. Because I have to be honest with you, I have never had stage fright. I have no idea what it means. I just get excited. If that's stage fright, be it. Just get excited. You, Ahahaha I'm gonna... you know? Some people go... No. With the beingness that I explained earlier, you should be excited, not scared. You see the difference?

AUDIENCE: Yes.

PATRICK VALTIN: *"The total mechanics of an audience behaving as you tell them to do or not behaving"*. (L. Ron Hubbard - "Addressing Groups And Starting Sessions", Cause-Distance-Effect lectures)

What are those mechanics? What is it? *"They are all wrapped up in just that one point there."* (L. Ron Hubbard - "Addressing Groups And Starting Sessions", Cause-Distance-Effect lectures)

There's just one thing that you need to know. *"The very best thing to do is to embrace the group in your space."* (L. Ron Hubbard - "Addressing Groups And Starting Sessions", Cause-Distance-Effect lectures)

You embrace the group in your space. You remember what I've been showing you, what I was doing? Going around? You embrace the group in your space. And I'll give you another couple of tips. *"And if you embrace the group in your space, they will listen to you and they will follow your auditing commands..."* (Speaking about group processing.) *"...and you will have no difficulty."* (L. Ron Hubbard - "Addressing Groups And Starting Sessions", Cause-Distance-Effect lectures)

So, how do you embrace the group in your space? How do you do that?

AUDIENCE: You put anchor points out there.

PATRICK VALTIN: You put anchor points out there. That's a good answer. Absolutely! When should you start doing that?

AUDIENCE: Before.

PATRICK VALTIN: Before! Before you should do that. You should start. You know you come as a speaker earlier than anybody else. You get your stuff set up. Look at the room, get your anchor points in the room. Just look around. Feel yourself good! Exteriorize and get yourself stuck in a corner.

AUDIENCE: Laughter

PATRICK VALTIN: Before anybody arrives, and then people arrive. I have seen speakers HIDING until the audience was full. Right? All the people were there. They would not show up. I say, Are you? You should never do that. No! Get together with people as they come, say hi. Eye contact with people, you know? If you have a lot of people in front of you, make eye contact as they arrive. Hi, how are you? And they are maybe like 100 feet away. Right? Make eye contact with people around. Circulate. Go around. Don't stay there. And if it's a stage, plus a podium? Now this is *really* a barrier, right? If there is a stage, I go down, take the mic, go to people. That's what it means. Embrace the group in your space. Go and shake hands with some of them, if it's possible. It's not always possible. Now if you are an invited speaker at a conference and you cannot really do a two way comm, you'd better before you get on stage, get around on the side, circulate, anchor points. Try to get some eye contacts going. Feel it! But remember the most important part of it? If you want to embrace the group, remember you are not talking to a group. That's a false datum. You are not talking to a group. You are a professional auditor of the third dynamic and you just happen to have individuals in front of you. And each one of them is a PC. I don't care about what you are talking. You are a Scientologist so you know what it means. The PC wants to improve, and you are there to improve the PC. No matter what the subject is. Doesn't have to be Scientology. Would you agree with that?

AUDIENCE: Yes.

PATRICK VALTIN: So that's what LRH™ says. You will embrace the group in your space - pffft. They'll listen to you. You will have their attention, okay?

Now, stage presence. *"All power,... "(per LRH™)" ...for instance, derives from the ability to hold a position—to hold a location."* (L. Ron Hubbard - Third South African ACC, Lecture 11, 9 Feb 1961,

