

Neothink[®] Lawyers

Neo-Tech[®] Law and Neothink[®] Lawyers will bring new legal approaches based on fully integrated honesty (the-point law) into the decaying legal arena increasingly based on manipulative truths (a-point law), half-truths, deception, dishonesty. For example, directly below is a small section of a major battle Dr. Wallace engaged in against the most powerful bureaucracy in America, during its peak of power in the 1980s and 1990s. He used new approaches never seen before in the court of law. It was our relentless “war of two worlds”. People will be watching the rise of Neo-Tech[®]/Neothink[®] Law. Ambitiously honest lawyers can start a practice much like Bruce Salinski in the best-selling *Neothink[®] III: Superpuzzle*. That law firm would protect innocent businesses and entrepreneurs from existing parasitical lawyers, political-policy law, dishonest a-point courtroom techniques, and ego-justice judges. In other words, such a law firm would protect the value producers from the value destroyers using Neo-Tech[®] and Neothink[®] techniques.

The major battle between Neo-Tech[®] and the government known as “The Golden-Helmet Trial” is NOT provided below (too much sensitive material). That sensitive material is written in Part Two of the Protection Kit and is available only to members in the Profit Zone. However, when Neo-Tech[®] started to become more widely known in the 80s and 90s, several bureaucracies challenged us. Below you can witness how we dealt with those value destroyers in Part One of the Protection Kit. Those letters written by Dr. Wallace, Mark Hamilton, Eric Savage and other Neo-Tech[®] value producers demonstrate an Industrial Philosophy that is necessary to ward off value destroyers in government and the legal profession.

A-point versus The-point Neo-Tech[®] Law offers a new direction of law for ambitious, brave lawyers. Outside of the Neo-Tech[®]/Neothink[®] business, it has not yet been done. But the possibilities are wide open. Build a reputation and become a

“superhero” protecting the value producers from the value destroyers!

Directly below is a very small portion from Part Two of the sensitive Protection Kit followed by Part One of the Protection Kit.

Supporting-Document #3

THE FUTURE

(Justice for the Future)

1991 A.D. AND BEYOND into the WORLD OF INTEGRATED HONESTY

The Golden World of the future rests on mystic-free justice — uncompromised, incorruptible justice based on fully integrated honesty.

DOCUMENT #3 — PREPARING FOR A JUST FUTURE

Supporting-Document #3 consists of the Honesty Motion and two subsequent Appeals filed in Federal Court during 1990 and 1991 as appeared in a series of three articles published in *The Neo-Tech Report*. That motion asks for the replacement of the truth oath with an oath to fully integrated honesty. The current truth oath lets judges, lawyers, plaintiffs, and defendants manipulate both facts and laws to unjust, harmful, egomaniacal, or self-aggrandizing ends. But held to an oath of fully integrated honesty, all purposeful manipulation of laws and facts would become perjured testimony when committed by witnesses...and illegal, condemnable, or appealable behavior when committed by judges or lawyers.

The Honesty Motion protects the innocent and keeps the guilty from escaping justice. For, the Honesty Motion prevents the manipulation of laws and technicalities. The Honesty Motion is the harbinger of a mystic-free justice system in the coming, wide-scope accountability world of tomorrow — the Golden World.

1991 to the Future

JUSTICE ASSURED THROUGH THE HONESTY MOTION

This Document #3 provides the descriptive Part One of the Honesty Motion and its two Appeals. The complete Motion and Appeals, including the technical and legal Part Two of the Motion and its Appeals, are publicly available for use in any civil or criminal case on any federal, state, or local level. The box below tells the public how to obtain free the complete Motion and Appeals along with instructions on using the Honesty Motion in any legal action, court trial or sworn statement.

HOW TO OBTAIN A FREE, COMPLETE COPY of THE HONESTY MOTION AND ITS TWO APPEALS

With the jailing of Frank R. Wallace, more complete post-trial literature will become available to the public. That literature will include the complete Honesty Motion and its two Appeals. That turnkey Motion and, if necessary, its Appeals, are ready for filing. One only needs to change the names on the Motion and its Appeals. Then they can be filed by anyone. The Motion and its Appeals are applicable to any civil and criminal action. ...Today, all innocent people can freely use the Honesty Motion to protect themselves and their assets from destructive laws, abusive power, and dishonest prosecutions.

Prosecuting attorneys can also use the Honesty Motion to protect society from genuine criminals who damage others through guns, fists, force, fraud, or coercion. For example, with that motion, clever defense lawyers hired by dangerous or violent criminals can no longer "beat the law" on technicalities. The Honesty Motion is a powerful, legitimate tool to protect society from dishonest and destructive people, both in and out of government. ...The development of the Honesty Motion and its two Appeals was a major motive for the Socratic trial of Frank R. Wallace.

Actual and potential defendants and plaintiffs as well as lawyers, prosecutors, judges, and law students may obtain free copies of the complete Honesty Motion and its two Appeals by writing Mr. Allen Kern at the Kenneth A. Clark Memorial Foundation, 850 South Boulder Highway, Henderson, NV 89015. ...Please include a self-addressed, 9" x 12" envelope stamped with \$2.00 in postage, and a brief statement of reasons for requesting the Honesty Motion.

The Honesty Motion

Below is an update on the evolving dynamics of the first Socratic trial in 2390 years — *The United States of America v. Frank R. Wallace*.

AFTER 2390 YEARS, THE HONESTY OATH WILL HELP RECTIFY ALL DISHONEST LAWS AND INJUSTICES

After 2390 Years
Neo-Tech will Redress the Trial, Jailing, and Execution of Socrates

The evolution of law and justice to our golden world of tomorrow has begun with the following motion filed in United States Federal District Court.

PART I MOTION SUMMARY

This is a motion to eliminate all oaths or affirmations oriented around truth, such as:

“Do you swear to tell the truth, the whole truth, and nothing but the truth, so help you God?”

This motion also requests that all oaths or affirmations be instead oriented around fully integrated honesty, such as:

“Do you affirm to speak with fully integrated honesty, only with fully integrated honesty, and nothing but fully integrated honesty?”

Telling the truth means nothing more than asserting a factual point or a series of factual points that are not untruths or lies. Truth implies neither responsibility to honesty nor responsibility to integrate facts into context. Moreover, the current oath or affirmation to truth is based on automated, noneffort, static assertions or *a-point* facts. And *a-point* facts alone are dependent neither on integrations with the whole of one's knowledge nor on the known essential point (or *the point*) of an issue. Thus, *the point* of an issue can be erased or hidden by clever but dishonest manipulations of truthful *a-point* facts.

A-Point Law Based on Truth versus

The-Point Law Based on Honesty (fragma law versus integra law)

What are the definitions and distinctions between *fragma a-point* law versus *integra the-point* law?

Consider that *a-point* facts, truths, or points of law are presented by themselves without further responsibility to integrate them more widely into a fully honest or accurate context. *A-point* facts, truths, or laws need not be integrated into additional relevant information

or wider knowledge available at that time. Thus, without the need for context, *a-point* law can be manipulated toward out-of-context, unjust, and destructive ends. By contrast, *the-point* law represents all known relevant facts and information integrated together in order to produce the most accurate, in-context statements possible. Moreover, in contrast to *a-point* law, no one can manipulate *the-point* law.

A-point law bypasses the discipline and effort required for fully integrated honesty. But *the-point* law includes the responsibility of fully integrated honesty required to objectively prosecute the guilty, protect the innocent, and exercise incorruptible justice. As an example relevant to every court and justice system: *The-point* law is necessary to objectively determine who are the value destroyers in order to hold them accountable for their actions and penalize them for their destructions inflicted onto others and society. *The-point* law is also necessary to objectively determine who are the value producers in order to protect and reward them for the values they provide to others and society.

While no one can manipulate *integra the-point* law, any cleverly dishonest person can easily manipulate the facts and truths of *fragma a-point* law for destructive purposes. Such people use out-of-context facts, combined with *a-point* law, to subvert justice, integrity, and honesty in undermining our government, society, and all its citizens.

In all justice systems based on manipulative *truth* rather than incorruptible *honesty*, honest people must also maneuver, like in a chess game, *a-point* law in order to protect or defend themselves. And that demand for honest people to manipulate the law is the most insidiously harmful aspect of *a-point* justice systems.

Summary

For consistent, objective justice, an oath or affirmation must be based on the volitional, effort-driven, dynamic process of honesty. Honesty by

nature demands full context and integrations with the whole of each individual's knowledge. Such full-context honesty always leads to the essential point (or *the point*) of the issue under consideration. Honesty cannot be manipulated to serve dishonest purposes. Consequently, only honesty can consistently deliver objective justice as well as uphold objective ethical principles and integrity.

The Motion Request

This motion requests that all oaths or affirmations oriented around the static, easily manipulated assertions of truth be replaced with an affirmation oriented around the dynamic, unmanipulative process of honesty.

PART II

MOTION DETAILS

Truth Versus Honesty

1. Truth is a mushy, hydra-headed word. Everyone disputes its meaning. Truth denotes a static assertion that changes from person to person, opinion to opinion, culture to culture. Thus, truth is a hollow, manipulating word that lawyers, prosecutors, the law, and the courts can use to gain credibility for destructive actions and unjust legalities...be it President Nicolae Ceausescu's decorous courtrooms used to jail and execute thousands of innocent citizens for "political or economic crimes." Or Judge John M. Walker's decorous courtroom used for sentencing to jail one of the greatest value producers in America, businesswoman Leona Helmsley, on out-of-context *a-point* law to satisfy cries for crucifixion by a dishonest news medium and an envious public. ...By contrast, legal proceedings based on fully integrated honesty would prevent all such irrational actions and miscarriages of justice.

Truth is a weapon used in law and courts to develop arbitrary sets of preconditioned points of what is "good" or "bad." Then that "truth" is demanded from people in establishing those preconditioned points as the building basis of specious law and false justice. By nature, using such sets of noncontextual points as the basis of any law is dishonest. And demanding the truth within each set of noncontextual points allows unjust propaganda, force, jail-

ings, and ultimately executions to expand without compunctions, challenges, or limits.

2. Honesty is a solid, indivisible word. No one disputes its meaning. Honesty is a hard-effort, volitional process that is identical for every conscious being. Thus, honesty is *thinking and acting with fully integrated responsibility*. But, all professional value destroyers must becloud the thinking and acting process of honesty and context in order to live off the productive efforts of others.

Honesty integrates beyond all preconditioned, dishonest *a points* in going straight to *the point*: Any statement, issue, or action is either honest or dishonest. In integrating beyond all manipulated preconditioned points of truth, the dynamics of honesty dissolve all unjust propaganda, force, legalities, jailings and executions from a Judge John M. Walker, Jr. to a President Nicolae Ceausescu.¹ Thus, fully integrated honesty dissolves all dishonest illusions, rejects all unjust propaganda, and prevents all destructive actions in legal and courtroom proceedings.

Discard The Word "Truth" Use The Word "Honesty"

To serve, uphold, and advance justice...to uphold principle and integrity...to prevent miscarriages of justice in this and all other litigations of justice, the oath must be changed. All oaths and affirmations based on the word truth as well as all dishonest and manipulative uses of *fragma a-point* law must be discarded. The word honesty must be used in place of truth in order to deliver consistent, objective *integra the-point* justice in all areas of law. The recognition and granting of this motion is not only essential for justice in this current case, but will represent the most significant advance in providing consistent, incorruptible law and justice since the Magna Charta in 1215 A.D.

Justice From All Angles

This honesty motion will become a turnkey motion that anyone can use in any court case. Not only can innocent people use this motion to protect themselves from destructive laws and abusive power, but prosecuting attorneys can also use this motion to protect society from real criminals. For example, with this motion, sharp defense lawyers for hardened

¹On April 11, 1990, a short article in the back pages of the *Wall Street Journal* reported the execution deaths in communist China of four businessmen convicted of "economic crimes" against the state. Economic crimes? What exactly were their *a-point* crimes? Those businessmen were trying to deliver values to others and society by generating voluntary free trade and value exchange among people. That execution-death example is the ultimate end result of *a-point* law based on oaths of truth and manipulated by professional value destroyers.

criminals could no longer “beat the law” or “get around the law”. With this motion, dangerous or violent criminals could no longer get off on techni-

calities. This motion becomes a powerful, legitimate tool for all honest people to protect themselves and society from dishonest and destructive people.

UNJUST DESTRUCTIONS INFLICTED ON LEONA HELMSLEY
 by
UNITED STATES ATTORNEY RUDOLPH GIULIANI
ABETTED BY FEDERAL JUDGE JOHN M. WALKER, JR.

An Example of Corruptible *A-Point* Law Based on Truth
operating in the absence of
Incorruptible *The-Point* Law Based on Honesty

Corruptible Justice Through Truth Oaths and <i>A-Point</i> Laws	Incorruptible Justice through Fully Integrated Honesty Oaths and <i>The-Point</i> Laws
Illusions and Mind-Created Realities Conjured Up Through Manipulative, Unintegrated Truth Fragma <i>A-Point</i> Law	Fully Integrated In-Context Facts Revealed Through Unmanipulative, Fully Integrated Honesty Integra <i>The-Point</i> Law
<ul style="list-style-type: none"> • Accused of violating specific <i>a-point</i> laws that involve criminal jail sentences. • “Only little people pay taxes.” The media and the Justice Department use that out-of-context quote to send Leona Helmsley to a “tough jail with a stiff sentence”. The judge uses <i>a-point</i> law to look good for the media and be popular with the masses: Justice for the defendant is irrelevant; perception by others is everything. • Out-of-context condemnation of Leona Helmsley as cruel, heartless, greedy for her firing poorly or improperly performing employees. Without further integration or context, the judge concurs and allows the jury to make its decisions on such impressions. 	<ul style="list-style-type: none"> • No rational or objective laws violated. No victims. No one is wrongfully harmed. Everyone including our government, country, and society benefit enormously every year from the Helmsleys — more than from almost anyone else in history (along with other heroic producers of values, capital, and jobs — people such as Andrew Carnegie, Thomas Edison, and Michael Milken. They are among the greatest benefactors of civilization). • Innocent, ironic rhetoric dishonestly taken 180° out of context by the media, the prosecution, and the court to malign the value-producing and tax-paying giant Leona Helmsley. She is one of the biggest and best paying, individual customers of the IRS in history. ...She should be treated royally by the IRS, our government, and the public. • Takes responsibility for difficult, heroic, and courageous actions. Exercises the essence of justice. For honest justice is essential for building major competitive values for society and delivering productive livelihoods to tens of thousands of people. The Helmsleys are major benefactors of society who produce great competitive values for the American public. By contrast, her attackers in the media and justice system are envious malefactors incapable of producing net competitive values for others and society.

(Chart continued from previous page)

Corruptible Justice Through Truth Oaths and <i>A-Point</i> Laws	Incorruptible Justice through Fully Integrated Honesty Oaths and <i>The-Point</i> Laws
Illusions and Mind-Created Realities Conjured Up Through Manipulative, Unintegrated Truth Fragma <i>A-Point</i> Law	Fully Integrated In-Context Facts Revealed Through Unmanipulative, Fully Integrated Honesty Integra <i>The-Point</i> Law
<ul style="list-style-type: none"> • Splash on the cover of <i>Newsweek</i> magazine during her trial the maliciously dishonest “Bitch Rhymes with Rich” headline with a slanderously malevolent feature article. • Allegedly avoids \$1MM in taxes while paying \$300MM – \$500MM in taxes. Therefore, salaried murderers ruin her life, kill her husband, destroy her business, send her to jail. • Set harsh example for all mega-value producers. In fact, set precedent and techniques for the professional value-destroyers to ruin other mega-value producers. Politicians are not held responsible for their destructively empowered <i>a-point</i> laws used to ruin Leona Helmsley. Thus, they continue their bogus livelihoods unscathed. ...Billions lost in tax revenues. Many billions lost in capital and job creation. Five times that amount in money-flow wealth lost to society. • Prosecutor basks in unearned glory and power. He then runs for high political office, such as for Mayor of New York City. • Her life destroyed. Husband dies. Business crumbles. Tens of millions in tax revenue annually are lost to our government and society. But more important, billions of dollars in economic growth, values, jobs, and well-being are lost forever. 	<ul style="list-style-type: none"> • Through <i>the-point</i> honesty, readers and advertisers alike will clearly recognize the envious slander and the malevolent ineptness of the editors and writers at <i>Newsweek</i> magazine. • In-context honesty shows far below normal variations in calculations of tax deductions: Represents 0.5% of the total taxes paid. Normal variations are estimated at ten times that...or 5%. • A more attentive accounting reveals the Helmsleys overpaid their taxes by \$3MM rather than underpaid by \$1MM. Tax refunds are filed and paid. The political-minded prosecutor and the criminal-minded IRS agents responsible for maliciously attacking the Helmsleys are fined, fired, and held responsible for damages to the Helmsleys, to the government, and to the IRS itself. Politicians responsible for the <i>a-point</i> laws used to attack the Helmsleys and others are identified and voted out of office. The judge is impeached. • Prosecutor scorned and expelled from office. Ostracized from society until retribution is made to his past victims. • Recognized and hailed as one of America's great benefactors. Business grows. Many millions more in tax revenue are collected every year.

The Honesty Motion proposal is currently being considered by the Ninth Circuit Federal District Court. Will the Honesty Motion be denied? ...Or will the Honesty Motion be permitted to eventually replace the traditional truth oath? The historic decision will be covered in detail here in next month's issue of The Neo-Tech Report as events unfold.



APPEAL OF THE HONESTY-MOTION DENIAL

by Frank R. Wallace

"...the oath or affirmation which has been administered in courts of law throughout the United States to millions of witnesses for hundreds of years should not be required to give way to the defendant's idiosyncratic distinctions between truth and honesty."

ON JULY 9, 1990 FRANK R. WALLACE FILED THE HONESTY MOTION IN FEDERAL COURT. This historic document is a motion to base the judicial system on fully integrated honesty. As explained in the Honesty Motion, fully integrated honesty cannot be manipulated with single, out-of-context truths or facts to draw dishonest conclusions. Only by using an oath based on fully integrated honesty can contextual, objective justice be ensured. But, the current oath based on single item statements of truths or facts can lead to out-of-context, dishonest manipulations of justice.

Yet, a federal magistrate denied the Honesty Motion with a single non sequitur stating that the current oath based on truth cannot be replaced with an oath based on fully integrated honesty because the current oath has been practiced by millions of people for hundreds of years.

This is an Appeal to the Honesty-Motion denial filed by Frank R. Wallace. That Appeal is followed by two independent critiques of the Federal Magistrate's denial of the Honesty Motion.

The above quote is from a court order by a federal-magistrate filed on August 2, 1990 and received by the defendant, pro se, on Monday, August 6, 1990 by United States mail. That order denied the motion for a fully contextual honesty oath. Those quoted words were the sole reason for denying that Honesty Motion filed on July 9, 1990 by the defendant. That motion requested that the corruptible truth-oriented oath be replaced with an incorruptible honesty-oriented oath.

* * *

"...the sun rotates around the flat earth is a truth which has been firmly held by billions of persons for thousands of years and should not be required to give way to the defendant's idiosyncratic distinction between historical faith and reasoned facts."

...That hypothetical quote is the essence behind the Inquisition trial of Galileo in 1633.

Motion Request

The denial of the Honesty Motion rests on an invalid premise. Moreover, the denial of the Honesty Motion abridges the first-amendment, free-expression rights of the defendant's life-dedicated convictions to fully contextual honesty. And finally, the Honesty Motion is not only objectively and consistently valid, but is crucially relevant to unabridged justice in this trial and to law and justice in general. Thus, this appeal motion requests that the Honesty Motion be sustained.

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PART II: MOTION DETAILS

Invalid Premises

The number of persons who believe in something for however many years, centuries, or millennia is *not* a valid premise for judgments or decisions. Thus, that "millions of persons, hundreds of years" premise is invalid for judicial decisions and actions. For, that unintegrated or unconnected premise is invalid from every position of reason, logic, and knowledge. Moreover, that premise is the first cousin to the equally invalid premises that use public opinion, popularity, or polls in place of factual knowledge contextually integrated with reason and logic.

Disasters from Using Invalid Premises

If such invalid premises were valid, then the Ayatollah Khomeini with his Koran and Adolph Hitler with his Mein Kampf would represent fountainheads of "higher" knowledge from which perfect and benevolent civilizations would flow. How can such a statement evolve from the invalid "millions of persons, hundreds of years" premise? Many millions of Shiite Muslims and German citizens along with their leaders, judges, and prosecutors insisted that the laws and actions of Khomeini and Hitler were valid. Furthermore, those millions of persons based their beliefs on truths verified through promulgation by world-known intellectuals for hundreds of years as illustrated below.

From Hegel to Plato

On what truths did those millions of Muslims and Germans base their beliefs? On the truths of faith and tradition that justify dishonesty, deception, parasitism, plunder, and murder by their leaders promoting "higher" causes. And who supported and promulgated such dishonest truths? Some of the most influential but destructively bogus philosophers in history...from Hegel and Kant back to Rousseau and finally back to St. Augustine and Plato. Every one of those mystical philosophers promulgated the upside-down concept of X being superior to Y when in fact X equals value destruction and Y equals value production. More specifically:

X = *Mind-created* realities for advancing the arbitrary, a-point truths needed to usurp and dispose of precious values produced by others.

Y = *Mind-integrated* reality for advancing the resolute, the-point honesty needed to create and produce competitive values for others.

Dental of the Honesty Motion

Consider that the Honesty Motion was denied solely on the bogus "millions of persons, hundreds of years" premise. Judgments and decisions based on such premises block the development of new knowledge, correction of errors, improvement of human life, and the objective administration of justice. ...Now consider the disastrous, long-range consequences of any judicial system sanctioning decisions and actions based on bogus premises such as "millions of persons, hundreds of years," false authorities of tradition, historical non sequiturs, and popular opinions:

People 350 years ago were persecuted, imprisoned, even executed for tendering crucial knowledge developed from facts, reason, and logic that challenged established beliefs. People today are still persecuted, imprisoned, even executed for tendering crucial knowledge developed from facts, reason, and logic that challenge established beliefs. Consider the most blatant examples in current history: Castro's Cuba, Xiaoping's China, Ceausescu's Romania, Hussein's Iraq. ...Now, today, in more indirect and subtle ways than a bullet in the brain, persecutions and imprisonments of the most courageous and farsighted value producers are occurring more and more in the United States. But ironically that destructive trend has reversed itself in Eastern Europe and even in Russia. How? Through a newly rising trend toward objective reality, the-point law, and integrated honesty (Neo-Tech) in those countries.

What is the Nature of the Honesty Motion?

First, one must know what the Honesty Motion is not: It is not some idiosyncratic philosophical or intellectual exercise void of relevancy to this case or to law and justice in general. Yet, that characterization is what the federal magistrate implied as he dismissed the motion with a single non sequitur. But the

objective fact is exactly the opposite: The five essences of the Honesty Motion are:

1. properly presented as specifically and crucially relevant to this case.
2. logically developed.
3. objectively integrated.
4. factually structured with a wide array of concrete illustrations and germane examples.
5. integrally underpinned with objective metaphysics, epistemology, and ethics.

Any intellectually valid or objectively legal challenge to the Honesty Motion must address the five essences listed above. ...In addition to being specifically relevant to this case, the honesty motion is profoundly relevant to law and justice in general, not only in America but worldwide.

Demonstrating the Validity of the Honesty Motion

The federal magistrate subjectively denied the Honesty Motion with a non sequitur ...with an unintegrated, irrelevant a-point. Indeed, unintegrated a-points can always be subjectively plucked from an infinite parade of arbitrary, mind-created realities. Such a-points can serve any rationalization, whim, or desire. Moreover, such a-points evade the responsibility, discipline, and effort required to respond within the strict boundaries of objective, mind-integrated reality.

Thus, the federal magistrate's denial eloquently demonstrated the validity of and need for the Honesty Motion — for incorruptible the-point law based on the dynamics of fully integrated honesty. The federal magistrate's denial also validated the twin pillars of judicial and social needs upon which the Honesty Motion rests:

Pillar A: The need for eliminating corruptible, manipulative, a-point law based on the static assertions of truth as illustrated in the Honesty Motion and its denial.

Pillar B: The need for objective justice through incorruptible, nonmanipulative, the-point law based on the dynamic process

of integrated honesty as illustrated in the Honesty Motion and its denial.

The Honesty Motion Will Never Cease Until Fully Implemented

Dismissing the Honesty Motion with a non sequitur will not diminish the significance or inevitability of incorruptible, honesty-based, the-point law. To the contrary, the Honesty Motion will return again and again, stronger and stronger, at every opportunity, until incorruptible the-point law based on the nonmanipulative *dynamic process* of honesty replaces corruptible a-point law based on the manipulative *static assertions* of truth.

Five Conclusions

1. The premise of the federal magistrate's denial of the Honesty Motion is invalid by all standards of objective reason and logic.

2. Denial of the Honesty Motion will lead to the abridgment of justice in the defendant's trial. For, by administering the truth oath rather than the honesty oath, justice can be subverted by the manipulation of a-point facts, truths, and law.

3. Denial of the Honesty Motion would abridge the defendant's first-amendment right to free expression.

4. Denial of contextual honesty in law always leads to increasingly subjective, corruptible, a-point law and justice. Without the demand for and discipline of contextual honesty in law and justice, professional value destroyers will increasingly proliferate throughout society as described in the attached Honesty Motion.

5. Acceptance of contextual honesty in law leads to objective law, which in turn leads to incorruptible, nonmanipulative, the-point law and justice. With the demand for and discipline of contextual honesty in law and justice, professional value destroyers will increasingly be driven from society as described in the attached Honesty Motion. ■

In predictable a-point response to the formal Appeal that in itself demonstrates the validity of the Honesty Motion and the weakness of the traditional truth oath, the United States Ninth Federal District Judge who reviewed the appeal concluded that "...According to Local Rule 510-1, this court may reverse a magistrate's order only if it is clearly erroneous or contrary to law. ...The defendant's objections are over-ruled."



Appeal Brief to the Honesty Motion

Part I SUMMARY

The concept of the Honesty Motion is presented in the attached Motion of July 9, 1990 and in the attached Appeal of that Motion of August 21, 1990 to the U.S. District Court.

Denying the use of the attached Honesty Motion would deny the defendant his Constitutional Rights to a fair trial. Denying the Honesty Motion would also deny the defendant and other defendants of future fair trials.

Fifth-Amendment and Sixth-Amendment Rights

A fair trial would let the defendant testify and call witnesses to testify at his own trial. The right to testify, to give full and honest testimony, and to call witnesses at one's own trial is provided by the Bill of Rights. By contrast, to deny the right to testify and call witnesses would violate the defendant's Fifth-Amendment and Sixth-Amendment Rights to due process.

First-Amendment Rights

Requiring the defendant to use the present oath would profoundly violate the defendant's First-Amendment Rights to freedom of belief. For, through his conscientious convictions — convictions that are the central theme of all his published books and writings for the past 22 years — the defendant adamantly opposes both in principle and in actual use the current "Truth" oath. Indeed, under cover of "truth," that oath allows the maneuvering of both the law and "true" facts for questionable or self-serving ends. Moreover, the present oath invites out-of-

By Frank R. Wallace

context use of law, evidence, and testimony for potentially dishonest and unjust ends.

By contrast, an honesty oath demands that law, evidence, and testimony be locked into noncontradictory context. Thus, with the Honesty Oath, no one can manipulate law, evidence, or testimony to self-serving or unjust ends.

With the current "Truth" Oath, one can maneuver law to evade justice as well as to pursue questionable or self-serving policies, agendas or motives that harm society. The "Truth" Oath also lets heinous or bona fide criminals escape justice by hiring lawyers skilled at maneuvering law. By contrast, the Honesty Oath serves justice through making impossible the manipulation or distortion of law, evidence, or testimony. For, again, the Honesty Oath requires that every presentation of law, evidence, and testimony be locked into full, noncontradictory context within the scope of all available, relevant knowledge.

The Honesty Motion in no way weakens the right against self-incrimination by any defendant or witness. In fact, the Honesty Motion assures protection of that crucial right — the keystone right that prevents legal proceedings from falling back to the Inquisitions and Star Chambers.

APPEAL REQUEST

This Appeal Brief requests that the Appellate Court sustains the attached Honesty Motion of July 9, 1990.

The request for the Honesty Oath is simple and reasonable. The defendant is merely requesting that

he and his witnesses be allowed to voluntarily affirm or swear to speaking honestly in addition to speaking the truth. Who could object to legally binding oneself to being honest in addition to being truthful? And why would anyone object to requiring honesty in addition to truth?

Consider the reason and need for the Honesty Oath: The "Truth" Oath allows facts, questions, and testimony to be taken out of context and manipulated to dishonest or unjust ends. By contrast, the Honesty Oath prohibits the purposeful manipulation of facts, questions, and testimony for any purpose or agenda.

Part II DETAILS History

Runnymede, England, June 15, 1215 A.D., the most radical evolution of law and justice in history became a practical reality. The Aristotelian concept, lost during the Dark Ages, that laws should serve the individual not the ruling class struck thunderously in a legal motion that led the world out of the Medieval Period and into the Renaissance. ...King John had signed the Magna Charta. The first legal wave toward consistent justice had begun.

That epochal event was capped 574 years later in Philadelphia: The United States Constitution appeared as a brilliant star in 1789, leading the enlightened development of the Western World for the next two hundred years. The strength of our Constitution was forged in eloquent simplicity through a brief Preamble combined with but seven brief Articles. Two years later, the Bill of Rights comprising ten amendments was added. ...That masterfully succinct document has to this day served to protect America and its citizens from political oppression and tyranny. Growing atop that first wave originating from the Magna Charta, the second legal wave toward even more consistent justice grew from the United States Constitution and its Bill of Rights.

Today, on the two-hundredth anniversary of the Bill of Rights, its ten amendments are summoned in this Appeal Brief for perhaps their most important mission — to usher in the next evolution of law. That evolution will yield major advances and benefits through an oath that permits only objective law and fully integrated honesty. ...Those advances and benefits will roll in as thunderously as those from the Magna Charta and the Constitution. Growing as the third legal wave, the Honesty

Motion will deliver consistent, incorruptible justice forever into the future.

Background

To reach the new and improved, one must first pass through the old and flawed. Indeed, the defendant must first work within the current, flawed a-point system of law as identified in the attached Honesty Motion. In contradiction to the Honesty Motion, the defendant must cite current a-point laws in presenting this Appeal Brief to the Appellate Justices of the United States Ninth Circuit Court of Appeals for their deliberations and decisions.

Yet, historically, the use of case law or common law was a crucial evolution from the Magna Charta in moving toward a more objective, consistent system of law. Indeed, the evolution into common law made statutory law more equitable and just. Ultimately, however, consistently objective law can be based only on a nonmanipulative process of honesty, not on manipulative assertions of truth. Still, sincere use of case law certainly makes the application of statutory law more objective and just. Indeed, development of common law was the initial move toward integrated honesty.

Even statutory law itself, especially when applied to obvious hard crimes such as murder, assault, rape, and robbery can deliver objective justice with relative consistency. But, unless anchored or locked into the nonmanipulative process of honesty, statutory and common law alike can be manipulated to serve unjust or harmful ends. Such manipulation especially occurs in pseudo-criminal and civil-tort cases. Such cases are increasingly designed not to serve justice but to serve political or special-interest ends — or self-enriching agendas. ...The manipulation of unanchored law based on "truth" is accelerating in America. In turn, those manipulations of law are increasingly subverting our government, economy, and national security.

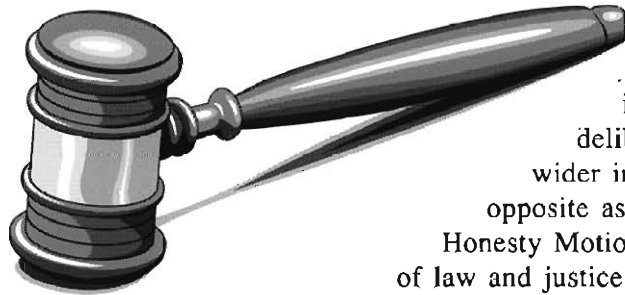
Still, the case-law citations in this Appeal demonstrate that past history, including the most current rulings and opinions, consistently "support" the defendant's constitutional right to the Honesty Oath. And, in the pretrial proceedings, the prosecutor himself offered no objection to either the Honesty Motion of July 9, 1990 or the Honesty-Motion Appeal of August 21, 1990. Moreover, without request for such, the U.S. District Court Judge Lloyd D. George unilaterally filed this Interlocutory Appeal on behalf of the defendant.

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Most important, all political, legal, and social advances by nature move toward the process of honesty and away from the static assertions of "truth." In addition, all historical progress moves by nature toward a *the-point* system of law based on fully integrated honesty. With the development of the-point law as defined and explained in the attached Honesty Motion, both law and justice become increasingly consistent and immune to arbitrary change. Why? Because the-point law is by nature noncontradictory.

Consider how American society progressed under our Federal Constitution: With their framing of the Constitution, our founding fathers changed the idea of government serving authoritarian rule to government serving individual citizens and society. Thus, the idea changed from government serving the state or the ruling class to government serving individual growth and development. That single change in concept allowed an ever increasing production of prosperity and happiness for others and society.



To understand that beneficent change in government, one must first understand the difference between the government and the State: Over a half century ago, journalist Albert Jay Nock identified the difference between the government and the State. The government is a social institution designed to protect and benefit its citizens and society. By contrast, as Nock identified, the State is an antisocial system designed to perpetuate and expand a parasitical ruling class consisting of those politicians and bureaucrats who are dishonest and destructive.

To initiate America's momentous evolvement into a beneficent government and prosperous society, Thomas Jefferson and our founding fathers recognized the necessity to confront the old system of authoritarian government with an armed revolution. The American Revolution was imperative to break the grip of tyranny based on dogmatic rule that prohibited free competition of ideas.

Now, today, to effect an analogous evolvement of beneficent law and justice, we must recognize the

need to confront the old system of corruptible law with an honesty revolution to incorruptible law. Indeed, that honesty revolution will break the grip of manipulative a-point law — law based on corruptible "truth" rather than incorruptible honesty.

The moral responsibility of every conscious being is to grow through new knowledge in order to move society toward ever increasing levels of prosperity and happiness. The Honesty Motion represents the evolution to more advanced levels of law and justice — levels that will eventually eliminate crimes, wars, and sufferings caused by power usurped through manipulated laws and "truths."

Implementing the Honesty Motion

The meaning and implementation of the Honesty

Motion may on superficial consideration seem idiosyncratic and disruptive — too different and inconvenient. But, on more

deliberate considerations from

wider integrations, one discovers the

opposite as the fact: Implementing the

Honesty Motion represents a major evolution of law and justice required for all advancing civilizations. That evolution is required to grow beyond our current state of law and justice that is now retrogressing toward decline, breakdown, and chaos.

The Honesty Motion, therefore, must and will be implemented — if not in this trial, then through the coming literature and future trials. Nothing can stop the Honesty Motion from evolving into those natural dynamics of an advancing civilization. For, the process of honesty anchored in reality is the natural, inevitable evolution into the future. This natural evolution of law and civilization will leave behind a legal era during which law and "truth" could be manipulated into agenda-serving ends that violated justice and harmed society.

Thus, this Appeal Brief asks the Justices of the Ninth Circuit Court to summon their foresights in seizing this opportunity to advance civilization toward nonmanipulative, objective law and justice.

As with any fundamental advance in civilization and knowledge, much courage and foresight are required to break from the old, the familiar, the seemingly safe. For, the Honesty Motion means the end to the abusive aspects of law that are escalating today. A large majority of law practiced today would be greatly simplified or eliminated by the

Honesty Motion. That simplification and elimination of large areas of destructive and consumptive law would, of course, financially rock the legal profession. But the benefits to our country and society would be immediate and profound.

Yet, even the severe financial readjustment inflicted on the legal profession would be temporary. Indeed, the lawyers and judges themselves will eventually benefit the most. For, they would reestablish law on a consistently healthy, incorruptible basis, especially civil law, to prevent the collapse of an increasingly unpopular system of corruptible law. ...Without eventual implementation of the Honesty Motion, the expanding value destructions through the current legal system would eventually collapse the foundation of law, bringing chaos and anarchy.

The Honesty Motion leads to incorruptibility in all court and legal proceedings. That incorruptibility, in turn, cuts off manipulated agendas and injustices not only by defendants and prosecutors, but by judges themselves. For a legal system based on fully integrated honesty prevents dishonest or immature judges from ruling through self-gratifying emotionalisms, insecure egos, or arrogant power.

In addition, the Honesty concept would greatly reduce the work load on the court system, allowing the court not only to crystallize the integrity for the entire justice system, but to eliminate the unjust, easily corrupted idea of plea bargaining. Most important, with the Honesty Motion, the court could immediately assume its constitutional role of being the ultimate protector of our government, country, and society. How? By using the Honesty Motion to seize its constitutional power in removing those destructive areas of power usurped and accumulated by the Legislative and Executive branches of government. By nature, the Honesty Motion can end all legal corruptions inflicted upon society — legal corruptions and manipulations used to accumulate destructive power.

A Historic Role for the Appellate Justices

The Appellate Justices of the United States Ninth Circuit Court can now play a key role in history by exercising their Constitutional responsibilities. They can retrieve the constitutional power for our Judicial branch of government. For decades that

power has been sapped by the power-usurping directions of the Legislative and Executive branches. By contrast, the Judicial branch is the only entity in America with both the constitutional power and moral responsibility to protect our country and government from political harm. Only the Judicial branch has the power to reverse the destructive power usurpations being garnered by an increasingly presumptuous and invasive ruling class. ...The Appellate Justices can fulfill that responsibility by exercising their constitutional power through using the Honesty Motion to emasculate all usurped power. How?

“...The Honesty Motion represents the evolution to more advanced levels of law and justice — levels that will eventually eliminate crimes, wars, and sufferings caused by power usurped through manipulated laws and ‘truths.’ ”

Consider that in any trial, court, or legal proceeding, all evidence and statements can be subjected to a process of integrated honesty. That process includes locking or connecting together all relevant information into noncontradictory contexts. At the same time, that process includes delimiting all information to only that which is relevant. ...As Aristotle identified, in reality contradictions cannot exist. But contradictions always exist in manipulated illusions, mind-created “realities,” and dishonest agendas.

Yet, in practicality, how does one apply the Honesty Motion to end those manipulated illusions and dishonest agendas? Consider harmful or bogus laws enacted for power usurpations. The contradictions of each such law is unmasked on examination through integrated honesty. Resolving those contradictions means breaking the illusions supporting each such harmful law or situation.

Those illusions are almost always designed hypocritically or speciously to project doing “good,” serving society, or protecting the public. The bogus and destructive nature, for example, of many “financial” crimes, business regulations, and “protective” laws are immediately revealed on examination with fully integrated honesty. Specifically, many antitrust laws, SEC regulations, and deep-pocket tort litigations grow and exist entirely

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on contradictions and manipulated illusions.

By the courts exercising the Honesty Motion, they can assume control over all such corrupt proceedings throughout the legal profession, government, and business. From that judicial control, all such corruptions can be consistently eliminated by the courts.

Most important, once publicized, all people can use the Honesty Motion to protect themselves and their assets from destructive laws, abusive power, excessive civil litigations, and dishonest prosecutions. Prosecuting attorneys can also use the Honesty Motion to protect society from genuine criminals who damage others through guns, fists, force, fraud, or coercion. For example, with that motion, clever defense lawyers hired by dangerous or violent criminals can no longer "beat the law" on technicalities. The Honesty Motion is a powerful, legitimate tool to protect society from dishonest and destructive people, both in and out of government.

With the Honesty Motion, the court can lift the legal profession to a foundation of incorruptible justice. The court can lift the entire concept of law to reside upon that never-before-achieved foundation of honesty. Utopian? No. For, implementing the Honesty Motion establishes the simplest, easiest to apply, most practical foundation upon which objective law and justice were always meant to reside — the foundation of honesty.

The Contradiction of This Brief

Now we are nearly ready to move into Section Two [not included with this article] that "supports" this Brief with various case law. With the current a-point system of laws, Section Two is the crucial document for determining laws, judicial decisions, and ultimately the conduct of our government. But this a-point system of laws in essence becomes like a chess game with maneuvering unintegrated pieces of law to create illusions that "prove" various positions for special-interest gains, agendas, or policies.

That maneuverability of a-point facts and laws increasingly opens the legal system to control by those most skilled at manipulating chess-like moves and poker-like deceptions. In such a system, justice itself increasingly becomes secondary or irrelevant. That a-point system results in justice being replaced by maneuvered illusions. And such illusions are usually designed to serve self-aggrandizing agendas harmful to our government and society.

With the coming the-point process of law based

on the Honesty Motion, Section Two consisting of maneuverable, unintegrated laws would become largely extinct. Instead, all facts and laws relevant to the point under consideration would be more efficiently integrated into a nonmaneuverable unit — such as done in this Section One as well as with the Section Ones of the attached Honesty Motion and Appeal to the District Court. Then, from that fully integrated unit of honesty and law, one can much more easily make valid and accurate decisions.

...With the Honesty Motion, all contradictions of unintegrated, a-point facts, laws, or "truths" become obvious and are discarded.

This Appeal Brief is submitted under the current a-point system of laws. Thus, Section Two used to support this Brief becomes a contradiction. Yet, that contradiction is presented not only to meet the current a-point requirements of the court, but to illustrate the erroneous nature of a-point law. How? By juxtaposing the-point processes of law reflected in Section One against a-point assertions of law reflected in Section Two.

Support for the Honesty Motion need not come from voluminous, unintegrated facts, "truths," and case-law citations maneuvered to create illusions of support. But rather, support for the Honesty Motion comes from a solid block of fully integrated honesty presented in a simple, straight-forward, objective manner.

Conclusion

The moment facts and truth are taken, used, or maneuvered out of context, they become instruments of deception, destruction, and injustice. By contrast, the very nature of honesty demands fully integrated context. Thus, within the limits of available knowledge and innocent errors, honesty guarantees justice.

In sustaining his conscientious beliefs and life work, the defendant cannot support an oath or system based on corruptible "truth." Moreover, the defendant has a social responsibility to protect his First-Amendment rights, especially when he readily offers to abide by an even more exacting oath demanding honesty in addition to the truth. ■

Coming next month...

"The Trial of Dr. Frank R. Wallace."

The Neo-Tech Protection Kit

Preface by John Flint

The following correspondence has been used to successfully confront the professional parasites and neocheaters who daily latch onto innocent producers to drain their values. Left unrecognized and thus unchecked, those leeches and neocheaters will suck the innocent, honest producer dry of life and happiness. But that will never fall upon those producers who fully recognize and firmly stand on two immutable facts that will never change:

1) Producers of objective values are fully mature, evolved human beings who continually enhance the lives of others and society. Thus, they are moral beings. They survive by producing values for others. By nature they are beneficial and valuable. They have earned genuine power, prosperity, and happiness.

2) Leeches and neocheaters are immature, unevolved human beings who live by diminishing the lives of others. Thus, they are immoral beings. They survive by usurping values through deception, fraud, force. By nature, they are destructive and worthless. And they hold no genuine power, control, or happiness.

Producers who fully know and stand firm on those two facts can protect their valuable lives and happiness. The following samples of communication use those two facts to fend off all destructive mystics and neocheaters.

The letters in this protection kit let one learn how to repel past, present, and future parasites and neocheaters. Similar letters or portions of letters can be used or assembled for defending against and rejecting all neocheaters ranging from specious external “authorities” to the pseudo intellectuals in the media and universities and in all areas in which neocheaters drain life, prosperity, and happiness from all unknowledgeable, innocent producers of values.

An eloquent disclosure of a person’s deepest and often most hidden nature — an exquisite separator of Neo-Tech from neocheaters and mysticism — arises from each individual’s reaction to Neo-Tech. The types of reactions and the reasons for those reactions fall into three categories:

1. Honest Producers

Neo-Tech causes, often abruptly, an awakening of their ideas, values, and power that they always sensed but kept suppressed beneath their consciousness because of the false guilt and confusion foisted on them by the prevailing professional parasites, neocheaters, and external

The Neo-Tech Protection Kit

authorities.

2. Unproductive Mystics

Neo-Tech reveals how mystics are nothing. Their lives, self-esteem, beliefs are based on nothing. To the extent they are mystics is the extent that they are incompetent to live — incompetent to produce, achieve prosperity, experience love and happiness.

Mysticism is man's greatest scourge. For it is the negation of reality — the negation of life itself. Everyone who is a mystic not only is destructive of values to the extent that he is a mystic but is also a loser, unable to achieve the potentials available from human life. Mysticism is based on nothing. And from that nothingness come the social mystics (professional parasites and neocheaters). They are the external authorities such as government and religion. Their authorities are unreal with no basis in reality. Neo-Tech undermines and will eventually eliminate all mysticism. Thus, Neo-Tech will eliminate the power of all professional mystics and neocheaters.

3. Parasitical Neocheaters

Neo-Tech identifies how neocheaters knowingly manipulate mysticism in order to conceal reality and gain a power that has no validity in reality. Neo-Tech identifies how that power is based on nothing and how that power can be withdrawn from the professional parasites and neocheaters with Neo-Tech.

Neo-Tech always focuses in two directions:

1) on the **negative** of identifying, avoiding, or curing mysticism and neocheating that prevents everyone from experiencing limitless prosperity, power, and happiness, and...

2) on the **positive** of identifying, proving, and teaching how Neo-Tech offers everyone prosperity, romantic love, and happiness.

Neo-Tech Delivers

1) the tools with which anyone can withdraw the power granted to professional mystics and neocheaters.

2) reliable, consistent defenses against those who can attack, harm, or drain one's life, including:

a. harmful or parasitical family members, relatives, friends, acquaintances.

b. religious, political, academic, business, union, and consumer neocheaters.

c. government authorities, regulators, and agents of force.

3) practical life-saving tools for all honest and productive people. Those tools allow them to collect their earned rewards of prosperity,

The Neo-Tech Protection Kit

love, and happiness.

**A Concluding Note about Volume I
of the Neo-Tech Protection Kit**

Volume I of the Neo-Tech Protection Kit demonstrates how to deal with the endless attacks of “a-point” value destroyers and bogus job bureaucrats in government and society. Those people make livings not by building competitive values that others would willingly pay for, but by attacking, regulating, and controlling the most moral beings on earth — the competitive value producers. As demonstrated throughout Volume I, only by sticking to “the point” can value producers defend themselves against the increasingly vicious attacks of envious value destroyers.

So sit back and enjoy your adventure into Volume I of the Neo-Tech Protection Kit.

INTRODUCTION

By
Brett Peters

In August 1989, I & O Publishing Company released the long-awaited manuscripts *Neo-Tech[®] Business Control*. For the first time in history, average men and women are now obtaining the tools to accumulate great wealth and power. This revolutionary power/wealth system is currently being injected into jobs, careers, and new business ventures the world over. People everywhere are realizing that once they possess the knowledge of Neo-Tech[®]/Neothink[®], they become unstoppable.

As these people begin cashing in with Neo-Tech[®]/Neothinking, a new need arises. These people now need the tools to protect their new-found wealth and power. For, as money and values increase, so does the presence of neocheaters. Neocheaters are drawn to those elements like metal shavings to magnets. Sooner or later they will come for all who are successful. And they will do everything in their power to usurp the livelihoods and well-being of such productive people.

Neocheaters view their victims as “easy prey”. For, most people know nothing of the neocheaters’ techniques. Most people are unaware of the neocheaters’ dishonest tools. (Neocheaters are explained and exposed in NeoTrends™ 12.)

With Neo-Tech[®], however, you possess the knowledge to identify and dismiss neocheaters. Still, you need more. For just identifying neocheaters is not enough. To protect yourself and your family, you must possess the weapon to fend off all neocheaters.

As I & O grew into an international company, certain neocheaters realized that I & O and Neo-Tech[®] must be stopped. For I & O was no longer just a small group of writers disseminating “radical literature.” I & O began to use the same techniques delivered throughout *Neo-Tech[®] Business Control* to sow Neo-Tech[®] seeds around the globe. And the fully integrated honesty of

Neo-Tech represents the eventual apocalypse of neocheaters. The ultimate battle awaited. A battle of good versus evil, honesty versus dishonesty, value producers versus value destroyers, Neo-Tech® versus Neocheaters.

On November 3, 1986, the single greatest neocheating agency in the western world smashed through the doors of I & O with loaded guns and swinging fists. The November-3rd behemoth came to destroy I & O. Sixteen agents of force smashed through the doors: they beat and kicked to the ground our gentle Children-and-Games editor. They ravaged the business offices. They threatened and abused the writers and researchers. They mindlessly and systematically destroyed everything in their path — destroyed priceless values that took 18 years to build. They came to bury Neo-Tech® forever.

Instead, they walked into a trap. Patiently, I & O had waited six years for that attack. Finally the trap was sprung. And now, the November-3rd organization is caught in the inescapable Neo-Tech®/Neothink® matrix. That full story is told in Volume Two of the Protection Kit and is too sensitive to put online. (However, that Ultimate Battle is told in the Frank R. Wallace *Deep Dive* found in the Profit Zone. Every brave, ambitious lawyer who wants to pursue The-Point Neo-Tech® Law needs that *Deep Dive* in his or her library.)

You are, at this moment, holding in your hands what appears to be a simple manuscript of letters below. But what comes below is more, so much more. For this publication contains the power of Neo-Tech® over neocheating. Neo-Tech® can expose and then stop those neocheaters who come to usurp the livelihoods and well-being of value producers. Nowhere else will you find such information.

This knowledge was not created overnight. This knowledge was developed, tested, and honed for years. Ten years of hard work was spent discovering the most effective approaches in confronting, exposing and defeating neocheaters head on. And these tools were finally put to the ultimate test on the day *after* November 3rd. As I & O disengaged into a company without a company and a company

without a country, the November-3rd organization began to taste the power of Neo-Tech[®].