MENTAL HEALING – SANITY AND INSANITY) That is the definition of power right? To take and to maintain a position in space. Okay, that's a position. I have... this space is mine, right? That's a position. You have to hold that position. *"Now, a person who will be there and who is going to go right on being there and who hasn't any doubts about it in his own mind, becomes what you would call a powerful individual..."* (L. Ron Hubbard - Third South African ACC, Lecture 11, 9 Feb 1961, MENTAL HEALING – SANITY AND INSANITY) I am here in PT. I get myself in PT. I am here. You are here. I embrace the group, each one of you, I own you! That gives me power, that gives me ethics presence. If I hide from the audience, that's not going to go very well. *"Well, I'll give you the idea."* (says LRH™) *"An individual who doesn't want to be there is embarrassed when they are there."* (L. Ron Hubbard - Third South African ACC, Lecture 11, 9 Feb 1961, MENTAL HEALING – SANITY AND INSANITY) That's an interesting one. It's not just about public speaking, by the way. If you do not want to be there and you are there, you are going to be embarrassed. Because inside you don't want to be there, but you are there. (Sound effects!) That's embarrassing. *"An embarrassed speaker from a stage, for instance, you know, just is embarrassed - doesn't make much of an impression on an audience. Did you ever notice that? They're kind of cancelling themselves out while they're being there, see? Well, all personal presence is, is simply what it is. The individual is there. And his attention units aren't all tied up in trying to get away."* (L. Ron Hubbard - Third South African ACC, Lecture 11, 9 Feb 1961, MENTAL HEALING – SANITY AND INSANITY) Haha

AUDIENCE: laughing.

PATRICK VALTIN: Oh my God, (sound effects)... one hour (heavy breathing sounds, laughing). *"So he's just there, that's all. You might say he's in present time."* (L. Ron Hubbard - Third South African ACC, Lecture 11, 9 Feb 1961, MENTAL HEALING – SANITY AND INSANITY) That's the reference. I know some of you came later so I want to repeat this. We are going to get issue authority on my presentation so you will get a copy.

AUDIENCE: Thank you.

PATRICK VALTIN: Alright? Okay. So, I did not show all of my slides as I said earlier, it doesn't matter. Right? It's better that people get more out of one datum than get nothing out of ten of them. Would you agree?

AUDIENCE: Yes.

PATRICK VALTIN: That's another successful action of mine as a trainer, as a public speaker. I give less material, but I make people work more on it. Make them laugh, make them work, make them share. So, before we end off I will ask a gentleman to come here and give you a few words. Because he will probably be your next trainer. Before I do that I'd like to ask you a question. By the way, did you enjoy this morning?

AUDIENCE: Yes!!

PATRICK VALTIN: Good, good. Thank you. Thank you.

AUDIENCE: Applause.

PATRICK VALTIN: Just to check to see if you are still in PT, right? But here's an important question. Would you know someone who would be interested to be here? Who didn't make it?

AUDIENCE: Yes.

PATRICK VALTIN: Because we were already told there were quite a few people out of town. I might actually do this one again. Like a pre-rudiment intro-session to public speaking. So, who knows someone who should have been here?

AUDIENCE: (inaudible).

VALTIN: Good. Because I said to the Flag OTC members, the guys who organize. If we don't have 40 people, I don't show up. So we were 41 today... well 42, ha ha ha, so we made it. But yeah, listen, if you know someone, we'll probably do it again. This being said, would you like to actually know your next trainer for this subject?

AUDIENCE: Yes.

PATRICK VALTIN: Alright, I would like you to welcome *my friend*, Mr. Joe Yasbeck.

AUDIENCE: Applause.

JOE: How about PATRICK VALTIN Valtin, isn't he awesome??!! Woo!

AUDIENCE: Applause.

PATRICK VALTIN: Thank you. Thank you. Thank you. Do you want to say a few words?

JOE: Yes, I do!

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JOE: So I'm honored and privileged to be your next trainer... and I thank the OT committee and thank you PATRICK VALTIN for introducing me.

[END YOUR NEXT SPEAKER PROMO] 01:27:33

AUDIENCE: Applause.

PATRICK VALTIN: Again, you have about 15 of them who are going to take care of you!

AUDIENCE: Okay.

PATRICK VALTIN: Alright, so it was again a pleasure to be with you. Love you! Thank you very much, see you next time guys!

AUDIENCE: Applause.

PATRICK VALTIN: Thank you, thank you.

END CREDITS ROLL