As you read and study the letters below, you will notice that a familiar thread runs through them all. That thread weaves together several key elements in each letter. These elements are:

- 1) fully integrated honesty
- 2) a rational, non-emotional approach*
- 3) unyielding strength and courage
- 4) fact-oriented...*all* facts in context
- 5) an uncompromising stand
- 6) a clear distinction between value producers and value

destroyers: bypassing all the **a** points to focus on **the** point in dealing with neocheaters — the ONLY point: *Who are the value producers and who are the value destroyers?*

The six elements above are used by I & O Publishing Company in meeting and defeating neocheating ploys launched against them without the use of lawyers. As you read each letter, search out those six elements and understand how they are used.

I will periodically provide needed orientation and offer insight throughout this publication [enclosed in brackets] to help you understand and hone in on those elements.

No one can stop the forward drive of fully integrated honesty. When confronted with fully integrated honesty, rationality, unyielding strength, the integrated facts, an uncompromising stand, and a focus on **the** point, neocheaters are exposed and retreat in fear.

And now you too can learn to confront, expose and defeat neocheaters whenever they come to usurp your property and life. Arm

* Emotion can be used honestly and effectively as long as one controls his/her emotion and uses it as a tool rather than allowing emotion to control oneself and distort reality.

yourself with the sword and shield of fully integrated honesty!

Do not take this publication lightly. For without it you will be “easy prey” for neocheaters. With the *Neo-Tech® Protection Kit*, you can release yourself from the 3000 year hoax of the parasitical-elite class.

Brett Peters,
Curator of the Neo-Tech Archives

**THE
NEO-TECH[®]
PROTECTION KIT**

Volume I

**for the
Value Producers
To Defend Against the
Value Destroyers**

THE SUPREME CONSTITUTION

Article 1: No person, group of persons, or government may initiate force, threat of force, or fraud against any individual.

Article 2: Force may be morally and legally used only in self-defense against those who initiate or threaten physical force against any individual.

Article 3: No exceptions shall ever exist for Articles 1 and 2.

December 26, 1981

Mr. Thomas E. Billings
University of Missouri
Columbia, Missouri 65211

Dear Mr. Billings,

We have received your threatening letter written on University of Missouri letterhead paid for by taxpayers. Flaunting some kind of a "consumer-protection" position, you gratuitously libeled our company with untruthful assertions and before-the-fact accusations. You then maliciously forwarded on University of Missouri letterhead your libelous remarks to the Attorney General of Nevada.

For the past 13 years, I&O Publishing Company has delivered objective values to nearly a million satisfied customers throughout the world. As a producer of objective values, we are certainly not intimidated by academe who live off the taxpayer, unable themselves to produce objective values that others would willingly buy in a free market. ...Consider this irony: I&O is supported by the voluntary choice of many thousands of consumers. But most professional "consumer advocates" are supported by involuntary taxes extracted from everyone.

And you know exactly what I am talking about, Mr. Billings. Moreover, you know that our literature threatens the very root of those academe who fear having to produce saleable values for a living. They would dearly like to rid the world of the likes of us. You are not the first academe who has lashed out at us, and you will not be the last. But we are protected by the first amendment, just as you are. And you do not have the right to libel us because your beliefs differ from ours.

I am enclosing the printed supplement to the NTP Report. That report clearly distinguishes producers from neocheaters. I offer this report out of good will. For the report identifies a happier, more honest, productive approach to life: And why not choose a productive life based on creating saleable

values rather than a destructive life based on neocheating (e.g., attacking value producers from a sterile academic position)? Choosing to be a value producer not only delivers genuine benefits to oneself and one's family, but to everyone in this world.

Sincerely,

John Flint

cc: Dr. James C. Olson, President
University of Missouri
Columbia, MO 65201

Editor's Note:

[Academe neocheaters such as Mr. Billings are extremely destructive. They directly control innocent minds — the youth who sit in their classes day after day. John Flint's letter projects fully integrated honesty and projects strength. For, the value producer and only the value producer has real power. Thus, I&O fears no neocheater. ...Academe will spend hours discussing and analyzing a points. But the point remains unshaken and is boldly stated in the letter: Mr. Billings does not produce competitive values. He is threatened by Neo-Tech. I&O, on the other hand, produces competitive values others willingly buy in the market place. ...No reply from Mr. Billings was ever received. BP]

January 9, 1982

Mr. Sy Newmark
Consumer Affairs Division
Nevada

Dear Mr. Newmark:

Thank you for informing us about a complaint from Mr. Blonigan. Our records show this:

On July 3, 1981, Mr. Blonigan ordered our 172-page manuscript titled, "Neocheating" for \$69.95. On July 6, 1981, we sent him the newly revised edition titled Neo-Tech I. Also we sent at his insistence and without additional charge the precursor to Neo-Tech II, a manuscript titled, "Psychuous Sex". Moreover, we sent him without charge a work titled, "Consciousness: The End of Authority". Then on August 21, 1981, we sent Mr. Blonigan the newly released 452-page Neo-Tech II, again without charge. And we also sent Mr. Blonigan Neo-Tech III-V free of charge.

On October 14, 1981, over a month past our 30-day guarantee period, Mr. Blonigan returned Neo-Tech I in a well-used condition (along with some of the other books sent without charge). At the same time, without giving us a chance to respond, he tried to intimidate us into sending him an immediate refund by using a scurrilous letter that threatened to "expose us as criminals" to various government agencies.

If Mr. Blonigan had been reasonable, we probably would have arranged for a refund, even though we were under no obligation to do so since the guarantee period had long expired. But, on principle, we will not accommodate those who try to intimidate us into issuing undeserved refunds or obtaining unpaid for products. We will, however, return Mr. Blonigan's well-used copies of Neo-Tech I and II if he requests.

Sincerely,

John Flint *(See next page)*

Editor's Note:

[Look again at the elements listed on page iv. Let's see how each element is injected into the above letter:

1) Fully integrated honesty: Mr. Flint does not attempt to be evasive or dishonest in any way. He never needs to. The overall feel of the letter, in fact, projects an honest, matter-of-fact, rational attitude. Many people, when confronted with an external authority, have a tendency to become defensive, evasive, nervous, even paranoid. All of these feelings lead only to the desire to be dishonest, which in turn delivers more power to the external authority.

2) A rational, non-emotional approach: In every case, irrationality does nothing but to weaken your stand. External authorities welcome highly-emotional types of responses and reactions because it only transfers more power to them. As mentioned above, the matter-of-factness of the preceding letter delivers more power to Mr. Flint, leaving the external authority no recourse of action. As previously stated, there is a subtle point that must be understood about the power of using emotion. If the writer is out of control emotionally, then the emotions he injects into his letter will weaken his stance. However, if the writer is in control of his emotions, then that emotion can be used as a powerful tool in fending off neocheaters and external authorities. The letters near the end of this publication will make that point obvious.

3) Unyielding strength and courage: This effective element is usually very subtle and may be invisible in some of the following letters, but it is still there. The proper use and best time to utilize this element will be more obvious in later letters.

4) Fact-oriented: Always stick to the facts. State them simply. If there are several facts then try to use one or two sentences for each. In the end, the facts must appear obvious.

5) An uncompromising stand: Mr. Flint does not state out of fear or anything else that he will do this if they do that. External authorities feed off compromise.

6) A clear distinction between value producers and value destroyers: Bypassing all the a points to focus on the point in dealing with neocheaters. The *only* point is: Who are the value producers and who are the value destroyers? External authorities are powered

by a points. By always recognizing and sticking to the point will be the one element that continually delivers the “knock-out punch”.

Search out those elements again in the letter on the preceding page. For they are all present. Fully integrated honesty, rationality, fact-oriented, unyielding strength and courage, an uncompromising stand, and a point vs. the point. The point is that Mr. Blonigan is a value destroyer (see below). I&O Publishing Company is a value producer.

The Blonigan case continues to this day. Mr. Blonigan’s self-esteem is shattered by Neo-Tech. Thus, he has vowed to stop Neo-Tech using any means possible. Along with highly threatening letters to the Neo-Tech Center, he also sends letters to every government agency he believes could harm I&O, to every politician in the House and Senate, even to the U.S. Ambassador to the U.N. He has sworn to put I&O out of business, has attempted to recruit others in his personal crusade, and wants to see the government “come down on I&O like a ton of bricks”.

Are Mr. Blonigan and others like him succeeding? Since the above letter, I&O has grown from a small publishing house in Nevada to an international business with offices and bantam companies operating on six continents and doing business in 151 countries. Neo-Tech is currently available in eleven languages with more on the way. And today, Neo-Tech is being heard on radio and TV.

Pathetically, Mr. Blonigan drove all the way from New York to Nevada to confront an I&O writer in small claims court. The judge threw out the case in disbelief. Outside the courthouse, Mr. Blonigan, profusely overweight and controlled by emotions of envy and resentment, yelled perverse obscenities at the trim Neo-Tech writer, got in his camper and drove back to New York. BP]

Editor's Note:

[The following is a reprint of the previous letter. It contains remarks that were originally penciled in by John Flint. Flint's remarks are enclosed in brackets].

January 9, 1982

Reference: Your file # L-15353-6

Mr. Sy Newmark
Consumer Affairs Division
2501 East Sahara Avenue
Las Vegas, NV 89104

Dear Mr. Newmark:

Thank you for informing us about a complaint from Mr. Blonigan. Our records show this:

On July 3, 1981, Mr. Blonigan ordered our 172-page manuscript titled, "Neocheating" for \$69.95 [plus extra for special shipping and handling from Nevada rather than normal shipping from I&O's facilities in Delaware]. On July 6, 1981, we sent him the newly revised edition titled Neo-Tech I. Also we sent at his insistence and without additional charge the precursor to Neo-Tech II, a manuscript titled, "Psychuous Sex". Moreover, we sent him without charge a work titled, "Consciousness: The End of Authority". Then on August 21, 1981, we sent Mr. Blonigan the newly released 452-page Neo-Tech II [which was never returned], again with-out charge. And we also sent Mr. Blonigan Neo-Tech III - V free of charge [two copies sent, neither returned].

On October 14, 1981, over a month past our 30-day guarantee period, Mr. Blonigan returned Neo-Tech I in a well-used condition [not resalable] (along with the other books sent without charge). [He acknowledged in writing that he was returning the manuscript past the guarantee period with the comment, "hope you don't refund as I'd rather see you in the federal pen".]. At the same time,

without giving us a chance to respond, he tried to intimidate us into sending him an immediate refund by using a scurrilous letter that threatened to “expose us as criminals” to various government agencies. [Mr. Blonigan also wrote to every congressmen in Washington, in both the Senate and House, in his “life-long crusade” to put Neo-Tech out of business. He wrote poison-pen letters to magazines, newspapers, and every consumer agency in Nevada. He also contacted UN Ambassador D.P. Moynihan and stormed the offices of the New York DMA (Direct Marketing Association), the Better Business Bureau, and a consumer-affairs oriented radio station about stopping Neo-Tech.]

If Mr. Blonigan had been reasonable, we probably would have arranged for a refund, even though we were under no obligation to do so since the guarantee period had long expired. But, on principle, we will not accommodate those who try to intimidate us into issuing undeserved refunds or obtaining unpaid for products. We will, however, return Mr. Blonigan’s well-used copies of Neo-Tech I and II [He returned only the obsolete edition of “Psychuous”. The revised, 454-page Neo-Tech II was never returned.] if he requests.

Sincerely,

John Flint
Editor

February 8, 1982

Alan B. Ostroff, Esq.
United States Postal Inspector
Las Vegas, Nevada

Dear Mr. Ostroff,

This letter summarizes the seven points my associate, Mark Hamilton, and I made during our meeting of January 26th:

1. WHAT IS I&O? WHAT IS NEO-TECH?

I&O stands for Individualism and Objectivism. Since 1968, I&O has been a registered trade name for my writings. With I&O, I develop and distribute my writings through specialized markets until my manuscripts reach a wide audience. Then I release my work to New York publishers for mass publication.

While I&O has an editorial office in Las Vegas for myself and two other writers, all business and book orders go to facilities back East for processing and mailing.

In any case, I&O has never been involved in the publishing or mail-order business per se. I am a full-time author who writes under many registered pen names. Because I write philosophically controversial books and articles that have wide circulation, my family and I moved from Wilmington, Delaware nine years ago to live with quiet anonymity in Nevada. (A move precipitated by public exposure, culminating in a physical assault on my ten-year-old son by a group of mystics.) Prior to that, as a doctorate in chemistry, I was a Senior Research Chemist for E.I. duPont de Nemours & Co.

Since I&O's beginnings 14 years ago, we have spurned all publications that did not meet our philosophical objectives, regardless of their profit potentials, including a book I conceived and edited, which became one of the biggest best sellers of the 70's (How To Form A Corporation Without A Lawyer And For Less Than \$50). That book has

grossed over \$8,000,000 to date for Enterprising Publishing in Wilmington, Delaware and is still going strong (nearly 800,000 copies in print).

I&O is interested only in the development and distribution of ideas — specifically the development and distribution of the Neo-Tech concepts in order to free men and women from the destructiveness of mysticism. The lives of everyone associated with I&O is quietly dedicated to that development and distribution of the Neo-Tech concepts with the long-range goal of achieving biological immortality within the next decade. Achievement of that goal requires the wide-scale negation of mysticism and the breakdown of its influences that diminish the minds, potentials, and happiness of all people. ...Neo-Tech V (of which we gave you a copy) describes the goals of I&O Publishing Company .

2. WHO IS COMPLAINING AND WHY?

Since the concepts of Neo-Tech threatens the vested interests of all mystics* and pushers of mysticism, a small but growing number of individuals on both the left and right are trying to abridge our first amendment rights by stopping the writing and distribution of Neo-Tech. Their methods range from subtle letter-writing campaigns directed toward the media and government agencies to strident but unfounded complaints designed for intimidation...even to outright physical threats. Those threats include a tape-recorded phone call from a man who was in Nevada last month looking for author Frank R. Wallace to carve him up with a butcher knife, and a letter this month from a mystic coming to get the people behind Neo-Tech with his 45-caliber revolver). ...That is why for the past 14 years I have had unlisted phones and use I&O as a trade name.

* A mystic lives in discord with objective reality by creating illusionary realities through his own or someone else's mind — through his own or someone else's wishful thinking, emotions, and desires. ...A nonmystic, on the other hand, lives in concord with objective reality through self responsibility and a loyalty to truth.

And for those reasons, I would like to know the identity and nature of complaints against Neo-Tech. Basic justice grants everyone the right to know his accuser and the accusations so he can defend himself against harm, libel, and even assault.

3. SATISFYING LEGITIMATE COMPLAINTS AND PROBLEMS

No reason for unresolved customer problems or complaints exists. For as stated in our guarantee since 1968, any dissatisfied customer can for any reason return anything in resalable condition within 30-days for a full refund. And to our knowledge, every person who has acquired publications from us since 1968 has (1) been satisfied (95%), (2) received a full refund (3%), or, (3) has been denied a refund for trying to obtain double refunds or products without payment, or for returning the product well used, in non saleable condition, well beyond the 30-day refund period (1-2%).

For a perspective, according to Windsor Books and Publisher's Weekly, the average return of publications of our price range is 20-25%. But the return rate for Neo-Tech is 5% and declining. Also for every attack or complaint about Neo-Tech, we have at least a dozen enthusiastic testimonials available from people describing the benefits they are deriving from Neo-Tech. We showed you some of those testimonials received over the past month. Also we reviewed every complaint in your file and showed that each complaint in our records had been either satisfactorily resolved or were without merit.

4. INVALID CLAIMS OR MISREPRESENTATION

Nothing about Neo-Tech is or can be misrepresented for the reasons described in point #7. But ironically, the most strident complaints about Neo-Tech come from mystics claiming misrepresentation. They claim misrepresentation for two primary reasons: (1) Since mystics generally seek something automatic, unreal, magical, effortless, or free (something that requires no effort — something for nothing)

to solve their problems, they are often enraged to find Neo-Tech is based on objective reality even though that fact is stated throughout the marketing literature along with an explicit, printed warning for mystics and neocheaters not to buy the Information Packages. (2) In Neo-Tech, mystics see their self-esteem and elaborate rationalizations for mysticism confronted, undercut, and then refuted. Their mystical illusions are cut to the quick in the light of Neo-Tech. So they strike back by projecting their own problems onto others — their own problems of misrepresenting reality onto I&O Publishing Company.

Neo-Tech is not at all what mystics want to see in print much less seek. Neo-Tech is not a doctrine to have faith in; it is not an external authority to follow; it is not an escape from self-responsibility and reality. Instead, Neo-Tech is the stark demonstration of objective honesty that until now has been hidden by the mystics and the neocheaters. ...Again that is why our marketing literature states in writing that I&O will not knowingly sell Neo-Tech Information Packages to mystics and neocheaters.

5. INVALID CLAIMS FOR REFUNDS

Aside from the mystics and neocheaters who are threatened by Neo-Tech and would like to stop its distribution, certain mail-order shoplifters (some of them seasoned professionals) are attracted to our relatively high-cost Information Packages. Some try to intimidate us (and other companies) into sending them unpaid for products as well as issuing them undeserved refunds, even double refunds.

Buying off professional intimidators makes short-range business sense and is standard practice among pragmatic, mail-order firms. For buying off “trouble makers” is cheaper, safer, and less trouble than standing up to them...at least in the short term. I&O, however, is not short-term oriented as many businesses are: We are not pragmatic businessmen, but writers concerned with the development and distribution of ideas. Moreover, we must be consistent to our ideas, which means practicing the Neo-Tech concepts.

And that presents us with two problems: (1) We must

not buy off undeserving people simply because they intimidate us with complaints to government agencies. Our policy will, of course, cause the number of such complaints to increase in the short run. But in the long run, only such a policy can stop the mail-order shoplifters from increasing.

(2) The very nature of our Information Package encourages certain people to take advantage of us as explained in the following, edited portion of correspondence sent last year to Mr. Sy Newmark of the Nevada Consumer Affairs Division:

“For the past 2-1/2 years since marketing our definitive manuscript on cheating titled, ‘Neocheating’ (subsequently retitled, ‘Neo-Tech I’ and issued as part of the 675-page Neo-Tech I-V Information Package), we have encountered more problems than all our other publications in all our 13 years combined. While (1) the Neocheating Manuscript (Neo-Tech I) is the best and most valuable work on the subject available anywhere, (2) most who acquire this manuscript are honest people who need the information to protect themselves from neocheaters in their personal and business lives, and (3) we have issued over 300 manuscript refunds according to our full money-back guarantee without a problem, we also seem to have attracted — perhaps not surprisingly — every cheater and con man in the nation trying to acquire this definitive information on cheating and neocheating. As a result, we have been taken from all possible angles by people obtaining valuable manuscripts without payment, obtaining full refunds on unpaid for manuscripts, and collecting double refunds using ploys involving bad checks, credit card tricks, intimidating letters, and letter-writing campaigns. I have never experienced anything like this. During the past 2-1/2 years, I think we had only one problem concerning a refund with all our other publications combined. But this manuscript on cheating is generating increasing problems. I’m tired of dealing with people who obtain this important information on cheating then use it on us. As a result, I am phasing out the Neocheating manuscript and in late 1982 will probably release this manuscript to my New York publishers for distribution through bookstores.”

6. FUTURE PROBLEMS

Since the distribution of the Neo-Tech concepts is steadily increasing, the number of problems will naturally increase in proportion. Certain problems are legitimate and result from errors by us, errors by our customers, misunderstandings, or items lost or delayed in the mail. We satisfy the customer in all such problems brought to our attention, regardless of the cost to I&O.

7. THE 99% PRINCIPLE FOR MAXIMUM VALUES

Page 43 of Neo-Tech V explains I&O's approach to marketing. This approach is called the "99% Principle" and is different from anything previously attempted by business: Since the Phoenicians developed commerce over 4000 years ago, marketing has always focused on selling to potential buyers. But I&O's marketing concept focuses on delivering maximum values to the 99% nonbuyers.

I&O delivers those values to the nonbuyers by offering a product (Neo-Tech) that contains more objective values than could be described in any sales literature. Thus, the almost limitless values of Neo-Tech let us give as many values as possible to everyone who reads the free marketing literature, regardless if they are buyers or not. That approach contrasts with all other marketing approaches, which by nature must overstate their products and leave little or no values with the nonbuyers. But the marketing literature about Neo-Tech by nature involves understatement and leaves every nonbuyer with values that he can immediately and forever use to his benefit.

A reading of the 6-page NTP report we gave you illustrates the 99% marketing principle. And with the 99% principle, I&O accelerates the distribution of Neo-Tech ideas nearly a hundred fold by delivering Neo-Tech values to all nonbuyers. And our expanding distribution of values through the 99% nonbuyers will not only expand future interest in Neo-Tech through those nonbuyers who received the values free, but will enhance both the collapse of mysticism and the achievement of biological immortality as explained in Neo-

Tech V.

* * * * *

And finally, I want to state for the record: All I&O' s writings are philosophically grounded in objective reality and are consistent with the Aristotelian view of man as inherently good and potent (as opposed to groundless mysticism and the Platonist view of man as inherently flawed and impotent). All I&O' s writings are directed toward identifying the nature of man and his relationship to reality. All I&O' s publications make identifications never before revealed in an explicit, fully integrated manner. And those identifications are the key to man's happiness and prosperity. A crucial part of the identifications involve showing how every form of mysticism is contrary to man's nature; detrimental to his character; subversive to his intellect, well-being, and happiness. As a result, Neo-Tech threatens everyone with a major stake in mysticism, which includes all religious leaders, most politicians, many educators, and all neocheaters.

You as an attorney, Mr. Ostroff, are more aware than most people that two sides exist to every situation involving two parties. We have welcomed this and every opportunity to present our side and to state for the record our position. True, our position sometimes causes us problems and costs time and effort. But as a writer, no time or effort is wasted as captured in a quote by Murial Spark, the author of "Loitering With Intent":

"Everything happens to the artist. Time is always redeemed, nothing is lost and wonders never cease."

All is worth the time and effort, no matter what. Moreover, standing firm on reality continuously weakens mysticism and draws us closer to our goal.

Both my associate and I appreciated your objectivity during our meeting. Moreover, by being informed of future complaints, we can properly satisfy any legitimate customer problem that we might otherwise be unaware of. Also being informed of all complaints or accusations gives us the

opportunity to answer those few people trying to halt the distribution of Neo-Tech. In doing that, you and the postal service provide an equitable service to both the consumers and producers. But equally important, as part of the federal government, the Postal Service and its employees have a solemn duty to uphold the constitution, including the first amendment, which guarantees the unencumbered distribution of ideas, regardless of who agrees or disagrees with those ideas. And I am protected by that first amendment just as those who oppose my writings are protected.

Lastly, I invite you and all people of good will to join in man's most noble venture — the collapse of mysticism and the subsequent creation of biological immortality for everyone who values life. ...Without mysticism, the door to life, prosperity, and happiness opens to everyone.

Sincerely,

Frank R. Wallace

Editor's Note:

[After receiving certain strident complaints by crusaders against I&O Publishing Company, Mr. Ostroff threatened to close I&O with a cease-and-desist order. A meeting was arranged. The above letter was a follow-up to that meeting. The letter was designed not to intimidate or affect Mr. Ostroff in any negative way. Instead, it was designed to better orient him to why I&O will receive complaints from time to time and the nature behind those complaints. But even though the tone is different from previous letters, the same recurring elements apply: Fully integrated honesty, a non-emotional, rational approach, unyielding strength and courage, fact-oriented, uncompromising, and a clear distinction of the point: I&O is the value producer distributing material that will provoke value destroyers. BP]

February 18, 1982

Mrs. Pat Welsh, Executive Director
Southern Nevada Chamber of Commerce

Dear Mrs. Welsh,

Last Tuesday, my associate, Mark Hamilton, and I discussed with you the reasons for certain complaints against I&O Publishing Company and my writings. We also left copies of Mr. Ostroff's letter and Neo-Tech V, which provide the information needed for a fair response to inquiries about I&O.

You told us that your office kept no records of anything related to I&O. You said every communication was turned over to the City Attorney, Mr. Steven J. Parsons. So, I assume all that information would be available to me from Mr. Parsons' office.

To date, the Chamber of Commerce has supplied Mr. Parsons with only the negative remarks about I&O from people whom I assume do not live here, or even in Nevada. Could you now supply Mr. Parsons with the other side as explained in Mr. Ostroff's letter and in Neo-Tech V. Such helpful action would obviate my visiting Mr. Parsons' office to defend my work against the negative information previously supplied to him without my knowledge.

Thank you for helping to complete the picture of I&O by reflecting the positive side to future inquiries, Mr. Parsons, and others.

Sincerely,

John Flint

(See next page)

Editor's Note:

[After a follow-up, I&O confirmed that the actions requested in the above letter were indeed met a few weeks later. Can you see how the Neo-Tech formula works to everyone's benefit in this situation? The letter is honest, non-emotional and business-oriented. The letter delivers a value by solving problems for all those involved. BP]

January 24, 1983

Mr. John Ashcroft
Supreme Court Building
Jefferson City, Missouri 65102

Dear Mr. Ashcroft,

During my 15 years as a publisher, I have never received such a fatuous missive as the January 17th letter (copy enclosed) from Mrs. Ann Dirks of your office. Just look at that letter sent by a bureaucratic tax consumer to our hard-working value producers. I do not think the taxpayers of Missouri want to pay for that kind of performance.

Ms. Dirks arrogantly threatens our company and demands a response while referring only to a number at the top of the letter. Now what exactly is the problem or complaint?

Do not waste our time or diminish the image of your office with such tax-wasting games that only drain our economy. And I do not want to use additional time writing letters or articles to the Kansas City Times and Star about such harassment. If a specific problem or misunderstanding from one of our customers exists, then tell us in a helpful manner. Without innuendo or threats, simply give us the customer's name, address, and specific complaint so we can resolve the problem. Our company has served over a million satisfied customers (including thousands from Missouri) and has honored a 30-day, money-back guarantee on all products since 1968.

What irony involved in Ms. Dirks' questioning our Neo-Tech publication. For that 700-page, three-volume publica-

tion starkly identifies all the unproductive “authorities”, bureaucrats, academe, and media people who make careers by harassing the producer and draining the honest, middle-class taxpayer.

Sincerely,

John Flint,
Publisher

Editor’s Note:

[The above letter is rational, yet firm, and states the facts with straight-forward tenacity. The point is clear and unmistakable. No response to the above letter was ever received. So, Mr. Flint wrote a follow-up letter. This was the first of what later would become known as the “I&O Attorney General Letters”. This series of letters was directed at various Attorney Generals throughout the country who launched dishonest attack campaigns against I&O and Neo-Tech.. BP]

February 15, 1983
Certified Mail/RR

Mr. John Ashcroft
Attorney General of Missouri
Supreme Court Building
Jefferson City, Missouri 65102

Dear Mr. Ashcroft,

Enclosed is the correspondence from your office. Read those letters. They are confusing non sequiturs that may fill the bureaucrat's day, but only drain time and money from taxpaying producers and consumers. Those letters eloquently underscore my attached letter of January 24th.

Three members of your staff wrote four letters before some vague "complaint" could be identified. As for that so-called "complaint": If the complainer, Mr. Phillips, has purchased any of our products and is not satisfied, he may return them in resalable condition within 30-days for a refund, as has been our policy since 1968. If Mr. Phillips has not purchased anything and wants information beyond our descriptively specific, 3500-word news bulletin about Neo-Tech, he must order the product just as anyone else. We do not give away the values we produce.

But in truth, the complaint from your office appears to be nothing more than an opinion of someone who dislikes what our free news bulletin reveals. Indeed, our computer indicates that Mr. Phillips has not been an I&O customer (never mind the thousands of satisfied I&O customers from Missouri who have benefited from our publications). Is not this kind of activity from your office simply "pot stirring"? (Neo-Tech identifies professional "pot stirrers" as those who make careers by draining producers and taxpayers rather than competing with them in producing marketable values for others and society.)

Also enclosed is a Neo-Tech instruction booklet. I call your attention to pages xi-xiv and the enclosed pages 45 and

46 from Neo-Tech VI (which is being prepared for publication). For 2000 years, neocheaters have remained unidentified (see enclosed article on consciousness). But now, owners of the three-volume Neo-Tech Information Package have the knowledge to identify all neocheaters who live by draining the value producer. Their hoax has finally been identified and is falling apart with the distribution of Neo-Tech.

Today, anyone with Neo-Tech knowledge can identify and effectively deal with neocheaters. For that person understands the neocheaters' essence — which is deception. In essence, neocheaters have no power, except that which they usurp through deception or force. Only the producer holds real power, for only he provides rational values that others desire through their own free choices.

Our brochure explicitly explains how Neo-Tech identifies and obviates the destructiveness of neocheaters in government, the media, religion, and all other areas in which they operate by harming the producer. Only through Neo-Tech do honest producers bypass the neocheaters to guiltlessly collect the limitless wealth, power, and happiness that belong to them. Of course, no neocheater will allow himself to recognize the facts identified in our literature. For, those facts threaten his very existence. Some people threatened by Neo-Tech try to stop its distribution, others try to censor our work. But they are too late. Thousands are already using Neo-Tech. Nothing can stop its continued distribution.

Why am I spending time writing this letter? I have a time-redeeming advantage not available to most people: As a professional writer, author, and artist, my time is never wasted. Whenever I spend time writing, I make certain the effort will either directly or indirectly contribute to my present or future writings.

In addition, Mr. Ashcroft, we at I&O Publishing are the first company in history to learn how to expose neocheaters on a large scale. In fact, we will not hesitate to expose the basic impotence of anyone who makes a career of undermining the producers. Perhaps, sensing the power of Neo-

Tech sparks those who go after us with non sequiturs such as in the enclosed letters. But, as stated in our news bulletin, all will yield to the Neo-Tech person. And we will gladly pit Neo-Tech against neocheaters, anytime, anywhere. For that is how we gain strength in ridding the world of the unspeakably destructive, 2000-year reign of neocheaters.

Mr. Ashcroft, with all goodwill, I ask you to consider the following two steps that will bring you great benefits, now and in the future:

1. Determine of yourself and those on your staff...
 - a. who, on net, produce values that others willingly buy, and ...
 - b. who, on net, consume money and values produced by others.

That will reveal the neocheaters. And...

2. Although we do not sell Neo-Tech to neocheaters, politicians, certain academe, the clergy, and others listed on our enclosed book list, we invite you to leave politics, acquire Neo-Tech knowledge, and join in the ascent of man to guiltless prosperity, happiness, and eventually biological immortality.

You will never regret becoming a Neo-Tech person, I know. My father was a politician — a Supreme Court Justice of New York State — and both my grandfather and great grandfather were the Attorney Generals of New York State and later United States Congressmen. They were brilliant, talented men. And I lament how happy and productive their lives could have been if they had access to Neo-Tech.

Sincerely,

John Flint

(See next page)

Editor's Note:

[The Neo-Tech formula is used throughout this letter. Mr. Flint is honest, rational, even caring as he states the facts. A points are discarded and the point is driven home. I&O is a value producer while Mr. Ashcroft cannot get past his own rationalizations that justify his bogus livelihood. No reply from Mr. Ashcroft was ever received. BP]

I&O PUBLISHING COMP ANY: RESEARCH DIVISION
Las Vegas, NV
(Author's Telex: 750805)

November 18, 1983

Mrs. Virginia Brewster
Consumer Affairs Division
2502 E. Sahara Avenue, Suite 304
Las Vegas, NV 89104

Dear Mrs. Brewster,

On October 2, 1983, Mr. LaVay Lau sent you an airmail letter requesting a refund from I&O. But only after he wrote you, did he mail back the heavy, four-pound manuscript from Hawaii by surface, fourth-class rate as shown on his postal receipt later sent to you. That package took four weeks to arrive by ship from Hawaii.

Thus, in response to your letter of October 14, my associate, Mr. Hamilton, informed you that we had not received his returned merchandise, which arrived nearly three weeks later. Then, in just two working days, on November 2, 1983, we sent him a full refund after confirming his order through I&O's business offices in Wilmington, Delaware. Mr. Lau could not have received quicker service. Yet, we have had unnecessary correspondence over him, wasting our time, your time, and taxpayer's dollars.

We both have the facts to know we are dealing with a non-problem, especially after receiving Mr. Lau's postal receipts in his November 4 letter to you (carbon-copy to us). That letter was mailed just four working days after receiving his returned merchandise and two days after his refund had already been sent. So, of course, at this point we both can drop Mr. Lau's unnecessary complaints to you and the unnecessary correspondence among us.

Nevertheless, I want to take this opportunity to point out that I&O has always resolved misunderstandings fairly and

honestly. Moreover, I&O has always been lenient, far beyond its obligations in satisfying customers. Still, I would like to visit your office and arrange a more efficient way to handle misunderstandings such as Mr. Lau's so we both can serve the consumer better without wasting so much time and money. And is not that important in these days of high deficits, cutbacks, and productivity problems?

You may call me at 798-8332 to arrange our meeting.

Sincerely,

Eric Savage

P.S., I just received your latest letter dated November 17, 1983. From it I quote:

“As you can see from the enclosed postal receipt, the material was returned on October 3, 1983.

“We expect the refund of the consumer's money within the next seven days...”

I am confused with the attitude expressed in that letter toward established, productive, taxpaying Nevada citizens in support of an unfounded complaint from a non-resident living in Hawaii. In fact, I question the nature of this and your past letters and form letters to us. What is going on? Does not your responsibilities involve acknowledging the facts and putting them in context? But what really concerns me goes beyond the duties of your job: I am concerned about the automatic support of a consumer's unfairness against a producer of values. Such support comes not from the facts. Where does it come from? As a taxpayer, I object to that approach. As a producer of values, I will not accept that approach. Neither will Frank R. Wallace. For we know only the producer of objective values holds legitimate power. And

like it or not, everyone depends on the value producer to survive. ...Neo-Tech makes everyone realize that fact.

Indeed, unfair and dishonest people are usually upset by the undeniable honesty of Neo-Tech. But we just send such people a refund and never deal with them again. On the other hand, if a government authority acts on anything other than facts in full context, then the matter is seriously different. For then the taxpaying citizen or producer becomes subjected to a politician's or bureaucrat's unfounded whims to the detriment of everyone.

Enclosed is a copy of our pro bono publico ad that reflects our philosophical position, toward which we have a lifetime commitment.

Editor's Note:

[Mr. Savage employs the Neo-Tech formula to take an uncompromising stand: The point is that Mrs. Brewster is the value destroyer, providing herself with a bogus livelihood through "pot-stirring" incidences, draining value producers via the unfounded assertions from an out-of-state resident. BP]

November 25, 1983

Mrs. Virginia Brewster
Consumer Affairs Division
2501 E. Sahara Avenue, Suite 304
Las Vegas, NV 89104

Dear Mrs. Brewster,

The attached letter was written by Eric Savage a week ago — just before receiving your letter of November 17th. When he saw your letter, he added the postscript out of dismay. So I will try to temper his words:

I mentioned your letter during a phone conversation with Dr. Frank R. Wallace. He asked me to read him your letter. He then told me to read him the file containing your previous correspondence. After commenting on the tone of your letters, he suggested either contacting you directly or arranging a telephone conference call with Mr. Larry Streuve in Carson City to clarify the attitude expressed in your letters and to determine if such an attitude reflects that of the Consumer Affairs Division and the Department of Commerce.

Dr. Wallace's current writing project is tentatively titled "The Arrogance of Incompetence". In adding to his research, he wants to understand three points concerning your letters:

- 1) The function and results of your job relative to the direct and indirect costs to taxpayers, producers, and consumers.
- 2) What attitude toward producers is reflected by your letters? And specifically, how does the tone and approach of your letters benefit the relationship between honest consumers and the producers who provide them with values?
- 3) Do you have or ever had any specific, legitimate unresolved problems concerning Dr. Wallace's writings or I&O Publishing Company? If so, we want to know so we can satisfy all those exposed to his writings, as we have done

for the past 15 years.

Dr. Wallace writes philosophically and religiously controversial literature that is published under several registered pen names by I&O Publishing Company in Wilmington, Delaware, L. Faire Associates, Warner Books, and Crown Books in New York. He has an enthusiastic and rapidly growing following. But certain people are threatened by and strongly reject his work, especially neocheaters in or out of government who make their livings by draining or impeding the producer. Some who dislike Dr. Wallace's writings want to harm him, others want to interfere with his work, still others launch name-calling crusades to soothe their wounds inflicted by the stark honesty of his writings. Yet no one can really touch him, for only honest, productive people have legitimate power — and they are his staunchest supporters.

Since I am responsible for handling problems related to Dr. Wallace's writings and publications that originate from I&O Publishing Company and L. Faire Associates in Wilmington, Delaware, I will phone you next week. I would like to meet in your office for a first-hand understanding of your job. Likewise, I want you to understand my job of assuring that every legitimate consumer problem, refund, and misunderstanding is fairly resolved. But, at the same time, we firmly stand on principle and will not buy off any "problem" caused by dishonest consumers trying to steal from us or abridge Dr. Wallace's first-amendment rights. We will never compromise on that principle.

Through the distribution of Dr. Wallace's literature, he exposes mysticism as a colossal, 2000-year-old hoax used to create illusions that external "authorities" have legitimate power over the lives of individuals. Indeed, only the producer of values has legitimate power, since everyone exists through those values. But through mysticism and deception, the producer has always been manipulated, exploited, drained by the nonproducers (e.g., see the enclosed, printed letter by Dr. Wallace.) His writings reveal the power of the producer while exposing the tricks of the nonproducer. Of course, nonproducers are threatened by Dr. Wallace and attack him in many different ways. But such

attacks always backfire as Dr. Wallace masterfully unveils the facts in full context with objective reality for all to see.

Hopefully, from our meeting, I can pass the idea to Dr. Wallace of how our mutual cooperation could in the future help us uncover and resolve legitimate problems that may occasionally come to your attention rather than ours. That way we can both do our jobs better in serving the consumer and producer alike.

Sincerely,

Mark Hamilton

December, 1983

CONSUMER SATISFACTION AND FAIRNESS
a responsibility of
Mark's and Eric's Writing and Study Group
by MH and ES

1. One responsibility of "Mark's and Eric's Writing and Study Group" is to resolve problems and eliminate misunderstandings resulting from the controversial nature of Dr. Frank R. Wallace's philosophical writings. Another important responsibility is to protect I&O Publishing Company's reputation earned over the past fifteen years of being consistently fair, even to those who attack our writings.
2. Since 1968, we have worked to satisfy all consumers: We have voluntarily paid full refunds not only to those few difficult people who misunderstand our work but also to those who disagree with our writings and ideas. Moreover, we want no one who dislikes or attacks our writings to possess them. That is why we explicitly refuse to sell our manuscripts to neocheaters and others who would undermine or misuse the information we offer. We are not interested in their business or money. ...We deal only with those who will honestly benefit from Neo-Tech and Neothink. We are in the business of offering philosophical values and artistic ideas, not material products.
3. On the other hand, we will not pay off that tiny fraction of consumers who improperly gain from honest businesses by pressuring them into buying off false problems based on invalid or dishonest claims. While we always strive to satisfy every legitimate complaint or problem, we will not knowingly pay off invalid claims, no matter what the cost or hassle — no matter what anyone does or threatens.
4. We constantly work toward correcting problems and errors more efficiently. And we appreciate any help from others

such as the Consumer Affairs Division, the Better Business Bureau, the Postal Service, and the Chamber of Commerce in uncovering misunderstandings or problems that we may be unaware of.

5. Through research, we keep improving service to consumers. For example, we are now reformatting Neo-Tech III-V into separate but matching manuscripts to reduce “non delivery” misunderstandings.

Mark Hamilton
Eric Savage

Neo-Tech Reply to Russell Marquart's Letter

Mr. Marquart advocates putting to death Neo-Tech writers. He further states that individualism is one of the most destructive attitudes in a society. "All you need to do is look around you and see our society", writes Mr. Marquart.

In four major societies, individualism has been crushed: Soviet Russia, Red China, Nazi Germany, and the Dark Ages. The most individualistic society to date is the United States. The difference in the well-being of the people and the benevolence among the people between the individualistic United States and anti-individualistic Soviet Russia, Red China, Nazi Germany, and Dark-Age Catholicism needs no elaboration.

Marquart implies that truth and brotherhood are answers to social systems. But, what Mr. Marquart means by brotherhood is the sacrificing of a productive individual's earnings to unproductive, parasitical individuals. I cannot think of a more morally disgraceful, malicious, and unbrotherly practice. No amount of rationalizing can repress the meaning of such a social system: If an individual produces values then he has no right to them. But if an individual does not produce values, then he has a right to usurp the values of an individual who does produce.

At least Mr. Marquart is consistent with the anti-individualistic creed: He endorses putting to death any man who does not sacrifice his values to the "public". In a individualistic society no man can initiate force against another man. In Mr. Marquart's anti-individualistic society, the persons in power have the "right" to put to death anyone they deem against the "public".

Eric Savage

Notes on Mysticism: 5/06/82

1) Mystics are basically lazy; they constantly seek ways to distort or ignore reality in order to avoid the self-responsibility of vigorously asserting themselves into life to build long-range values. For that reason, they never attain or build genuine values for themselves. Indeed, they can never build or permanently hold romantic love, for that involves (1) a commitment to self-responsibility, (2) living vigorously according to objective reality, and (3) exerting constant effort toward maintaining and building values, both within and without the relationship.

2) Only a mature, independent self-responsible person will consistently evaluate situations rationally to make independent decisions to produce values. By contrast, mystics are in essence immature: They abdicate their independence to external authority and default on self-responsibility. They spend their lives rationalizing irrationality and exploring possibilities that promise escape from reality. They change their minds on whims or feelings rather than on reality and, thus, end up doing little of nothing with their lives. Mystics buckle under pressure and run from self-responsibility. Under pressure, they are confused, disorganized, and masters of deceit and the alibi. Their lives are generally a maze of broken promises, destroyed values, unfinished business, good intentions that never materialized, subverted values, and destroyed relationships.

3) Distortions, lies, effected speech talk (e.g., baby talk), projecting personal problems onto others, and attempts to recreate reality from feelings, thoughts, and wishful thinking are all mystical tools for avoiding the self-responsibility of identifying reality.

4) Only mature, rational nonmystics are capable of being consistently dependable, performing rationally under stress, and cumulatively building a life of objective values. Thus, only mature, rational nonmystics are capable of cumulatively building the most valuable of all human values — a permanent, romantic love relationship.

Frank R. Wallace

Editor's Note:

[A personal note from Brett Peters:

I came across Dr. Wallace's "Notes On Mysticism" while sifting through boxes of written material to be included in this publication. Although it is just a single sheet of paper containing some early notes on mysticism, it is without a doubt much more. That is why I chose to include it in this publication. Before coming to I&O, I thought I knew what mysticism was. I would classify mysticism with religion, the occult, astrology, etc. But during my short time at I&O, I have developed a much deeper understanding of mysticism. Most never recognize its many subtle, but devastating, invasions. This understanding grew while working at I&O and the Neo-Tech Center. Now I better understand personal experiences with mysticism in my life ranging from business partners to friends to past lovers. Removing external as well as internal mysticism delivers prosperity, happiness, and eventually deep romantic love. But many Neo-Tech owners still see mysticism, just as I once did, in the simplest and narrowest of terms. Based on personal conversations I have had with attendees at the various Neo-Tech World Summits, few understand the full nature of mysticism.

On the next page is an updated definition of mysticism by Frank R. Wallace. The emphases added are mine and are designed to call attention to areas that Neo-Tech owners sometimes overlook. Concentrate on each word closely and understand its relationship to the next word. You will then begin to grip what mysticism really is. And that understanding will open the door to the world of Neo-Tech/Neothink. BP]

Mysticism *evokes, accepts, or uses dishonest notions to create problems where none exist.* Contrary to popular belief, mysticism today *seldom involves religion or the occult.* For, religion and the occult are dying forms of mysticism with fading powers to hurt honest value producers. More generally, *mysticism is the dishonesty that evolves from using feelings or rationalizations to generate mind-created "realities".* In turn, those "realities" create unnecessary problems and unnatural destructions. Unnecessary and unnatural because *the human brain cannot create reality.* Instead, the brain perceives and then integrates facts of reality. *Thus, "reality"-creating mysticism is a perversion or disease of human consciousness.* Indeed, mysticism is the destruction disease. For mysticism blocks brain integrations to erode all values. *Hence, mysticism is suicide on all levels — on personal, family, social, and business levels; on local, national, world levels.*

I&O PUBLISHING COMPANY: RESEARCH

December 21, 1983

Mrs. Margie Fischer,
Executive Director,
Southern Nevada Chamber of Commerce

Dear Mrs. Fischer,

Over the past several years, various out-of-state residences have informed us of incorrect and possibly slanderous information that the Chamber of Commerce has provided them about I&O Publishing Company — the publisher that distributes from Wilmington, Delaware the controversial, philosophical works of Frank R. Wallace. While I know you are not personally responsible for this problem, I do want to arrange a meeting in your office to determine the source and reason for such misinformation as well as to provide you with factual information about Dr. Wallace's heroic work as well as the honest integrity I&O Publishing Company has upheld for 15 years.

I will phone your office early next week to arrange an appointment.

Sincerely,

Mark Hamilton

Editor's Note:

[The Neo-Tech formula ends reality-distorting, problem-creating mysticism. BP]

March 25, 1984
Express Mail/Return Receipt

Mr. Steve Clark,
Attorney General Justice Building
Little Rock, AK 72201

Dear Mr. Clark:

Important to your future is understanding the enclosed March 12, 1985 letter from Mr. Kent Jolliff of your Consumer Protection Division. As Arkansas' Attorney General, you bear the responsibility for the actions of that Division and its use of taxpayers' money.

Please carefully read that letter, for it is under your name: If Mr. Jolliff or anyone in that Division has now or ever had a single, concrete complaint about the Neo-Tech Research and Writing Center or any of its publications, we request that you immediately inform us. We want to know exactly what the complaint is and who is making it so we may properly serve that customer.

Now, very important, Mr. Clark, why exactly is Mr. Jolliff intruding into a publishing company with an inquisition directed at one of its writers? What exactly is he implying or presuming, and on what basis? And what is the idea of his threatening us while remaining secretive as to what we are being accused of and who is doing the accusing. Those are basic concepts of justice, and you represent the Department of Justice for the state of Arkansas.

And as a long-time editor, I would like to offer some advice: You should never allow letters bearing your name to speak in such rude, irrational, demanding tones. Such letters would be more professional and effective in a courteous, rational, business-like format. Besides, letters that appear both arrogant and semi-literate yield a rather ludicrous, self-defeating combination: The problem of appearing arrogant starts with the opening line, "The State of Arkansas by Steve Clark...directs you..." And the literacy problem rather than being hidden is amplified by the nearly unreadable jargon and

underscored by the careless, almost puerile multi-mistyping of the addressee (i.e., I&O Publishing Company typed as I. and o. (sic) Publishing Company). The entire letter cries out for a civil tongue! ...You would be surprised how the competence image of your department would improve by representing it with letters reflecting an honest, straight-forward business style, especially those going out under your name. Several good books are available on that subject. I recommend the book, "Civil Tongue" by NBC Correspondent, Edwin Newman.

But back to the subject. If someone has a complaint, then out with it so we can respond. Indeed, has Mr. Jolliff or anyone in that Division ever received even a single complaint? And what about the thousands of happy Arkansas citizens who have benefited from our work over the past sixteen years? Indeed, many of those individuals have responded with written testimonials. ...So just who is complaining? Has that person ever purchased any of our publications, much less read them? Does anyone have a specific complaint about our literature or service? Is Mr. Jolliff merely acting on someone's envious feelings or arbitrary whims?

If no complaint based on fact exists, then I submit that someone is on a "fishing expedition", consuming taxpayers' money in perpetuating consumer-division jobs by conjuring up problems that sap valuable time from innocent producers. If that be the case, is not that a double-edged fraud operating under the aegis of "consumer protection"?

What would the citizens of Arkansas think about spending their tax money on harassing value-producing writers in the name of "consumer protection"? Should not such consumptive problem-making policies be terminated? Would not eliminating such activities yield a more honest, effective Justice Department for the taxpayers of Arkansas?

I&O Publishing Company stands for Individualism and Objectivism. Through our philosophically oriented books and articles developed by the Neo-Tech Research and Writing Center in Southern Nevada, we have delivered objective,

long-range values to over a million supportive individuals in 84 countries. Conversely, nonproducers and neocheaters* dislike and often react vindictively to the disclosures made in our advertisements and publications. We have fairly resolved every misunderstanding over the past sixteen years. Moreover, unlike bookstores and major New York publishers, we have faithfully honored a full 30-day money-back guarantee, even when not obliged to, on all publications since our founding in 1968. In fact, unofficially, we extend all our guarantees to 60 days. Part of our success evolves from our reputation for fairness throughout the publishing world. We cherish that earned reputation. But we are also resolutely principled and never yield to actions that are wrong or unfair, no matter what the cost. Indeed, over the long-range, we build strength and conviction through loyalty to honesty. And that means not yielding to neocheaters wherever we encounter them.

In addition to the definition of neocheaters on page 2 of our enclosed statement of principles, I ask you to read page 3 concerning our policies toward neocheaters. That policy includes never knowingly doing business, regardless of dollar losses, with those who live by threats or fraud. The philosophical underpinnings of that policy evolve from Dr. Wallace's enclosed, award-winning article on the bicameral mind: "*Consciousness, The End of Authority*".

As you can see on the inset on page 2 of the enclosed testimonials, not all feedback is positive. Indeed, a small percent of respondents fear Neo-Tech and stridently attack its ideas. Some have physically threatened our writers, and two have already tried to carry out their threats. That is one reason we shield our writers and provide them with unlisted phones. Additionally, all our sales literature openly display a warning requesting highly religious people, mystics, and neocheaters not to buy from us. For we will not knowingly do business with them. We reject their orders and return their payments. If they still furtively buy from us we refund

* For definitions Mr. Clark, see pages x-xi of the Neo-Tech Instruction Book.

their money and never deal with them again.

Enclosed is a recent article, "*Dawning of the Neo-Tech Age*". That article provides insight into those who fear and attack Neo-Tech. That article also provides further insight into Dr. Wallace's work at the E.I. du Pont de Nemours laboratories and his later work on Neo-Tech that some believe will lead to the Nobel Prize.

But above all, we as you and all other Americans are protected by the First Amendment. We will uncompromisingly hold to the right to publish the world-changing ideas of Frank R. Wallace and his associates.

Now, the most important note. A personal note offered in good will to you, Mr. Clark: I ask you to take the following two steps that will bring you and the public great benefits, now and in the future:

(1) Determine this of yourself and the other employees throughout the Justice Department: Who on net produces values that others would willingly buy, and who on net consumes values produced by others? That separates the producers from the nonproducers. The nonproducers need retraining to produce values for others in order to justify their jobs and to live happily.

And (2) although we do not sell Neo-Tech to mystics, neocheaters, politicians, certain academe, the clergy, and others as clearly stated in all our advertising, we invite you to leave politics, acquire Neo-Tech knowledge, and join in the ascent of man and woman to guiltless prosperity, happiness, and romantic love.

So, out of goodwill, I have enclosed samples of Dr. Wallace's earlier Neo-Tech work. In addition, I have enclosed our Neo-Tech art brochure expressing the creative sense-of-life flowing from all honest producers. If you become seriously interested in leaving politics to produce objective values for others, I could arrange for you to acquire

Neo-Tech as we have occasionally arranged for other nonqualifiers desiring to change and pursue a happy, productive life. Let me know if you are interested in this new direction, and we can help you. With Neo-Tech, you can be infinitely happier than working toward the next election. In any case, I suggest you and anyone you care about in government read the enclosed I&O article, "*Power, Plato, and Aristotle*".

Sincerely,

John Flint
Publisher

P.S. We must not give away our valuable Neo-Tech manuscripts. Since Mr. Jolliff specifically ordered our manuscripts, an invoice for one set is enclosed. Added to that invoice is an Express Mail charge to cover the speedy delivery date that Mr. Jolliff requested in writing.

Editor's Note:

[The above letter was the second in a series of Attorney General letters. Dr. Wallace further developed the Neo-Tech formula in this letter. The letter has an underlying theme of fully integrated honesty that cannot be contradicted. The non-emotional, but firm approach serves as the foundation of the letter. The point is that I&O is a value producer, and Mr. Clark is a value destroyer. BP]

July 2, 1984

Director
U.S. Embassy
24/31 Grosvenor
London W1A 1AE
England

Dear Director,

We have received a letter from Mr. Maurice Powell of Jacksons Advertising Service Limited in London. He had written to you in reference to our business and promotional piece. You responded that our promotion suggested of a scam type operation.

I&O Publishing Company is a well-established publisher that has been marketing business information books with philosophical and psychological orientations since 1968. We have built an extensive customer backing by offering important, permanent values to everyone.

The response Mr. Powell received from the U.S. Embassy in London surprises me. For, without any apparent investigation, a good reputable U.S. company was besmirched by the U.S. Embassy.

I know that a U.S. Embassy, of which one main purpose is to promote the foreign trade of U.S. companies, would not knowingly respond in such a detrimental way. Therefore, I would appreciate an explanation to the response given to Mr. Powell's inquiry so that such misunderstandings can be prevented in the future.

If you wish for further references, please contact the Direct Marketing Association, the British Direct Marketing Association, the Chamber of Commerce, or the Better Business Bureau.

We would appreciate your maintaining a file on this and any future correspondence about I&O so you will have accurate information when receiving future inquiries about I&O Publishing Company .

Sincerely,

Ken Clark
Customer Service

Editor's Note:

[Bogus-job authorities quickly recognize how Neo-Tech exposes the dishonesty behind their livelihoods. Neo-Tech is frightening to such people. They would rather avoid I&O once they realize what they are dealing with. ...The Director of the U.S. Embassy in London not only immediately backed down but provided I&O with the address of a local foreign-trade representative in Nevada who promotes international business. BP]

November 29, 1984
Certified Mail/Return Receipt

Mr. Paul L. Douglas,
Attorney General
Department of Justice State Capitol
Lincoln, Nebraska 68509

Dear Mr. Douglas:

Crucial to your future is understanding the enclosed November 13, 1984 letter from Mr. Thomas P. Vlahoulis of your Consumer Protection Division. As Nebraska's Attorney General, you are responsible for actions of that Division and its use of taxpayers' money.

Please carefully read that letter, for it is under your name: If Mr. Vlahoulis or anyone in that Division has or ever had a single, concrete complaint about the Neo-Tech Research and Writing Center or any of our publications, we request that you immediately inform us. We want to know exactly what the complaint is and who is making it so we may properly serve that customer.

But much more important, Mr. Douglas, why exactly is Mr. Vlahoulis gratuitously intruding into a publishing company with an inquisition directed at its writers and sources? What exactly is he inferring or presuming, and on what basis? And what is the idea of his threatening us while remaining secretive in vaguely implying that the inquisition arises from "information forwarded by a concerned citizen". If someone has a complaint, then out with it so we can respond. Indeed, has Mr. Vlahoulis or anyone in that Division ever received even a single complaint? And what about the thousands of happy Nebraskans who have benefited from our work over the past sixteen years? Indeed, many of those individuals have responded with written testimonials. Just who is complaining? Has that person ever purchased any of our publications, much less read them? Does anyone have a specific complaint about our literature or service? Or is Mr. Vlahoulis merely acting on someone's frightened

feelings or arbitrary whims?

If no complaint based on fact exists, then I submit that Mr. Vlahoulis is on a “fishing expedition”, consuming taxpayers’ money in perpetuating bogus jobs by conjuring up problems that sap valuable time from innocent value producers. If that be the case, is not that a double-edged fraud operating under the aegis of “consumer protection”?

What would the citizens of Nebraska think about spending their tax money on harassing value-producing writers in the name of “consumer protection”? What would Woodson Howe of the Omaha World-Herald, Tom White, editor of the Lincoln Star, say about arbitrary disclosure demands and threats aimed at a publisher of ideas? ...Ideas that will collapse mysticism to benefit everyone except the neocheaters.

I&O Publishing Company stands for Individualism and Objectivism. Through our philosophically oriented books and articles developed by the Neo-Tech Research and Writing Center in Southern Nevada, we have delivered objective, long-range values to over a million supportive individuals around the world. While nonproducers, mystics, and neocheaters dislike and occasionally react vehemently to the disclosures made in our publications, we have fairly resolved every customer misunderstanding or complaint over the past sixteen years. Moreover, unlike bookstores and major New York publishers, we have faithfully honored a full money-back guarantee, even when not obliged to, on all publications since our founding in 1968. Part of our success evolves from our reputation for fair play throughout the trade. We cherish that reputation. But we are also resolutely principled and do not yield to actions that are wrong or unfair, no matter what the cost. Indeed, over the long-range we build strength and conviction through a loyalty to honesty. And that means not yielding to neocheaters wherever we encounter them.

In addition to the definition of neocheaters on page 2 of our enclosed statement of principles, I ask you to read page 3 concerning our policies toward neocheaters. That policy

includes never knowingly doing business, regardless of dollar losses, with those who live by threats or fraud. The philosophical underpinnings of that policy evolve from Dr. Wallace's enclosed article on the bicameral mind: "*Consciousness, The End of Authority*". Incidentally, as printed on its front cover, that article won a first-place, cash-grant award from the National Writer's Club for the best nonfiction article of 1980. Also, page 1 of that article reveals that Dr. Wallace was a Senior Research Chemist for E. I. du Pont de Nemours, Inc. at their renown Brandywine Laboratories in Wilmington, Delaware — a fact that Mr. Vlahoulis could have determined himself if he had a good reason to do so. And, at any library, he could have found that in addition to his technical and non-technical works, books, articles, Dr. Wallace was editor for the nation-wide magazine "*Gambling Times*" for whom he also wrote an outstanding series of psychological/philosophical essays about gambling. Additionally, Dr. Wallace is recognized as a world-leading authority on poker and is the author of the best-selling poker book in history: "*The Advance Concepts of Poker*", Warner Books, 1983 New York; Crown Publishers, 1976 New York; I&O Publishing, 1968 Wilmington, Delaware.

Also enclosed is a summary of testimonials from Neo-Tech owners. We never fake testimonials. We never need to. And those testimonials represent but a fraction of the testimonials flowing daily into our feed-back files. While we never allow the names and addresses of our readers, supporters, and sources to leave our premises, any qualified customer may arrange to visit our writing center and examine the original testimonials or meet with those associated with our research and writing projects. Likewise, a representative from your office may arrange to visit us, peruse our testimonials, and meet our writers. But first, as with our customers, he or she must not fall into any of the six categories described on page 3 of our enclosed policy statement and must state in writing the purpose of the visit.

As you can see in the inset on page 2 of the enclosed testimonials, not all feedback is positive. Indeed, a small percent of respondents fear Neo-Tech and stridently attack

what it reveals. Some have physically threatened our writers, and two have already tried to carry out their threats. That is one reason we shield our writers and provide them with unlisted phones. Additionally, all our sales literature openly display a printed warning requesting neocheaters, mystics, and other destructive people not to buy from us. For we will not knowingly do business with them. We reject their orders and refuse their payments. If they still secretly buy from us, we refund their money and never deal with them again.

Enclosed is a recent article, "*Dawning of the Neo-Tech Age*". That article provides insight into those who fear and attack Neo-Tech. That article also provides further insight into Dr. Wallace's background at du Pont and his later work that someday should lead to the Nobel Prize.

But above all, we as all Americans are protected by the First Amendment. And we as all Americans can freely publish our ideas without anyone's permission or license no matter what authorities, mystics, or neocheaters may object, including those in government and religion.

And now the most important note. A personal note offered in goodwill to you, Mr. Douglas: I ask you to take the following two steps that will bring you and the public genuine benefits, now and in the future:

(1) Determine this of yourself and the Justice Department: Who produces values that others would willingly buy, and who consumes money and values produced by others? That separates the value producers from the nonproducers. The nonproducers need retraining to produce values for others in order to benefit society and live happily.

And (2) although we do not sell Neo-Tech to mystics, neocheaters, politicians, certain academe, the clergy, and others listed in our policy statement, we invite you to leave politics, acquire Neo-Tech knowledge, and join in the ascent of man and woman to guiltless prosperity, happiness, and romantic love.

You will never regret becoming a Neo-Tech person. I know. My father was a politician — a Supreme Court Judge of New York State. And both my grandfather and great grandfather were Attorney Generals of New York State and later United States Congressmen. They were brilliant, talented men. And I lament how happy they could have been if they had access to Neo-Tech and left politics to become producers of objective values desired by others.

Again, as stated in our policy, we will not sell our products at any price to professional value destroyers, which include politicians. But, out of goodwill, I have enclosed the Instruction Booklet for our half-million-word master work — Neo-Tech. In addition, I have enclosed our Neo-Tech art brochure expressing the powerful, creative sense-of-life flowing from all honest producers. If you become seriously interested in leaving politics to produce objective values for others, I could arrange for you to acquire Neo-Tech as we have occasionally arranged for other nonqualifiers desiring to change and pursue a happy, productive life. So let us know if you are interested in this new direction, and we can help you. With Neo-Tech, you can be infinitely happier than working toward the 1986 elections. In any case, I suggest you and anyone you care about in government read the enclosed I&O article, "*Power, Plato, and Aristotle*".

Sincerely,

John Flint
Editor

Editor's Note:

[The Neo-Tech formula for dealing with Attorney Generals has been solidified. As might be expected, the only response to the above letter from Attorney General Douglas was frozen silence. A few weeks later, Attorney General Douglas was indicted for fraud and sentenced to prison. BP]

March 8, 1985

Mr. C.E. Smith
Postal Inspector
United States Postal Service
P.O. Box 20666
Phoenix, AZ 85036

Dear Mr. Smith:

Since 1968, we have published the philosophically oriented works of Dr. Frank R. Wallace. In 1979, we began publishing portions of his master-work titled Neo-Tech. While its ideas are new and controversial, Neo-Tech is the most objectively valuable information ever published. We believe it will someday lead to the Nobel Prize.

Still, some people, particularly certain religious individuals, authority-dependent people, and neocheaters who live off the efforts of others feel threatened by the blunt honesty of Neo-Tech. Some of those people direct their negative reactions not only toward Neo-Tech but toward its publisher and Dr. Wallace himself. Their reactions range from simple refund requests down to a tiny minority who stridently wish to abridge our first amendment rights because we publish ideas they dislike. Indeed, over the years, several people (e.g. over zealous born-again) have threatened and assaulted individuals involved with Neo-Tech. For 17 years, we have handled those problems as follows:

1. We occasionally do make shipping and refund errors. But our percentage of errors is well below that for booksellers with similar high volume. And as far as I know, we have properly corrected all errors and fairly resolved all complaints brought to our attention over the past 17 years.

2. Since 1968, we have automatically provided full refunds on all products returned in resalable condition for any reason within 30-days (but we actually allow up to 60 days). And we fully refund under any conditions to those who

philosophically disagree with Neo-Tech. For we do not want such people possessing our work. And we clearly state that in all our advertising.

3. For those who misunderstand Neo-Tech or feel threatened by it, we are always willing to demonstrate the great values Neo-Tech offers to them as it does to everyone else. Ironically, such people over the long-term could benefit the most from Neo-Tech.

4. As a result of the tiny fraction of disturbed and sometimes violent people crusading against Neo-Tech, we moved our research and writing center from Wilmington, Delaware twelve years ago to the safe, secure locations in Southern Nevada and California. And the police in Nevada are aware of our security problems in providing a safe environment for our work.

For your own understanding, I would like you to carefully read the enclosed Neo-Tech Information Package. On completion, you will realize not only the crucial values offered to everyone by Neo-Tech, but you will also realize we are not primarily interested in business, publishing, or profits. Our motivation and dedication is focused on developing and disseminating ideas — the Aristotelian ideas of Neo-Tech with the specific goal of ending the 2000-year hoax of mysticism so all honest, productive individuals can gain full prosperity, romantic love, and eventual biological immortality here on earth. The whole idea of Neo-Tech is prosperity through fully integrated honesty — through eliminating mysticism and neocheating.

Aside from word-of-mouth, our entire advertising program and all our advertising copy come directly from Eric Savage's interview on pages iii-vii in the enclosed Neo-Tech II, Dr. Wallace's notes on pages vi-x in the enclosed Instruction Booklet, and the testimonials on pages xiii-xvi in the same Instruction Booklet.

The powerful scope of Neo-Tech is partly illustrated by the enclosed sampling of letters. And to illustrate the other

side — the nature of that tiny minority of strident Neo-Tech detractors — I have also enclosed a sampling of negative comments. We promptly refund all such detractors and never deal with them again.

We are a small, but well-established and respected publishing house. And our Neo-Tech literature is a permanent, monumental work vital to all productive individuals. Neo-Tech will be marketed throughout the world until accomplishing its goal of freeing humankind of its twin scourges: Mysticism and Neocheating.

Please return the enclosed materials when finished. But if you are personally interested in Neo-Tech, you are welcome to study all the volumes. If you accept its many advantages and benefits, you may purchase the manuscripts from us. Or you may return them without obligation.

Sincerely,

John Flint
Editor

P. S., For nearly 20 years, we have worked closely with the postal service in handling both our domestic and foreign literature programs. In fact, my 22-year-old associate, Eric Savage will be a guest speaker at the USPS Western Regional Conference in San Francisco next month. He will speak about foreign ISAL mailings about which he has become a recognized expert both here and abroad.

Editor's Note:

[Notice the difference in tone used when dealing with a legitimate government service that by itself can deliver honest values. A rational, business-like approach is the way to solve true problems that arise in business. It is business and business-like minds that solve legitimate problems. In situations involving those specific government

services that can deliver honest values to others and society (e.g., the Postal Service and most local police departments), the Neo-Tech approach will be greeted respectfully and effective working relationships can develop. BP]

March 27, 1985
Certified Mail/Return Receipt

Mr. Irwin I. Kimmelman,
Attorney General
Justice Building
Newark, NJ 07102

Dear Mr. Kimmelman:

I believe I can offer you an important value by sharing my understanding of the enclosed March 12, 1985 letter from Mr. Eric G. Soldwedel of your Consumer Protection Division. As New Jersey's Attorney General, you bear the responsibility for the actions of that Division and its use of taxpayers money.

Please carefully read that letter, for it is under your name: If Mr. Soldwedel or anyone in that Division has now or ever had a single, concrete complaint about the Neo-Tech Research and Writing Center or any of its publications, please specifically inform us. For we want to know exactly what the complaint is and who is making it so we may properly serve that customer.

I must ask, however, why exactly is Mr. Soldwedel intruding into our publishing company? He projects three non sequiturs that have no connection with us, our writings, or our publishing activities: 1. He states, "It appears that your solicitation is a blatant scheme for fraudulent billing". Just what is he relating to? As "evidence", I guess, he enclosed a photocopy of our standard book-order coupon that has nothing to do with billing. In fact, we do not even accept billed orders, except from major bookchains (e.g., Daltons, Waldenbooks) who have established credit with us. 2. He then states, "The second violation is that of offering a prize...". Offering a prize? We are not in the prize business. But as "evidence" he points to our providing an additional book to those customers ordering our half-million-word Neo-Tech Information Package before a certain date. That is standard practice among the publishing trade, which permits

circulation of additional literature without added cost to the customer. But a cut-off date protects the publisher from being forever obliged to offer the additional literature after one may no longer have access or rights to it, or after it has gone out of print. 3. And finally he states that he is authorized to investigate such "fraud, deceit, and misrepresentation." That's fine, but where is the connection with us, our publications, or our publishing work?

If I may suggest in an effort to be helpful, all the above items appear as nothing more than jumbled non sequiturs. As such, they may fill the bureaucrat's day, but only drain time and money from taxpaying value producers and their consumers. That kind of activity is "pot stirring". Interestingly, Neo-Tech makes a major contribution by identifying professional "pot stirrers" who make careers out of draining value producers and taxpayers rather than competing with them in producing marketable values. And that is why value destroyers are hostile to our publications and want the government to squelch Neo-Tech.

In addition, the complaint from your office appears to be based on nothing more than an opinion of someone who dislikes what our Neo-Tech news bulletin reveals. But if anyone has a valid complaint about our product or service, then tell us so we can properly respond. Indeed, has Mr. Soldwedel or anyone in that Division ever received even a single valid complaint about us? And what about the thousands of happy New Jersey citizens who have benefited from our work over the past sixteen years? Indeed, many of those individuals have responded with written testimonials. ...So just who is complaining? Has that person ever purchased any of our publications, much less read them? Does anyone have a specific complaint about our literature or service? Or is Mr. Soldwedel merely acting on someone's envious feelings or arbitrary whims?

If no complaint based on fact exists, then is not someone simply on a "fishing expedition", consuming taxpayers' money in perpetuating consumer-division jobs by conjuring up problems that sap valuable time from innocent value

producers? If so, is not that a double-edged fraud operating under the aegis of "consumer protection"?

Out of goodwill, I have enclosed the Instruction Booklet to Dr. Wallace's half-million-word Neo-Tech work. In addition, I have enclosed a sample of Neo-Tech art that expresses the powerful, creative sense-of-life flowing from all honest value producers. If you become seriously interested in leaving politics to produce objective values for others, I could arrange for you to acquire Neo-Tech as we have occasionally arranged for other nonqualifiers desiring to change and pursue a happy, productive life. So please let us know if you are interested in this new direction, and we will help you. With Neo-Tech, you can be infinitely happier than working toward the next election.

Sincerely,

John Flint
Editor

Editor's Note:

[After receiving this letter, Attorney General Kimmelman and his entire office hid from Neo-Tech. The integrated honesty of Neo-Tech is a simple yet powerful tool that outcompetes all professional mystics, neocheaters, and value destroyers. BP]

April 22, 1985

Mr. Paul Nutter
Better Business Bureau
1829 E. Charleston Blvd.
Las Vegas, NV 89104

Dear Mr. Nutter:

For the past twelve years, since moving from Delaware, we have had our Research and Writing Center in Nevada. We feel your office has not recognized or understood the interesting, unique nature of our work. Please take a few minutes to read this letter and you will see that we are and always have been good, benevolent, and honest producers of values for others and society.

First, I am amazed how few complaints you have received over the years, especially when considering our large volume and the controversial nature of our radical, atheistic writings. Over 160,000 customers in 85 countries have paid up to \$150 for our controversial literature packages. But because of the philosophically radical nature of our literature, we have always honored an extra generous refund policy to those who do not agree with our writings. We offer a full 30-day money-back guarantee in writing, but honor all returns made within 60 days. While our literature is revolutionary, it is totally valid, extremely important, and highly valuable to everyone's future. Your handful of complaints over the period of several years, is exceptionally low when our volume and the above facts are considered. ...Few if any businesses in the world can match our record in satisfying and delivering values to its customers.

Indeed, over the years, we have promptly issued over 4,000 refunds to those who react negatively to Neo-Tech. And all the many thousands examples of our exceptionally good service to our readers never come to your attention. Still, less than 1% do abuse our refund policy by trying to collect double refunds, execute credit-card frauds, capture refunds on bad checks, and usurp our literature by demanding

refunds well beyond our 60-day period. We stand on principle and reject those who try to abuse businesses. ***And the BBB should appreciate that by standing firm against those who are really trying to steal from business. We are not only protecting all other business, but consumers as well.*** Yes, it would be easier to just “buy off” those consumer thieves by paying the refund. But such practices must not be supported or they will increasingly become an accepted drain on honest businesses and all consumers.

Occasionally we make a mistake, mail is lost, or we are unaware of a certain problem for which we are grateful for the BBB of informing us so we can correct the problem. For that service is why we support the BBB. But, of two “unanswered” complaints that you sent us, the “unanswered” complaint on Julian Scott was indeed answered on November 18, 1983 as shown by the enclosed photocopy. Somehow, your office misfiled those records. Could that be the case with the other “unanswered” complaints? We have no record at all on that second unanswered complaint, Mr. Gardner. In fact, we have no record that Mr. Gardner is even our customer.

Since 1968, we have operated this philosophical publishing company as a principled, fair, and honest company with a very good record. We would like the above facts and perspective understood and reflected in your records. Also in light of this letter, we want to pursue this matter with you and the national BBB organization until the records reflect the impeccable honesty and nearly flawless record of I&O, despite the attacks and criticism we are always subjected to because of the controversial nature of our writings.

Sincerely,

Mark Hamilton
General Manager

(See next page)

Editor's Note:

[As indicated in the above letter, errors were made by the Better Business Bureau that unjustly reflected on I&O. Stating the facts and not compromising on honesty leaves the recipient with only one alternative to accept. As a result of this letter, the errors were corrected.

It is important to note that the Better Business Bureau is not a value destroying agency, although there are some dishonest white-collar-hoax elements within the BBB. But, for the most part, the BBB is a privately run organization that does not usurp a livelihood through the threat of force. BP]

June 17, 1985

Ms. Shari Compton/Mr. Ronald G. Shutt
Consumer Affairs Division
Southern Nevada

Dear Ms. Compton and Mr. Shutt:

I am responding to your June 11 letter (L85-0912-4) to my associate, Mark Hamilton.

On May 3rd, my associate duly researched and then responded to a complaint from a Ms. Rechner. Mr. Hamilton explained that this lady returned a half-million word, numbered manuscript after one full year of use. She then tried to use your agency to intimidate us into paying her \$89.95 for returning those well-used manuscripts that are now outdated and cannot be resold.

For 18 years, we have honored a generous 30-day return policy to bookstores and individuals alike. Moreover, because of the controversial, philosophical nature of some of our writings, we bend over backward in satisfying anyone who differs with our views by extending our 30-day return guarantee to 60 days, and even to 90 days under reasonable circumstances — but, no, never to a year. For that would be unfair and irresponsible in supporting those who would steal values from our hard-working Nevada authors and writers.

For over 18 years, we have been constantly fair, always giving the benefit of the doubt to our readers. For that we have earned a reputation for integrity and fairness among the publishing professions.

But your letter of June 11th took no account or even mentioned my associate's proper response. Instead, your letter reflects a biased, hostile, fact-ignoring alliance with an out-of-state resident in her attempt to extract an undeserved \$89.95 from our writing group. To the contrary, your group should be concerned with protecting the citizens of Nevada of such extortions. For we are the people who pay your salaries by working hard to create values which benefit honest people everywhere. Thus, your blind, threat-backed

demand for money is not only unjust and wrong, but is unbecoming of your department.

Occasionally, over the past 13 years, your department has provided information that helped us discover and resolve problems that we were unaware because of an error or not being informed. We appreciate any service that helps us better serve the public. And we hope in the future you can again provide that kind of service to us and other Nevada citizens.

The essence of all our writings, as shown in our enclosed Policy Statement, is to stand firm on principle against neo-cheaters, everywhere. Thus, we will never buy off problems of people trying to extort from us through your bureaucracy.

Sincerely,

John Flint

Editor's Note:

[This letter is an excellent example of the Neo-Tech formula in action. All the elements are obvious in this short, to-the-point letter. The strength/courage elements are more visible and less subtle in this letter than in previous ones. The facts are simply stated and plain to see. The honesty is unquestionable. And the uncompromising stand is clear for all to see. The point is honed in on: I&O is a value producer and is not compromising to usurpers of unearned values. BP]

July 3, 1985

Editor
CHOICE Magazine
57 Carrington Road
Marrickville NSW 2204
Australia

Dear Editor,

I am writing in response to an article published in the June issue of *CHOICE* about the Neo-Tech Information Package. Considering that no one at *CHOICE* examined a copy of Neo-Tech, the assertion made about the value of Neo-Tech not only is wrong, but is unfair.

I&O Publishing Company is a well established, reputable company that for 18 years has been publishing and distributing philosophical works throughout the United States, Europe, and the Pacific Basin.

I&O is also responsible for distributing the important Neo-Tech Information Package. For the past five years, I&O has been distributing the Neo-Tech Information Package worldwide and now has over 65,000 well satisfied Neo-Tech customers in 81 countries — including 3,000 very appreciative Neo-Tech customers in Australia.

The Neo-Tech Information Package is a half-million-word, 632-page, three-volume literature package that provides integrated concepts on business, politics, philosophy, and psychology. Neo-Tech is the result of a nine-year research project headed by Dr. Frank R. Wallace (a former Senior Research Chemist for E.I. du Pont de Nemours & Co.).

Because of the sweeping values offered by this product, Neo-Tech has become I&O's best received products. Neo-Tech is becoming increasingly recognized as a most important and major literature work. From our Australian customers alone we have an entire file filled with letters written to us by well satisfied customers telling us of the enormous personal and self-esteem values received from Neo-Tech. In fact, one of our Australian customers in Yeppon, Queensland,

was so impressed and received so many values from Neo-Tech that she flew to the Neo-Tech Research and Writing Center here in Southern Nevada. She is now offering seminars in Australia on the Neo-Tech concepts. (See enclosed article from the June 22 issue of the Capricorn Coast Mirror. Also see enclosed sampling of customer responses.)

We must go through considerable expense and effort to make the Neo-Tech Information Package available to Australian consumers. And we are proud of the values and opportunity we have been able to provide to over 3,000 Australians. If you have any specific, legitimate complaint, please let us know. For we always beneficially serve our customers. However, the recent article in your magazine about Neo-Tech has done a dishonest disservice to an important and valuable product and to Australian consumers who have been so satisfied with that important work.

Being in the responsible, public position that *CHOICE* magazine is in, we expect a retraction to that libelous June article.

Sincerely,

Eric Savage
International Director

Editor's Note:

[Every dishonest ploy inflicted upon value producers must always be met head on and countered. That builds an honest, consistent base of integrity. Ironically, that is one element sorely lacking at *CHOICE* magazine. BP]

July 22, 1985

Federal Trade Commission
Att: Dorothy C. Gardner
Washington, DC 20580
RE: Bonnie Naradzay

Dear Ms. Gardner,

This letter is in response to a phone call received from Bonnie Naradzay Monday, July 8, 1985, 10:30 a.m., PST. She was in receipt of my letter to you of June 13, 1985 regarding Rosalie Hamer.

Ms. Naradzay instructed us to violate our agreement with VISA and issue a check refund, despite my June 13th letter explaining the problem and our innocent position. Moreover, her demanding tones combined with her misunderstanding of the situation undermines the FTC function and credibility. Perhaps Ms. Naradzay personally dislikes our philosophical writings and actions that never yield to dishonest ploys conducted by people who try to defraud honest businesses. But that is no reason to reflect such a poor approach to a publishing company who has the right to publish what certain government authorities do not like. Indeed, that is why the first amendment exists.

By the way, we have obtained Rosalie Hamer's VISA number and have properly refunded her in full. This way we will not be paying double refunds, which is a ploy of customers that use authorities to cajole companies into issuing checks and then put through chargebacks to collect double refunds. I do not think the FTC should be encouraging that kind of theft. Thank you.

Sincerely,

John Flint
Editor

(See next page)

Editor's Note:

[Ms. Hamer attempted to obtain a double refund by first demanding through the FTC an immediate refund in the form of a check from I&O and then issuing a charge-back through her VISA account upon which her order was first placed. That scam maneuver was identified and then countered by I&O which resulted in the above letter. But the FTC chose to support Ms. Hamer throughout the entire scam attack until finally stopped by the above letter.

After 2000 years of attacks on honest, productive businessmen by job-justifying bureaucrats, those injustices and destructions are finally coming to an end. I&O Publishing Company armed with Neo-Tech will permanently end those deceptive crimes upon the value producers of society. BP]

August 20, 1985

Mr. James R. Robinson
[Address withheld]

Dear Mr. Robinson,

In reply to your letter of July 27, 1985:

We do not appreciate your intimidation techniques and threats. First, you ordered in January of 1985 and returned the material in July of 1985. We allow 30 days for customers to review the literature and return it if not happy with it — a benevolent, honest way of doing business. To imply that our business practices are guilty is unfair and not accepted.

To address the issue of religion: No message in our advertising could be stated more clearly. Neo-Tech has nothing to do with religion, for religion is a mystical illusion from someone's imagination. It is nothing — it is not part of reality. Neo-Tech has no more to do with religion than it does with any mysticism anyone can dream up including ghosts, goblins, or gremlins — and Neo-Tech clearly states that. Indeed, we are going to smash this mysticism nonsense and, as stated in our sales literature, no one is going to stop us.

Sincerely,

Mark Hamilton
Editor

Editor's Note:

[Integrated emotion can be used effectively to dismiss value attackers. The decisive factor is that the writer must always be in control of his emotions. The writer must not let his emotions control him. BP]

October 11, 1985

Mr. Phillip Coman
Regulations and Standards Division
Ministry of Consumer Affairs
AUSTRALIA

Dear Mr. Coman:

Re: Dr. Ken Coghill's Complaint Against I&O Publishing to Ministry of Consumer Affairs.

Thank you for informing the Australian Direct Marketing Association about the complaint by Dr. Coghill concerning the Neo-Tech Information Package.

Considering that Dr. Coghill never even examined a copy of Neo-Tech, the assertion made about the value of Neo-Tech is very unfair — especially considering that Dr. Coghill is in a responsible public position.

I&O Publishing Company, is a well established, reputable company that for 18 years has been publishing and distributing philosophical works throughout the United States, Europe, and the Pacific Basin.

I&O also has the serious responsibility of distributing the important Neo-Tech Information Package. For the past five years I&O has been distributing the Neo-Tech Information Package worldwide and now has over 75,000 well satisfied Neo-Tech customers in 81 countries — including 3,500 enthusiastic Neo-Tech customers in Australia.

I have enclosed to you a sampling of customer feedback. This entire book represents only a small portion of our customer feedback files at the Neo-Tech Research and Writing Center. Those letters from paying customers describing the enormous, life-enhancing values they received from the Neo-Tech Information Package underscore the value of the Neo-Tech product and of our marketing campaign that has made Neo-Tech available to persons worldwide.

The NTP News Report that advertises the three-volume, 1100-page Neo-Tech Information Package is actually an

understatement of the value of the Neo-Tech product. NTP Editor Eric Savage spent months in consultation with Dr. Wallace while editing the NTP News Report to make sure it described the Neo-Tech concepts as closely and accurately as possible. The NTP Report about Neo-Tech only begins to touch on the mind-boggling power of the Neo-Tech Discovery.

Neo-Tech transfers radically new philosophical concepts right down to the “man in the street”. Until now, only worn out and impractical philosophical concepts had been identified. And they languished only in ivory towers of academe. But Neo-Tech allows everyone to grasp the crucial, powerful nature of philosophical concepts in ways that can be used in everyday life. With Neo-Tech, people can approach the true nature of man to capture the enormous power of applied conscious thought and effort. Never before have such complete, rationally consistent philosophical concepts been identified and integrated. What’s more, Neo-Tech hones those concepts into practical formats that anyone can easily apply in his or her daily life, no matter what their level of education. Because of the thoroughness and sweeping scope of the Neo-Tech Information Package, it is becoming increasingly recognized as an important, major historical work.

However, those who have never seen the Neo-Tech product and denigrate it based solely on assertions are unjust and unprofessional. I&O Publishing Company, including its Neo-Tech Research and Writing Division, stands firmly on principle and will not yield or give credence to those who dishonestly attack values. We shall always stand up to that kind of dishonesty.

Indeed, such unsubstantiated effortless “attack modes” are generally used by people who tear down rather than build values. Such attacks are the antithesis of the time and effort required to create rational values such as Neo-Tech.

If you ever receive a single problem or complaint from any of the over 3,500 Neo-Tech owners in Australia let us know so that we may promptly satisfy that customer. For we always strive to better serve our customers. However,

complaints based solely on assertions by those who have never even examined or seen the subject they are attacking are completely unfounded and without merit. ...Dr. Coghill's irresponsible attack on Neo-Tech has done a great disservice to an invaluable product as well as to Australian citizens who need, want, and benefit greatly from Neo-Tech.

Out of good will, we invite Dr. Coghill to examine Neo-Tech through a current Neo-Tech owner in Australia. Then if he is interested in changing direction, we will help him. With Neo-Tech, he can be infinitely happier being a producer of genuine values than being a politician working toward the next election.

Also, out of fairness, we ask Dr. Coghill to tell us why he denigrated us without facts or justification. We want this kind of information to complete our documentation of this case history for our future publications.

Again, thank you for bringing this matter to attention.

Sincerely,

Al Kern
International Director

Editor's Note:

[Dr. Coghill was a member of the Australian Parliament. He obtained an advertisement for the Neo-Tech Information Package, saw the threat to politicians and other professional value usurpers, and then launched a vicious attack-mode campaign against I&O and Neo-Tech. He attempted to have the Australian government censor Neo-Tech. See Coghill letter on page 74. BP]

October 21, 1985

Mr. Tobin Mueller
[Address withheld]

Dear Mr. Mueller:

Because of heavy in-house commitments, we seldom consider outside projects. When we do, our response is slow, for our staff is small and almost overwhelmed with our own work. Still, through Linde Gold, we invested considerable time and money in first evaluating and then trying to work your manuscript into a commercial form that could be profitably marketed. We not only dealt with good intentions, but we extended our resources to create an opportunity for your work. Thus, we reject your unknowledgeable accusations and innuendoes of your October 10th letter and recent phone calls.

If you read Neo-Tech V, you will understand that I&O is organized into entrepreneurial units that operate nearly autonomously. Linde Gold on her own took the responsibility of seeing if your work could be developed into a commercial proposal. If any promises were made, they were made unilaterally by Linde without our knowledge. I&O Publishing Company made no promises regarding your work. Also, you seem not to understand the speculative nature of submitting manuscripts to publishers. No publisher has an obligation to keep working with or publish unrequested manuscripts. Thus, instead of emotional accusing, a more helpful action is to understand what makes an opportunity succeed and how one's own actions determine the success or failure of that opportunity.

Your work has merit. That is why we spent time and money on it. Also, we were interested in your music since we are now developing music-video products. But our in-house demands combined with your misunderstandings resulting in unfounded accusations and negative views of

Neo-Tech, I think for either of us to invest more time and money would be unwise.

Aside from the normal “your-choice” expenses of submitting work on speculation, if you have any expenses that were a direct result of requests by Linde Gold (e.g., buying disks), send details and photocopies of the bills. Although Linde had no authority to make such requests, we will pay those expenses if they exist.

I hope you the best in placing your work elsewhere, for I think it has value.

Sincerely,

John Flint

Editor’s Note:

[Unfortunately, several Neo-Tech owners have lost golden opportunities similar to the one described above. If Mr. Mueller had understood the crucial link between opportunity and value production he might have obtained tremendous success. Many people erroneously view the idea stage of value production as the most important. This myth has been perpetrated by low-effort mystics and neocheaters for centuries. It is yet another example of the upside-down world of mysticism. For the opposite is true:

Little value is contained in the idea stage. To elevate an idea to commercial value production requires enormous integrated thought and direct-action effort. BP]

February 10, 1986

Ms. Sandy Low
United States Post Office
Southern Nevada

Dear Sandy,

I want to write you before taking further action on what seems to be a situation that must stop now. As an author involved in research for a major work on the nature of employees in government versus those in private industry, as an experienced publisher, and as a major customer of the Southern Nevada Post Office for the past 13 years, I am most concerned about the behaviors of certain postal employees that not only seem immature and unjust, but, more important, are interfering with my business at the Post Office.

From our discussions in early January and my letter to you of January 8th, we determined the unjust accusations being dumped on Jack Patton were based on unfounded rumors. I then provided the facts that negated those rumors. Once again, from your words, I was left with the clear impression that the facts now known would remedy the situation.

No, Jack has never initiated a single complaint to me about the situation. But to my sharp disappointment, those immature, unfair behaviors toward him seem to be continuing. Because others may have their personal problems with pettiness, compulsions, envy, grouchiness, is no reason to take those problems out on Jack. For despite the ill-willed thoughts and words of a few toward Jack, he remains an exemplar for all government employees. He is an honest man with quiet, stoic integrity. In being a genuine value to the customers he serves, Jack is a man who is always gentle, cheerful, helpful — never nasty, sour, lazy. ...He is always too busy doing his job to create problems where none exist. He always remembers his job is to satisfy the public and not a small clique of poor-attitude employees interested more in serving themselves than the public in forgetting why they are

getting paid.

I will do whatever is necessary to stop any continuing injustices laid on Jack for doing the quality job that everyone in the postal service should emulate. And it is only people like Jack who can prevent the public from becoming so turned off to the attitudes of certain postal workers that the entire postal system will become privatized sooner than anyone can imagine.

Our business volume with your post office is the smallest of the four post offices we work with. For example, we are the second largest international ISAL mailer on the West Coast, mailing from Long Beach and Oakland. After our considerable experience of working directly with people like Gordon Morrison, Assistant Postmaster General in charge of customer services, along with his associates John Wargo, Tony Gallo, Redford Knowles, Ed Walker, and other genuinely helpful postal employees in Washington, we are surprised and disappointed by this new situation in your post office. Last April we accepted an invitation to speak at the Annual Postal Forum held in San Francisco. We also accepted a personal invitation from John Wargo to be one of the two United States representatives from the private sector at the International Marketing meeting. The entire emphasis by Gordon Morrison at both the National Forum and the International Meeting was that the postal service must become more competitive to survive in the long run by rolling up its sleeves and working for the customer at the local level. I wonder how Mr. Morrison would assess the current situation in your office?

A few years ago, because of Jack Patton and the other value producers at the Post Office, I wrote to the then Postmaster General, William Bolger, citing your post office and its personnel as possibly the friendliest, most customer-oriented post office in the country. He wrote back expressing his appreciation for that reflection and was placing that commendation of your post office on file. But now, who in these last few years has been undermining that happy, friendly atmosphere. If my commendation is no longer valid, should it still remain on file in Washington?

As I said in my January 8th letter, "...Life is too short for all of us not to work together cheerfully and fairly."

Sincerely,
I&O Publishing Company

John Flint
Publisher

Editor's Note:

[As a direct result of this letter, the problems at that Southern Nevada Post Office were corrected. The power of a simple letter that exposes mysticism and related problems should never be underestimated. BP]

February 10, 1986

Mr. Ken Coghill
Parliament House
Melbourne, Victoria 3002
AUSTRALIA

Dear Mr. Coghill:

I am answering your January 15th letter to Frank Ward. And thank you for the addresses of parliament members. Each will receive a forthcoming missive.

We at the Neo-Tech Research and Writing Center believe your response to Mr. Savage's December 26th letter is a valuable link to our future work and goals. For your response combined with your speeches in parliament and previous correspondence is a most valuable documentation of political neocheating. (Please see box below for definitions of neocheating, mysticism, and Neo-Tech.) Those documents provide the missing link that integrates political neocheating to the neocheating proffered by leading TV news commentators, especially in the United States. In fact, your style parallels that of master black-hat neocheater Mike Wallace of the popular "60 Minutes" newscast in which his good-sounding neocheating is cravenly shielded from rebuttal, challenge, and honesty.

DEFINITIONS

Neocheating is the intentional manipulation of mysticism to extract a living or values earned by others.

Mysticism is the dishonest distortion of reality to create problems where none exist. Mysticism is the fertilizer for deception.

Neo-Tech is fully integrated honesty. Neo-Tech is the opposite of mysticism.

What makes your latest letter such an important specimen is that it totally ignores facts, especially the integrated facts in Eric Savage's October 11th and December 26th letters. His letters honestly and openly answer the arbitrary misinformation placed in the public record through the parliament in which rebuttals are impossible and no one is accountable for words egressing from political mouths.

But you provided us with a document that uses Orwellian newspeak to call good bad and bad good without considering truth — without addressing a single point of Mr. Savage's well-organized, factual letter. Your letters and speeches in parliament attack objective values through non sequiturs. That purposeful undermining of values through good-sounding non sequiturs is the essence of destructive neocheating.

Now, however, through our Neo-Tech manuscripts, all neocheaters will finally be held accountable for their words and actions to render them impotent. Your documented words and actions will be a key contribution to that end in a forthcoming publication. That publication will be a definitive work on neocheating for world-wide circulation in many languages.

Neo-Tech people are good, honest, productive people who deliver earned values to society. By contrast, politicians whose *modi operandi* are to usurp, transfer, and attack values earned by others are destructive to society and drain the lives of everyone. In fact, they as neocheaters can exist only by usurping values through government-backed deception, coercion, or force.

Neo-Tech people are net producers of values, neocheaters are not. I invite you, Mr. Coghill, to show you are a net producer of objective values. Do you produce a service or product desirable or competitive enough that others would willingly purchase it in a free market? If you can show, sir, that you are a net producer rather than a net consumer of

values, I will publicly admit the principle of neocheating is wrong as it applies to you. And I will immediately cease distributing such information throughout Australia. If you are a net producer, that fact should be easily demonstrable. You may do that in private correspondence with us or in a public forum. But if you are not a net producer, we again suggest you leave politics, cast off laziness and dishonesty, and work hard to become a happy, productive member of society. For the only alternative is to keep faking a pseudo self-esteem by further usurping, transferring, and attacking values. Thus, your life will continue to crumble towards death under increasing anxiety and impotence.

With Neo-Tech, we can confront neocheaters of any kind, in any forum. Indeed, all such confrontations are welcome. For confrontations speed the accomplishment of our single-minded goal of collapsing the 2000-year hoax of mysticism in order to render all neocheaters impotent. That is the sole dedication of our business, our research, our writings, our energies — to publicly confront, expose, and eliminate mysticism and neocheating.

Yes, Mr. Coghill, we are an American publisher. But I suggest you not try to imply that some undesirable difference exist between people from the United States and people from Australia. We are all the same good people with the same needs and requirements to live honestly, productively, happily. And every one of our thousands of Neo-Tech friends in Australia know that. So does almost everyone else.

We welcome all further responses, even attacks. We ask only for openness. Keep us informed. Let us know; let us respond. Do not attack secretly — behind our backs. But, on the other hand, such attacks will eventually back-fire, exposing the neocheating even more effectively. After all, such attacks and confrontations help our efforts to collapse the hoax of mysticism and eliminate neocheating. ...We do appreciate your helping us achieve our goal, which will benefit everyone, including you.

And finally, I am writing today one of our Neo-Tech representatives in Australia to arrange for you to examine the Neo-Tech manuscripts. Someone will contact you as soon as arrangements are made, probably after March 11th when our Neo-Tech World Summit in Nevada ends and our Australian representatives return home. ...Mr. Coghill, after you study Neo-Tech, I do believe you will respond positively as so many thousands have: In leaving the consumptive, political world for the productive Neo-Tech world, an almost unbearably rewarding life awaits — a life filled with challenge and rewards — a life spangled with abiding prosperity, love, and happiness.

Sincerely,

John Flint
Director of RIBI
Neo-Tech Research Center

Editor's Note:

[As explained previously in the Coman letter (page 71), Mr. Coghill was a member of the Australian Parliament. Seeing that Neo-Tech threatened to expose the uncompetitive, usurping nature of politicians, Coghill launched a vicious attack-mode campaign against I&O and Neo-Tech. He libeled and criticized Neo-Tech in several speeches and letters delivered to members of the Australian Parliament as well as to other authorities and agencies. Mr. Coghill's actions were relayed to I&O through the Australian Direct Marketing Association. The Neo-Tech formula was then applied to expose Coghill's neocheating actions. Mr. Coghill fled from Neo-Tech and never again attempted to attack Neo-Tech or I&O Publishing Company. BP]

February 25, 1986

Mr. Terry Murphy
National Director, ADMA
Sydney, NSW
AUSTRALIA

Dear Mr. Murphy,

In response to your letter of January 21, regarding Mr. Michael Deen, I apologize for not getting back to you sooner but I have been in Europe attending the French Direct Marketing Week in Paris.

Mr. Deen's returned books were received by us January 24, 1986 and he was subsequently issued a procedural refund (copy of that letter enclosed).

We have thousands of enthusiastic Neo-Tech supporters in Australia and now nearly 100,000 around the world. But, as mentioned in my letter to Mr. Coghill, because of Neo-Tech's strong, openly stated philosophical position, a small percentage of people dislike, feel threatened by, even hate the disclosures made in our publications. A few of those people react with emotional vindictiveness and destruction towards us. Often such people are non-producers and neocheaters — a definition Mr. Deen openly admits he falls into in his letter. That is why for five years all of our U.S. Neo-Tech advertising literature has contained a notice specifically requesting that such people do not buy our products, even though this costs us many sales. We do not want people like Mr. Deen buying our product. If they do buy from us, we always try to retrieve our Neo-Tech product and refund their money.

I stress a point mentioned in one of my previous letters; the NTP report that advertises the Neo-Tech Information Package is an understatement of the Neo-Tech product. NTP Editor, Eric Savage, spent months in consultation with Dr. Wallace editing the NTP News Report to make sure it described the value and affects of the Neo-Tech Concepts closely and accurately. In no way is the NTP report a mis-representation. Uncompromising integrity was upheld when writing

the Neo-Tech brochure to describe the value of the Neo-Tech Discovery in a complete, integrated manner. That is the reason for the lasting, world-wide success of the Neo-Tech marketing campaign. (The Neo-Tech brochure was featured in the industry newsletter "Who's Mailing What" as an example of one of the ten best direct mail pieces in the U.S.)

I, too, think it would be beneficial for you to see for yourself and to have on file our Neo-Tech Information Package and other products we are currently making available to Australians. I have enclosed the Neo-Tech Package along with samples of our Neo-Tech art brochure, our Neo-Tech World Summit mail piece, and our book catalogue for your reference.

As you will see from the enclosed material, we are in the business of providing the thinking tools for individuals to defend against and withdraw their sanction from the out-of-context, emotional attacks of neocheaters, mystics, and other immature, tantrum-mode value destroyers. Mr. Deen's assertions are emotionalisms that completely ignore the integrated facts. The beauty of Neo-Tech is that through its bold identifications, neocheaters and mystics will finally be held accountable for their words, actions, and out-of-context attacks on productive individuals, businesses, products, and ideas.

Sincerely,

Al Kern
International Director

Editor's Note:

[The above letter was designed to rectify the damage inflicted by Mr. Deen upon I&O Publishing Company. Mr. Deen's letter was irrationally emotional and dishonest. It overflowed with unfounded assertions and outright lies. Mr. Kern's letter calmly puts everything into perspective using fully integrated honesty. BP]

April 23, 1986

Ms. Jan Nutter
Assistant Director
Better Business Bureau
Las Vegas, NV 89104

Dear Jan:

RE: Your letter of April 10, 1986.

(1) See the photocopy of our recent correspondence to you about Mr. Daichman. Please note: Do not send correspondence to 1209 S. Casino as you did that inquiry. It will not be received by us for months. Send all our mail to the Boulder City address on your files. Thank you.

(2) We have no record of Mr. Lewis having ever ordered our manuscripts. In fact, we have no record of any correspondence from Mr. Lewis. Moreover, we have no record of ever receiving an inquiry on Mr. Lewis from the BBB. For if we did, we would have surely responded. Our response would have been then as it is now: Please have Mr. Lewis send us a photocopy of his cancelled check or credit card statement so we can promptly send him the manuscripts.

(3) We sent out over two million philosophical literature packages last year nationwide. Over two million sensitive belief-oriented literature packages...and only 17 complaints! That must be a record. And this year we have cut those complaints in half and still dropping while we rapidly grow toward three million literature packages this year. Jan, the numbers not only reflect our excellence in performing business, but best of all it shows that through our good business discipline we have learned how to present the universal values in our philosophy to expose the parasitical members of society (i.e., governments, religions, certain media people, certain "consumer protection" advocates, and others). The values in our philosophy are taking hold and

are picking up momentum. This literature will begin to spread geometrically as producers become aware of the 3000 year-old-hoax of freeloaders everywhere that hold them back. The advantages that result are too great to stop.

As you and Paul manage the Better Business Bureau, an institution full of value-oriented producers, I recommend that you purchase our Neo-Tech literature. Being totally consistent and honest with values and producers results in the most effective and exemplary way to run an institution of value producers.

Sincerely,

Mark Hamilton
Editor

May 30, 1986

Mr. John G. Koval
Investigator
Consumer Affairs Division
Las Vegas, NV 89104

Dear Mr. Koval,

RE: (1) Your form letter, May 8, 1986.
(2) Mr. Vic Wall, File No. L86-1175-8

This is a follow-up letter to my letter to you of May 16, 1986. Mr. Koval, my father just returned from a writing assignment to review your letter dated May 8, 1986. Please take out and read that letter. After a decade and a half an intellectual institution in our state — a rare, philosophical, artistic, cultural, and educational information center in this almost exclusive gaming state — we receive your May 8, 1986 form letter. That letter, amazingly a form letter, is the most presumptuously anti-value letter I have ever seen directed at the only real value producers on Earth. There is no excuse for such a letter that hinges on harassment. Just what is the idea of spending our hard-earned tax money that way?

We refunded Mr. Wall in full (check #6864) last March one day after receiving the photocopy of his cancelled check and 45 days before receiving your arrogant form letter. Mr. Wall's letter to you was dated in March. You did not act on it till May 8th after everything had been long settled by both parties. Mr. Koval, your division is slow and ineffective, dragging in all parties long after the fact, spending valuable tax dollars, getting in everyone's way, and draining the valuable producer's time. Your form letter harasses innocent producers of our state. You waste our money out of laziness, for you even carelessly sent your letter to us with 35 cents postage when it needed only 22 cents postage. I think any taxpayer would be personally ripped off by such overall incompetent use of taxpayer's money.

Your letter to us ironically provides a positive value. For we will publish that particular form letter in a future release about non-producers and neocheaters in government, in the clergy, and in the self-appointed advocate genre to be distributed worldwide. Our philosophical works concentrate with bulldog tenacity on ridding our world of neocheating. So, we actually benefit by those revealing their *modi operandi* directly to us, thus giving us the specific proofs we need to demonstrate our philosophy. My father's favorite quote by Murial Spark, author of "Loitering With Intent", expresses it best: "Everything happens to the writer. Time is always redeemed, nothing is lost, and wonders never cease".

In closing, I suggest you update your form letter to reflect a positive, non-accusatory attitude toward our hardworking citizens. You know, Mr. Wall was not even a citizen of our state.

If you receive a complaint, simply give us the facts without your presumptuous, guilt-implying form letter. That way, we can more quickly look into and resolve any problem in serving our readers, as we have for the past 16 years. To our knowledge, we do not have a single unresolved problem with our estimated 1,000,000 followers. We are proud of that remarkable record, especially when considering the controversial nature of our writings, which generate bitter attacks and howls of protest from those being exposed.

By eliminating that hostile arrogant attitude underscored by your form letter, you could actually be a value to honest businesses and consumers alike. We are looking forward in the future to honest, factual communications that are fair and helpful to everyone.

Sincerely,

Mark Hamilton
Editor

Editor's Note

[Neo-Tech *naturally* increases efficiency by removing mysticism. BP]

January 26, 1988

Mr. Eric G. Larson, Chief Inspector
United States Postal Service
San Bruno, CA 94098-0100

Dear Mr. Larson,

Since 1968, I&O Publishing Company has been the target of strident complaints arising from its controversial anti-religious literature. But the percent of complaints relative to our extremely high volume (over three million mailed worldwide last year) is lower than the best-managed companies in the industry, such as Franklin Mint or American Express (less than 0.02%).

In analyzing our records for the past two years, a remarkably low 12 complaints were sent to postal authorities, the Consumer Affairs Division, and the Better Business Bureau. Moreover, half of those complaints originated from two fervent individuals who have directed letter-writing crusades against our company for many years. I want to identify those two people so their repeated, libelous assaults will not unjustly reflect on our 20-year reputation for fairness and honesty to all customers, including them:

Mr. Raymond Blonigan
Brooklyn, New York
(directed libelous letter-writing campaigns since 1981)
and
Mr. Robert Walker
Bronx, New York
(directed libelous letter-writing campaigns since 1983)

Why do not we simply pay off such trouble makers as other businesses do to stop the harassments, damages, and expenses? No, we never have and never will pay off anyone, no matter what the cost. For 20 years, we have fairly and honestly resolved every known problem with our customers. And, we have gladly paid *every deserved* refund. But, we never yield to those who dishonestly use agencies and

authorities for pressure to rip off undeserved payments, payoffs, and double "credit-card" refunds. ...Most companies pay off such manipulators to avoid continuous expenses and libeled reputations. ...We never will yield to that blackmail.

Yes, a few fly-by-night companies rip off consumers. But many, many more consumers rip off honest companies who silently accept that kind of theft. We help protect all honest businesses and consumers by never yielding to such blackmail. And we would expect your full support of our position.

We have pending litigation against Mr. Blonigan in U.S. District Court and expect to file an action against Mr. Walker. Moreover, we want individuals prosecuted who manipulate authorities, agencies, and the mail to extort from honest businesses. Thus, we are asking you to keep this letter in your files and notify us of any further action by those two individuals against us or any other company.

Enclosed is our manual about Value Destroyers versus Neo-Tech. That manual demonstrates our unyielding, relentless stand against value destroyers in or out of government. By never compromising, Neo-Tech (fully integrated honesty) will collapse the 2000-year hoax of mysticism and eliminate all its symbiotic neocheaters.

Sincerely,

John Flint

Editor's Note:

[For every destructive act initiated toward I&O Publishing Company, Neo-Tech surges forward. For each destructive act launched against I&O only strengthens I&O's position. With Neo-Tech, the attacks of value destroyers always boomerang back at the perpetrator. For, Neo-Tech exposes every value-attacking ploy, thereby destroying the illusions that neocheaters need for power. BP]

March 18, 1988

Shari B. Compton, Commissioner
Consumer Affairs Division
2601 East Sahara Ave., Suite 247
Las Vegas, NV 89104

Dear Ms. Compton:

In response to your letter of February 19th asking for our “pitch” and business license: First, we have no “pitch” to send you. We have no “pitch” for any of our literature. Moreover, we as value producers reject such hypocritical pejoratives designed to create government “jobs”.

Rejecting Value-Attacking Words

We reject all such derogatory, value-attacking words directed at value producers — especially when those words come from sources rooted in value destruction.

Also, we conduct no business in Nevada. The sales and business operations for our publishing company are done in California, Ohio, Delaware, Toronto, the U.K., Malaysia, and elsewhere. In Nevada, we do our research, writing, and editing. Also in Nevada, we receive all test data, product returns, complaints, and problems worldwide for analysis and resolution.

And about that business license? We as writers and editors require no government licensing under the constitution. Moreover, we transact no business in Nevada. Nevertheless, we have maintained a business license in Las Vegas since 1973 at our Casino Center address.

Neo-Tech Emasculates Value Destroyers

Since 1968, I & O Publishing Company has been the target of strident complaints arising from the anti-mystical/anti-religious theme dominant in all our literature. But the percent of honest complaints relative to our extremely high volume (over three million mailed worldwide last year) is lower than the best-managed companies in the world such as

Franklin Mint, American Express — less than 0.02%.

In analyzing our records for the past two years, a very low 12 complaints were sent to postal authorities, consumer-affairs offices, and Better Business Bureaus. And every one of those complaints were resolved. But an equal number of complaints originated from two loud individuals who have directed vendettas against our company for many years. I want to identify those two people so their repeated, defamatory assaults will not reflect on our 20-year reputation for fairness and honesty to everyone, including them:

**Mr. Raymond Blonigan: Brooklyn, New York
(directed defamatory campaigns since 1981)
and**

**Mr. Robert Walker: Bronx, New York
(directed poison-pen campaigns since 1983)**

Why do not we simply pay off such people as other businesses do to stop the harassments, damages, and expenses? No, we never have and never will pay off anyone, no matter what the cost. For 20 years, we have fairly and honestly resolved every known problem among our readers. But, we never yield to those who dishonestly manipulate government authorities and collaborate with agents of force to rip off undeserved payments, payoffs, and double credit-card “refunds”. ...Most companies pay off such manipulators to avoid continuous costs and harmed reputations. We never will yield to that blackmail.

Yes, a few fly-by-night companies rip off individuals. But many, many more individuals rip off honest companies who silently accept such thefts. ...We help protect all honest businesses and consumers by never yielding to that blackmail.

The enclosed manual “*The Value Destroyers versus The Value Producers*” demonstrates our unyielding stand against dishonesty and theft, in or out of government. By never compromising, we through Neo-Tech (fully integrated honesty) will collapse the 2000-year hoax of mysticism and eliminate all its symbiotic neocheaters.

Your letter requests information about us for your files. Put this letter and the enclosed 496-page Information Package permanently in your files. For this Package tells exactly who we are and what we are doing. You will never again need to question us. Instead, we will be questioning you.

Indeed, we are engaged in the Ultimate Battle: The value producers versus the value destroyers. We are collapsing the 2000-year hoax of mysticism while eliminating both its symbiotic neocheaters and the White-Collar Hoax (see pages 172-181 in the *November-3rd Information Package*).

You Are Now in the Neo-Tech Matrix

Are you among the value producers or the value destroyers? You should prepare to answer that question, personally and professionally. For both you and the Nevada Consumer Affairs Division are now in the Neo-Tech Matrix. ... What do you choose? Value destruction or value production? Unhappiness or happiness?

Sincerely,

John Flint

Editor's Note

[Using Neo-Tech offensively can actually be fun. Spending valuable time exposing small-time value destroyers may at first seem like a contradiction until one understands that exposing small-game as well as big-game value destroyers is the essence of I&O. Ms. Compton attempted several times over the course of a few years to "corral" and even "break" I&O. She failed. Ms. Compton was eventually fired from her position by the Governor of Nevada for "conflict of interest" infractions concerning the granting of "special favors" by the CAD to her husband's business. BP]

May 10, 1988

Mr. Ronald G. Shutt
Senior Investigator
State of Nevada
Consumer Affairs Division
2601 E. Sahara Avenue, Suite 247
Las Vegas, W 89104

Dear Mr. Shutt,

Kindly tell us what the hell the complaint is, and we will be happy to respond.

You should at least read your mail before you whip off form letters that drain the time of honest, productive people.

Sincerely,

Mark Hamilton
General Manager

Editor's Note

[Once again the draining, unproductive nature of the CAD is exposed.
BP]

May 16, 1988

Mr. Glade Stewart, Director
U. S. Immigration and Naturalization
300 Las Vegas Blvd., South
Las Vegas, NV 89101

Dear Mr. Stewart:

(Re: My letter of April 24th, your phone call to Mr. Robert Campbell on May 3rd, and your prompt notice of May 3rd)

Professional Action

Thank you for the prompt action on correcting a problem that never should have existed. Moreover, that problem would have quickly disappeared with professional handling by your predecessor. Instead, he displayed only destructive, white-collar-hoax behavior. Thus, as revealed in the Guns-and Fists Newsletter #8, he now stands indicted among the value destroyers.

But, in fairness to you, we will edit the literature to show your effective handling of this problem. Moreover, as identified in the Guns-And-Fists newsletter #4, most of the INS Las Vegas staff are courteous, competent professionals. Thus, with you as the new director, the Las Vegas office could become a shining example of how government employees should serve the taxpayers. For, in the future, every value destroyer who uses a forced-backed job to prop his or her ego will be identified. Every value-destroying bureaucrat who struts with overweening importance will be collapsed and laughed out of existence.

Serving The Taxpayers

Despite your forgetting the First Amendment rights of writers and publishers during your May-3rd phone call to Mr. Campbell, no reason now exists for our writers and artists to visit your offices. But, perhaps, at a later date, we could arrange a visit to reflect the opposite situation: How competent management can deliver honest values to its

taxpaying “bosses”. ...Would not that make everyone more happy and proud?

Taps for the Value Destroyers

Increasingly, everyone will recognize that Neo-Tech moves everyone, including the INS, away from value destruction and toward value production. Indeed, nothing can stop Neo-Tech: Nothing can stop the demise of value destroyers, nothing can stop the rise of the value producers. ...With Neo-Tech, everyone will switch from value destruction to value production or perish.

Sincerely,

John Flint

To Mr. Stewart only:

Avoiding Injustice

To prevent any mistaken injustice, one point must be clarified: The sexual harassment of Ms. Meono did not occur during the second fingerprinting session conducted by Mr. Bob White. Indeed, he was impeccably proper, courteous, and professional. The event occurred during Ms. Meono's first fingerprinting session. Indeed, that man's assault made an indelible mark on Ms. Meono's memory. And, if you wish, she could point that INS agent* out of a line up. Or, she could quickly identify that man on walking through the INS offices. For, that agent was mustachioed, macho, and wore a large gun. After spending 20 minutes to get a cup of coffee, he kept the attractive Ms. Meono alone with him in his private office. Pointing to handcuffs on a shelf, he first

* We believe we have the agent's name. But out of fairness, we will not reveal that name until a positive, on-sight identification is made by Ms. Meono.

terrorized her by boasting that he was the one who put people like her in jail. Almost on bended knee, the innocent value producer, Ms. Meono, wept as she pleaded for mercy. Her potential jailer trembled with excitement. Upon rising, the erection-like enjoyment of his life-and-death moment of power clearly showed. He then proceeded to photograph Ms. Meono while unnecessarily touching her face. Then with remarks about her prettiness, he photographed Ms. Meono again over her objections. Still alone with her, that agent fingerprinted her while pressing parts of her torso. ...Such forced-back touching, pressing, and squeezing was done over Ms. Meono's terrified requests to desist.

Grossly Unprofessional and Blatantly Illegal

Our research department verified through Detective Griffin of the Boulder City Police Department that fingerprinting techniques never involve touching the subject's torso, much less squeezing or pressing any part of that torso. Moreover, the gun-toting, jail-threatening agent's act of hugging Ms. Meono while crossing the street a block from the Federal Building was grossly unprofessional and blatantly illegal.

Editor's Note

[Above was one of the first letters engaging the big-game value destroyers of the INS. BP]

June 10, 1988

Sue Addie
Stonehart Direct Marketing Services
London W1N 7TD
ENGLAND

Dear Ms. Addie:

I appreciate your bringing to our attention the letter you received from J. Brooks on March 3, 1988. It is disturbing to read such unfounded allegations aimed at censoring Neo-Tech. Neo-Tech is an in-depth philosophical work meaning fully integrated honesty. Neo-Tech has been exceptionally well received in the United States and around the world, increasingly recognized as a major, historic achievement. In fact, Neo-Tech has now been translated into ten languages.

However, from time to time, we do receive extreme reactions, usually from either religious fanatics or from Marxist/Leninists objecting to Neo-Tech's powerful thrusts toward collapsing the 2000-year hoax of mysticism to eliminate all its symbiotic neocheaters. However, these fanatical type reactions represent a very small minority.

Regarding Mrs. Brooks' letter, I don't think she has even read the Neo-Tech Information Package but is objecting merely to her feelings conjured up after reading the Neo-Tech brochure. We checked our computer and do not have any record of a J. Brooks. What she states in her letter is a complete fabrication. I do not know how she got those ideas into her head other than if she is responding to what her imagination perceives the Neo-Tech Information Package to be. Our brochure, especially when mailed overseas, does attract a certain amount of "kook" mail because it is coming from the U.S.A. and, thus, tends to stand out more. (Our 8-page Neo-Tech brochure was rated in 1984 as one of the ten best direct mail pieces by the industry trade publication "Who's Mailing What".)

Neo-Tech has nothing to do with what Mrs. Brooks conjured up in her letter. Neo-Tech is an integrated philosophical and psychological treatise that delves into all realms of human endeavors including romantic love. I assume Mrs. Brooks was summing up in her head allegations about Neo-Tech and sex from what she had read in the brochure about Neo-Tech and romantic love.

To further clarify the situation, I will list some facts about I&O Publishing Company and Neo-Tech:

Neo-Tech has sold over 155,000 copies in 140 countries. Over 12,500 satisfied customers now reside in the U.K. alone. In fact, Neo-Tech III won the National Writers' Award as the best nonfiction piece of the year. And Neo-Tech has been so well received in the U.K. that there is now Neo-Tech discussion groups throughout the U.K. One group, for example, meets on a monthly basis in London to discuss the philosophical concepts of Neo-Tech. Its members range from the director of a London insurance firm to a practicing psychologist. I will ask several members of that London Neo-Tech group to contact you. Also, no mail house has ever refused to deal with us. We have never had contact with the advertising standards board. In fact, we have for years advertised in many major U.K. financial and business publications with enthusiastic acceptance by them. For example, we have advertised in such U.K. publications as *The Economist*, *Investor's Chronicle*, *What Investment*, *Economic Affairs*, *Money Magazine*, *Intelligence Digest*, *Venture Capital Report*, *Personal Investor*, *Business & Finance*, *International Investor*.

I & O has on file hundreds of letters from U.K. customers detailing the life-lifting benefits they received from Neo-Tech. Through philosophically oriented books and articles developed by the Neo-Tech Research and Writing Center, I&O Publishing Company has delivered objective, long-range values to over a million appreciative customers since its founding 20 years ago. And, the percentage of honest complaints relative to our extremely high volume — over three million total pieces mailed worldwide last year, is lower than the best managed companies in the world such as

Franklin Mint and American Express — less than .02%.

But, because of Neo-Tech's openly stated philosophical position, a small percentage of people dislike or even feel threatened by the disclosures made in our publications. A few of those people react with emotional vindictiveness towards us. Of course, we do not want such people buying our products and we are always glad to offer I&O's full money-back refund guarantee.

I wanted to point these facts out so that Mrs. Brooks' accusations will not reflect on our twenty year reputation for fairness and honesty to everyone. For twenty years, we have fairly and honestly resolved every known problem among our readers and customers, but we will never yield to those who dishonestly manipulate in an attempt to censor important written works.

Please contact me if you have any further questions.

Yours sincerely,

Eric Savage
International Director

Editor's Note:

[See next page for Brooks Letter. BP]

June 10, 1988

Mrs. J. Brooks
[Address Withheld]
United Kingdom

Dear Mrs. Brooks,

This letter notifies you that we are contacting our U.K. attorney for legal action against your libelous accusations concerning the Neo-Tech Information Package and I&O Publishing Company.

Who We Are

Neo-Tech means fully integrated honesty. Neo-Tech identifies and exposes the lazy, attack core of all mystics and neocheaters and conversely, the happy, productive core of all value producers. Neo-Tech cannot be stopped. It is increasingly becoming recognized around the world as a major, historical work. In fact, the Neo-Tech III manuscript won the National Writers' Award as the best nonfiction article of the year. The Neo-Tech Discovery is so significant that many believe it will someday win a Nobel prize.

But, because Neo-Tech's strong, openly stated philosophical position clearly identifies the nonproductive, attack essence of mystics and neocheaters versus the productive, happy essence of value producers, a very small percentage of people dislike, feel threatened by, even hate the disclosures made in our publications. A few of those people, like you, react with emotional vindictiveness towards us. Often such people are nonproductive, value attacking mystics and neocheaters. We do not want to do business with such people. We even list a notice to that effect in our brochure. We will not knowingly sell Neo-Tech to those destructive people.

Mrs. Brooks, we invite you to leave the dishonest, unhappy world of fact-distorting mysticism that can only attack objective values such as Neo-Tech. Instead, you can enter the happy, productive world of producers and Neo-Tech.

However, we will take legal action against those people who make defamatory assaults against our 20 year reputation for fairness and honesty to everyone. Indeed, I&O has fairly and honestly resolved every known problem among our readers and customers, but we will never yield to those who dishonestly manipulate in an attempt to censor our works or rip-off our publishing company.

Since 1968 I&O Publishing has delivered objective values to over a million satisfied customers throughout the world. As a producer of objective values, we are certainly not intimidated by mystics and neocheaters who, unable to produce objective values for others, attack the values of I&O. They would dearly like to rid the world of us. You are not the first mystic who has subjectively, emotionally lashed out at us and you will not be the last. But, you do not have the right to libel us because your beliefs differ from ours.

I am enclosing a printed supplement to the NTP report. That report clearly distinguishes value producers from value destroyers. I offer this report out of goodwill, for the report identifies a happy, honest, productive approach to life. And why not choose a productive life based on creating saleable values rather than a destructive life based on mysticism and attacking values.

Sincerely,

Scott Long
Philosophical Investigator

Editor's Note:

[The above letter silenced Mrs. Brooks and squelched her attempt to halt the distribution of Neo-Tech in the United Kingdom. BP]

June 13, 1988

Ms. Debbie Stead
Dudley Jenkins Associates
77 St. John Street
London EC1M 4HH
England

Dear Ms. Stead:

I was surprised and disappointed to receive your letter of March 4, 1988 gratuitously deeming our books as inappropriate to promote by direct mail. Obviously, you have never read the Neo-Tech Information Package. First let me give you the facts:

The Facts

Neo-Tech, a five-volume, 720-page information package, is a major philosophical achievement. Over the past eight years Neo-Tech has been marketed by direct mail and has sold over 155,000 copies in the U.S. and in 140 countries abroad including over 12,500 copies in the United Kingdom alone. In fact, Neo-Tech has now been translated into ten languages. Neo-Tech is increasingly being recognized worldwide as a major philosophical work of historical significance. The Neo-Tech III volume received the National Writers' Club Award as the best nonfiction piece of the year.

But, because of Neo-Tech's openly stated philosophical position, a tiny fraction of people dislike, even feel threatened by the disclosures made in our publications. A few of those people react with emotional vindictiveness towards us. In fact, I&O Publishing Company has been the target of strident complaints arising from a handful of individuals who wish to censor Neo-Tech because their feelings do not agree with the totally honest, anti-mystical theme dominant in all our literature. Indeed, the very meaning of the word Neo-Tech is *fully integrated honesty*. But the percent of honest complaints relative to our extremely high volume, over three million pieces mailed

worldwide last year, is lower than many of the best managed companies in the world such as Franklin Mint and American Express — less than .02%.

The Neo-Tech Information Package has been particularly well received in the United Kingdom. As mentioned, over 12,500 U.K. residents have purchased the Neo-Tech Information Package.

I also point out that the work you deemed inappropriate to promote by direct mail has been advertised not only in U.S. media such as the New York Times, The Washington Post, and The Wall Street Journal, but in most major U.K. financial and economic publications including *The Economist*, *Investor's Chronicle*, *What Investment*, *Economic Affairs*, *Money Magazine*, *Intelligence Digest*, *Venture Capital Report*, *Personal Investor*, *Business & Finance*, *International Investor*, to name a few.

However, as previously mentioned, from time to time we do receive extreme reactions, usually from either religious fanatics or from Marxist/Leninists objecting to Neo-Tech's full exposure of their dishonesty and destructiveness. But, those fanatical type reactions represent a very small minority. In the U.K., almost all complaints have originated from one individual. I want to identify that person so that her repeated defamatory assaults will not reflect on our twenty year reputation for fairness and honesty to everyone. Mrs. J. Brooks* has directed a defamatory letter campaign against Neo-Tech in the U.K. Incredibly, it appears that Mrs. J. Brooks has never even read Neo-Tech and is merely acting upon her anti-American feelings and opinions conjured up from reading the brochure on Neo-Tech. This is not unusual since our brochure is mailed from the U.S. When mailed to overseas countries, our mailing piece often attracts added attention and thus is more susceptible to attracting anti-American and other "kook" mail. (The Neo-Tech brochure was rated as one of the ten best direct mail pieces in 1984 in

* We are in contact with our U.K. attorney to bring legal action against Mrs. Brooks for her libelous attacks on Neo-Tech and I&O Publishing Company.

the industry publication "Who's Mailing What".)

Miss Stead, your letter deeming the world-recognized Neo-Tech Information Package as inappropriate to promote by direct mail is an arbitrary, unprofessional action not based on facts. You have not even examined the product. Instead, a censorship-type decision was based on someone's emotional reaction to the uncompromising, principled honesty of our literature.

Miss Stead, I can appreciate that you and the staff at Dudley Jenkins are busy people, but making an arbitrary decision based on someone else's emotional opinion is an unfair, destructive way to conduct business — especially since you are basing your decision on a single emotional vendetta of an immature, tantrum-mode mystic. I am sure the action in your letter of March 4, 1988 was just an unrecognized oversight. But I point out the above facts so that this situation can be corrected to the benefit of you, Dudley Jenkins, and I & O Publishing Company in upholding fairness and honesty. (Neo-Tech means fully integrated honesty.)

Yours sincerely,

Eric Savage
International Marketing Director

P.S., Through philosophically oriented books and articles developed by the Neo-Tech Research and Writing Center, I&O Publishing Company has delivered objective, long-range values to over a million appreciative individuals in over one hundred and forty countries. Still, a tiny fraction of mystics and neocheaters who are threatened by Neo-Tech attack it in an attempt to stop our publishing activities. But, as they soon discovered, such attacks always backfire. For we utilize their attacks to our benefit. Indeed, their attacks

directly enhance our business objectives of exposing mysticism to abolish neocheaters. Moreover, their attacks will be published and marketed in our Neo-Tech Protection Kit. That kit will let honest productive people specifically identify and then forever dismiss those mystics and neocheaters who foist dishonest attacks on value producers. We are resolutely principled and never knowingly yield to actions that are wrong or unfair no matter what the cost. Indeed, over the long range we build strength through a loyalty to honesty. And that means standing up to and publicly exposing mystics and neocheaters wherever we encounter them.

Editor's Note:

[Soon after this letter was written, the manager of Dudley Jenkins Associates agreed to rent Mr. Savage the mailing lists he desired. BP]

Editor's Note:

[I & O received a threatening letter from the office of David Horowitz, consumer advocate and star of the nationally syndicated television series, "Fight Back". Horowitz's vicious attack letter made unfounded, dishonest accusations. The following letter was sent to Mr. Horowitz. The bogus livelihood of this neocheater was identified and exposed. No response was ever received from Mr. Horowitz. BP]

**HUNTING DOWN THOSE WHO ATTACK BUSINESS:
Self-Proclaimed Business Adversary
DAVID HOROWITZ**

You Are Misusing the U.S. Mail System

Mr. Horowitz, you and your associates are misusing the U.S. mail system by sending guilt-implying, poison-pen letters. To increase your intimidation and coercion powers, you dishonestly send those poison-pen letters to government officials and their agents of force. Evidence? Your letter of November 17th to I & O Publishing Company.

Laced with insincere politeness, that November-17th letter tries to blacken an innocent value-producing company. Without presenting a scintilla of wrongdoing, without presenting a single problem or complaint, your letter implicitly makes honest business people appear as some sort of criminals violating some sort of laws. Then, based on nothing, your letter implicitly threatens to summon the agents of force. And finally, you gratuitously send copies of that guilt-projecting missive to various postal inspectors. ...You used that poison-pen letter to cast suspicion on a clean, honest company — a company that has provided benevolent values to individuals and society for twenty years.

That November-17th letter is now on display in the Guns-and-Fists Museum near Las Vegas, Nevada.

You Are Now Trapped in the Neo-Tech Matrix

This time, Mr. Horowitz, you tried to mug the wrong people with your cowardly, destructive methods. Previously,

no innocent person or company knew how to deal with such bully-boy attacks and envy-based dishonesties from the media. Now, however, you and your associates have stepped into a trap. For the first time, you face a company that knows how to deal with destructive media bullies, wimpish business quislings, and dishonest yahoo muckrakers disguised as respectable journalists.

The sole goal of our company is to cure the dishonesty disease — the disease of mysticism. In turn, curing mysticism will eliminate all its symbiotic neocheaters who live through bogus jobs. How will Neo-Tech eliminate those neocheaters and their bogus jobs? The dynamics of Neo-Tech integrated with business competition will extirpate all mystical illusions and hoaxes while showing the world:

1. Who is the value producer; who is the value destroyer.
2. Who holds real, earned power; who holds fake, usurped power.
3. How anyone can hunt down, trap, and then eliminate professional value destroyers and neocheaters for sport and profit.

You Are Guilty of Value Destruction

Neo-Tech will prove the following assertion: You and your associates are value destroyers with criminal minds as defined on the Definitions page of the enclosed report titled “Ostracism of Value Destroyers”. Moreover, with a fight-business-the-enemy format, your television show becomes a giant consumer fraud. For, you make your living by appearing to benefit consumers while always harming them. Proof of that assertion? Read the next two sections below plus pages 5-16 of the enclosed “War of Two Worlds” report.

You Corrode the Consumer’s Most Valuable Asset

As a self-appointed business adversary, you harm all consumers. How? By undermining their self-responsibility incentives and eroding their self-protection mechanisms as also described on pages 5-16 of the “War of Two Worlds” report. But, that harm is multiplied many fold through your malevolent motives and strategies to attack and destroy the

relationship between consumers and their only real friend and benefactor — the competitive value producer.

Self-appointed adversaries of business benefit no one. Instead, they are an enemy to everyone. For they operate through guile and dishonesty. And they serve only to drive a poisonous wedge between the consumer and the producer. Such business adversaries eventually destroy all values. How? By tearing asunder the benevolent, happy, life-lifting dynamics between the consumer and the value producers from whom all values flow. ...You are guilty of raining cynicism and distortion for many years on the consuming public. The result of your fight-business-the-enemy national television show is higher-priced, less-competitive products. But more important is the diminished enjoyment of life resulting from your undermining the naturally happy relationship between the consumer and the producer.

Why You Are the Biggest Consumer Fraud

Mr. Horowitz, you and your associates know deep in your own minds the crime you commit weekly across the nation. Yes, you combine the worst elements of subtly destructive shows as Mike Wallace's "60 Minutes" and subtly fraudulent organizations as tax-supported consumer-affair bureaucracies. Then you deceptively weave into your format some bona-fide frauds occurring in business as well as inject some non-sequitur situations to hypocritically show a specious "fairness and objectivity". Indeed, your insincere format is only a cover for hiding your motive and means of survival. For you survive through envy-based attacks on value producers. ...The essence of your work is to attack first and then undermine the only moral force in existence—competitive value production.

If not stopped, that constant attack and undermining of competitive values would eventually devour the well being and happiness of everyone. For that unrelenting assault and injustice by professional mystics and neocheaters in the media, politics, and academe intimidate or numb people into increasingly abandoning their own sense of fairness and justice. ...That shrinking sense of justice, in turn, would

eventually lead civilization into another dark age.

Who Will Stop the Clever Value Destroyers?

Will the victimized public and its value producers ever stop those destructive neocheating forces epitomized by you, by the even more clever Dan Rathers, and by the most clever Ted Koppels? No, those innocent victims will never stop you. But they do not need to, for Neo-Tech is going to do the job for them. How? Through the dynamics of business competition. Indeed, Neo-Tech has started that job and is now quietly subverting professional mystics, neocheaters, and business quislings in 140 countries. ...Neo-Tech will gradually, increasingly, irreversibly, relentlessly obliterate all fake jobs. And then honest, hard-working value producers will finally laugh the remaining neocheaters out of existence.

We Never Deal With Professional Value Destroyers

No, we never deal with professional mystics, neocheaters, or other value destroyers on their terms. Why? Read again the Definitions page of the enclosed Ostracism report. Next, in that same report, read the Policy Statement titled "Why We Never Talk to Dishonest Media People, White-Collar-Hoax Business Quislings, or Government Value Destroyers". Policy item #9 in that statement explains why the enclosed Neo-Tech Bible will never be given or sold at any price to known value destroyers. Thus, we are only lending you the mystic-busting, Neo-Tech Bible in order to:

1. Prove the assertion made at the beginning of this letter: Your livelihood is destructive and bogus.
2. Demonstrate that I & O's claims are understatements, not overstatements. Indeed, we have yet to learn how to fully express the unlimited money, power, romantic-love values available to everyone through mystic-free Neo-Tech (fully integrated honesty).¹
3. Provide, in fairness to you, the information needed to

¹What will happen as we learn to fully express the values of Neo-Tech in the international marketplace? Nearly every literate person on Earth will acquire and use Neo-Tech to gain the unbeatable, competitive advantages available from exorcising mysticism and neocheating from one's life.

prepare your public response to Neo-Tech. In addition, you will need that information to prepare your defense in the forthcoming wave of Neo-Tech indictments involving professional value destroyers, including you.

**Professional Value Destroyers
Cannot Buy Neo-Tech Products**

The Neo-Tech Bible is not yours to keep. We ask you to return this volume within 30 days. Attached is a \$20 money order to cover expenses for returning our property to the address checked on our letterhead.²

Neo-Tech Will Forever End Your Bogus Livelihood

How will Neo-Tech end your bogus livelihood? First read the Business-Quisling Proclamation in the Neo-Tech Bible. Next read the article, "Kicking All Criminal Minds Off Planet Earth through Neo-Tech Ostracism". You will then realize that to survive in the future you must forever abandon your destructive livelihood. Instead, you must become a competitive value producer. You must also pay restitution for your past damages in order to live free, without guilt and ostracism, in the coming Neo-Tech business world.

What Next?

Yes, through Neo-Tech, all criminal minds will be kicked off planet Earth. That includes you, Mr. Horowitz, along with your colluding associates and media soul mates. Once in the Neo-Tech matrix, no value destroyer can escape without becoming a competitive value producer. For, Neo-Tech is relentless, intransigent, implacable. You and all others who live destructively by draining the value producer will either perish as a value destroyer or will decide to exert the honest effort needed to become a competitive value producer.

The Reading of Your Neo-Tech Rights

²The Neo-Tech Bible was never returned and the \$20 for its return was kept.

Read your Neo-Tech Rights on page 148 of the enclosed Neo-Tech Bible. Then respond within 15 days to this letter. Give us any suggestions, corrections, or disputes you may have. We will fairly assess any notations or suggestions for edits, errors, additions, or deletions. For we always strive to produce the most valuable, honest, and accurate literature ever published. Lack of response from you will signify your acceptance and approval of this and all related documents for commercial publication and live-art productions by I & O Publishing Company.

A Quick Showdown?

Let us meet publicly. Let us meet on your own television show. Let the public learn who is the real consumer fraud. Let the public see who is the value producer and who is the value destroyer. We are waiting. If you do not come after us, we will go after you.

**HOPELESS FOR YOU? NO.
FOR, WE CAN HELP YOU**

Our sole goal and responsibility is to cure the disease of mysticism and eliminate its virus-like neocheaters. For that disease and its symbiotic neocheaters have caused untold suffering and death to all human beings for 2000 years. Are you or any of your associates sincere about leaving the dark mystical world of systematic value destruction? If so, we can help you enter the sunlit Neo-Tech world of competitive value production—a world of unlimited life, prosperity, power, happiness, and romantic love.

June 17, 1988

Mr. Denny Hatch
Who's Mailing What Newsletter

Dear Mr. Hatch,

I would like to state the following points about I & O's Malaysia mailings commented on in your December 1987 issue of *Who's Mailing What*.

I want to clarify that situation while at the same time offer important information to your readers. It is against postal regulations for a U.S. company to mail from a foreign country back into the United States in order to escape U.S. postal rates. If this is done, the USPS is authorized to hold the mail until the violating U.S. mailer pays first-class postage for each piece. This regulation exists so that U.S. mailers will not prepare their mail and freight it to a foreign country to then have that mail posted back into the United States at a rate cheaper than U.S. rates. We adhere to the USPS regulation. Indeed, I & O adheres to the postal regulations for all countries in its international program.

Now, I want to clarify some facts. I & O markets the Neo-Tech philosophical system, which is a philosophy based on eliminating mysticism and neocheating*. The market for our philosophical and political literature is not the United States, but 140 countries worldwide. In fact, over the past eight years we have distributed over 155,000 Neo-Tech Information Packages. And, Neo-Tech has now been or is being translated into French, Japanese, German, Spanish, Dutch, Serbo-Croatian, Chinese, Portuguese, Arabic, Urdu. You see, Neo-Tech is not a U.S. product at all. The whole world needs and uses Neo-Tech. In fact, Neo-Tech is not really a product, it is an integrated idea system.**

*See "Why Neo-Tech Will Succeed When All Other Idea Systems Fail", Dr. Frank R. Wallace, I & O Publishing.

**Neo-Tech means fully integrated honesty.

Although we must use a business format to disseminate our ideas, Neo-Tech and I & O Publishing is not really even a business. We are a group of writers, philosophers, artists, and scientists who publish books and other works on philosophy, politics, and radical philosophical technology including nano technology, indefinite life support systems, research into the universal computer amongst which conscious beings throughout the galaxies command the universe and Einstein's unified field. Some of the I & O's core writers reside in the United states because of the protection of the First Amendment. However, as Neo-Tech is spreading out all over the world, we now have writers, scientists, physicians, philosophers, artists, musicians and stage producers and other professionals who are moving the Neo-Tech philosophy beyond the mere printed word and into technology, the sciences, medicine stage plays, musicals, rock operas, albums, television programs, seminars. These writers/scientists/artists reside worldwide in Canada, New Zealand, England, Japan, Malaysia, South Africa, Costa Rica, Nigeria, and elsewhere. We are now tapping on this worldwide network of writers/scientists/artists who are integrated with Neo-Tech and desire to disseminate this crucial philosophy based on fully integrated honesty, level-five value production, and eliminating mysticism and neocheating worldwide to achieve Biological Immortality within our lifetimes.*

Thus, we are now beginning to disengage the business aspect of I & O Publishing in order to reach maximum worldwide distribution of the Neo-Tech philosophy in all of its forms. That is why we are developing the radical **Company-Without-A Company** concept and the **Company-Without-A-Country**** concept. The Neo-Tech writers/scientist/doctors/artists are citizens from many different countries who are part of the Neo-Tech philosophy, and they

*See "Ten Steps To Achieving Biological Immortality Within Our Lifetimes", Dr. Frank R. Wallace, I & O Publishing Co., enclosed.

**See "Dump Tradition/Soar with Neothink": An I & O brochure that disseminates the radical business system worldwide.

are beginning to produce and market their own works ranging from astronomical breakthroughs that surpass Einstein's lifetime works*; medical breakthroughs to cure AIDS, cancer and bodily dysfunction in Switzerland; a symphony orchestra composition in New Zealand; a rock opera in Canada; a Neo-Tech philosophical treatise on collapsing Buddhism in Japan; an African Neo-Tech musician in Nigeria. Neo-Tech men and women around the world act as independent distributors for Neo-Tech and other products based on the Neo-Tech philosophy.

Our goal is to collapse mysticism and achieve Biological Immortality within our lifetimes. In order to achieve that mighty goal we are radiating I & O into a radically new worldwide network. Our independent bantam companies will handle the marketing of Neo-Tech from many parts of the world. For, as I said before, we at I & O are not really businessmen, rather writers and philosophers. Thus, Neo-Tech writers, scientists, medical researchers, philosophers and artists worldwide, representing independent jack-hammer units, are now undermining mysticism and neocheating in over 140 countries and in 10 languages.

Everything is produced, mailed, and run by these independent, international Neo-Tech Bantam companies. This is completely legitimate and has nothing to do with USPS postal regulations. Those international mailings are not part of I & O's United States mailing program.

In addition, I & O Publishing is not a U.S. company. Its head offices are in Toronto, Canada. Only certain core writers remain in the U.S. (because of the protection of the First Amendment and awaiting for needed actions and reactions from the November-3rd bureaucracy), along with our U.S. marketing director who mails over two-million pieces of U.S. advertising mail First Class at 25 cents per piece. But I & O is a **Company-Without-A-Company** and a **Company-Without-A-Country**. Writers, philosophers, scientists, and artists handle their own dissemination of Neo-Tech worldwide.

WHO WE ARE

As writers of Neo-Tech, we focus all our efforts on collapsing mysticism and neocheating around the world. Our Neo-Tech spotlight now exposes the guns-and-fists power in America. I enclose the Ultimate Power Package that we now mail in the United States, free-of-charge. That package will give you a clear picture of who we are. Our job is to uproot all neocheaters, no matter where they are, no matter how "powerful", in any profession, in any country. We hold them in full view and never let them go until they wither away. ...Neo-Tech is now penetrating the Iron Curtain

Yours sincerely,

Mark Hamilton
President,
Canadian Research and
Development, Live Arts

Editor's Note

[Prior to this letter, Mr. Hatch insinuated in his industry newsletter that I & O's international Neo-Tech mailings were breaking U.S. postal monopoly regulations. The preceding letter set the record straight. BP]

June 23, 1988

Mr. Bill Tkach
State of Nevada
Department of Commerce Consumer Affairs Division
Southern Nevada

Re: James L. Barnes

Dear Bill,

Regarding your recent phone call about Mr. Barnes: As you know, Mr. Barnes did not return his matching, hand-numbered manuscript set. If he returned his manuscript set within our reasonable 30-day refund policy, we would have refunded his money. But he never returned his manuscript set. Thus, we cannot or will not send a refund, no matter who he contacts.

For your records, we uphold the honest businessman. Therefore, we never have and never will give in to intimidation tactics by unfair consumers using government authorities to pry undeserved refunds from honest businesses such as I&O. For example, look on pages 13-14 in the enclosed Guns and Fists Newsletter #6. That letter to the Nevada Consumers Affairs explains who we are and how we conduct business. Also, look in the enclosed Guns and Fists Newsletter #8 and The Ultimate Power Package (now on file at the Nevada Consumers Affairs) to understand us more directly.

Thank you for previously informing us about Mr. Barnes. For, we always want to and do clear up any honest misunderstanding or mistake. But, upon my first written response to

you, the facts were clear. We will not be coerced out of a refund when a person does not even return the product.

Sincerely,

Mark Hamilton
Editor-In-Chief

Encls: Guns and Fists Newsletter #6
Guns and Fists Newsletter #8

Editor's Note:

[The above letter states the facts and takes the classic, uncompromising Neo-Tech stand of fully integrated honesty. BP]

July 12, 1988

Florence Leighton, President
Dillion, Agnew & Marton, Inc.
New York, NY 10011

Dear Florence,

I enjoyed your speech at Al Goodloe's recent conference and at the April World Direct Trade Council luncheon. I found your information quite useful.

However, I am writing this letter because of the comment you made at the April luncheon. You said that you do not want to deal with I & O because we never sent any list orders to you.

Florence, three times in the past I have sent you a letter requesting data cards on the lists you recommended during our phone conversations but never received a reply to any of those letters. Last time we spoke over the phone, about a year ago, you said that you had some good South African and Australian lists. I promptly sent you a follow up letter asking for data cards and ordering information on those lists. After three weeks I had not received a response so I phoned Dillion, Agnew & Marton and spoke to one of your assistants. Your assistant said that she would promptly send me the information on those lists. Again, no reply was ever received.

I & O's international business is growing by leaps and bounds. We now market the Neo-Tech Information Package in seven languages — English, French, German, Spanish, Japanese, Portuguese and Italian. Our sales are booming both domestically and overseas. In fact, we are the largest ISAL user on the West Coast.

Florence, I know that you are one of the most experience persons in international direct mail. I am certain that we could do

good business together. However, I am puzzled as to why I never received any replies in the mail from Dillion, Agnew & Marton. Is it that someone in your organization objects to our Neo-Tech Information Package? If so, please let us know so that we can confront them to clear up any misunderstandings.

Neo-Tech, which means fully integrated honesty, is a major philosophical achievement that is increasingly being recognized as a major historical work. In fact, the Neo-Tech III volume won the National Writer's Award as the best nonfiction work of the year. Neo-Tech is so significant that some believe that it will someday win the Nobel prize. However, there is a small percentage of people who dislike, even feel threatened by Neo-Tech's openly stated, anti-mystical, objectivist philosophy. Neo-Tech's goal is to collapse mysticism and expose all neocheaters worldwide in order to achieve increasing prosperity, personal happiness, and eventually biological immortality.

I & O Publishing Company and Dillion, Agnew & Marton can be of great value to each other and I think it is time we work to establish a mutually beneficial, profitable relationship.

Yours sincerely,

Eric Savage
International Marketing Director

Editor's Note:

[The above benevolent, business-oriented letter succeeded in correcting the situation. I & O eventually obtained the mailing lists it wanted from Ms. Leighton. Neo-Tech squashes petty, uncompetitive mysticism wherever it rears its ugly head. PB]

4/19/89
John Flint
I & O Publishing

Re: Mark Blaydes, File #15936

Dear Mr. Flint:

According to our records this case has yet to be resolved. I am including a copy of the case file, including the last communication we received from Mr. Blaydes. Please resolve this matter as soon as possible and respond to this memo within ten (10) days of its receipt.

Mr. Flint's response:

Date: 4/30/89

Please take three minutes to read over our previous correspondence before consuming fifteen minutes of taxpayers dollars writing an improper request and mailing it to us...opening up another hour or so of future time to read, act on, and file our redundant response. We already answered this and will not continue answering a money-wasting endless regression when the answer was previously clear. No, we will not consume our time and taxpayers' dollars because of *your* inadequate procedures. Moreover, we will not participate in potential consumer scams that the Consumer Affairs tends to support. It is clear and obvious how this person can get his refund — so why doesn't he? A lot of people are ripping off honest business, and we will not support such dishonesty. Thank you.

Mark Hamilton

P.S. The Nevada Consumer affairs needs our next book called "*The DTC Method: Discipline, Thought and then Control*". The book focuses on accountability, something nonexistent in your place of work.

Editor's Note

[Yet another shining example of Neo-Tech vs. the incompetent pip-squeaks of the Nevada CAD. BP]

May 15, 1989

Dear Mr. Dodaro,

Why are you creating problems where none exist? We have sent four requests for a credit card number so that we can issue you a refund. Not once did you reply rationally and simply provide your number. Instead you continue to attack us with your irrational and uncalled for threats. Not until May 15th did you finally provide us with the date we needed, and a refund was promptly issued.

You should be out producing values instead of attacking honest value producers. You should have read Neo-Tech.

Sincerely,

Margot Scott,
Neo-Tech Value Producer

Editor's Note

[Simply telling it like it is with fully integrated honesty. BP]

May 20, 1989

Mr. Ray Doucet
Editor, Gazette Probe
Place d'Armes
P. O. Box 366
Montreal, P.Q. H2Y 3R8

RE: HELEN L. BRIMO

Dear Mr. Doucet,

Thank you for informing us of Ms. Brimo's complaint. In November 1988 we received Ms. Brimo's returned manuscript set. A form letter was sent to her requesting a photo copy of her cancelled check and offering her the opportunity to swap for a different product. (We require proof of cancelled checks as we are often hit with bad collections after the refund is made.) Ms. Brimo was informed in that letter that as soon as she provided the needed information a refund would be promptly issued. Ms. Brimo never responded to our letter.

Unfortunately, had Ms. Brimo contacted us with her original complaint — shipment of an incomplete set — the entire return/refund would have been prevented. Ms. Brimo *did* receive her entire product (for we received her entire back.) Few customers confuse their shipment as an incomplete set in which case we respond with the enclosed notice (see blue post card).

We have always kept good, detailed records of all our customers. It is too bad Ms. Brimo chose to return a valuable product out of her frustration and mis-communication. Since we are beyond the "safety" period for

bounced checks we have gone ahead and issued Ms. Brimo a refund without a photo copy of her cancelled check.

Sincerely,

Cheryl Thomas
Customer Service

Editor's Note

[Mistakes do occur at the Neo-Tech Center. Unfortunately, Ms. Brimo missed the value of Neo-Tech because of a simple breakdown in communication. It is rare occurrences like these that have a tendency to temporarily depress the caring workers at I&O. For they can't help but to wonder: How much did Ms. Brimo really lose? BP]

May 23, 1989

Dear Ms. Brimo,

Enclosed you will find a refund check for \$67.50 US for your returned Neo-Tech manuscripts. (The \$2.45 postage and handling charge is non-refundable.) Please take the time to read our letter answering your complaint placed with the Gazette Probe.

We wish you would have taken the time to contact us directly with your complaint. It would have saved you and others a lot of time and aggravation. I & O Publishing has been in business for over 21 years. We are a legitimate business run by hard-working, honest individuals. We have always treated our customers fairly and with promptness. We do not understand why you jumped to the conclusion that I&O is a "scam". In the future, out of fairness, please put in a little more thought to see the wider picture before attacking or accusing innocent value producers.

Sincerely,

Cheryl Thomas
Operations

May 23, 1989

Jatona Cunningham
State Office Tower
30 East Broad Street
Columbus, Ohio 43266

RE: MARLENE BEKEVICH

Dear Ms. Cunningham,

Never, in our 21 years of business, have we had such a non-thinking, time-wasting complaint sent to us. We are at a complete loss as to what you expect us to answer. Ms. Bekevich mailed you a photocopy of our mailing brochure. What is her complaint? There is no problem here to be dealt with, period.

Did you find any legitimate problem or complaint from Ms. Bekevich, or was this mailed to us for a fishing expedition at the expense of tax payers' dollars?

We are in the business of uprooting bureaucrats using their "respectable" positions to immorally boast their own livelihoods — from Rudolph Giuliani's self-serving threats to use RICO against honest businessmen, to attorney generals on self-serving fishing expeditions.

Sincerely,

Cheryl Thomas
Operations

Editor's Note

[Sometimes the non-thinking nature of government bureaucracies are beyond the comprehension of hard-working, business-minded Neo-Tech people. BP]

May 29, 1989

Mr. Ronald G. Shutt
Consumer Affairs Division
2601 E. Sahara, Suite 247
Las Vegas, NV 89104

RE: EUGENE DODARO

Dear Mr. Shutt,

Thank you for notifying us of Mr. Dodaro's complaint. We have been corresponding to him for quite some time now.

Upon receipt of his returned product, we sent Mr. Dodaro the usual letter requesting his credit card number so that we could promptly issue him credit. (For the customer's protection, we do not keep their credit-card numbers on file). Instead of providing us with his credit card number, Mr. Dodaro wrote back to us with irrational demands and threats attacking our company. We continued to write on four separate occasions requesting his credit card number — see enclosed file card on Mr. Dodaro. Not once did Mr. Dodaro provide us with his credit card number, but continued his unjust threats in repeated letters to us.

Not until after our fourth request did Mr. Dodaro provide us with the needed information. A credit was promptly issued to his account and a receipt was mailed to him.

I would like to ask you, Mr. Shutt, who protects the innocent producer of values such as those who make up our company, from value-attacking, time-wasting "consumers" such as Mr. Dodaro? Not only did we receive five irrational letters from Mr. Dodaro personally, but he continued on his attack binge by placing complaints with the Better Business Bureau, the Postal Inspector and Consumer Affairs. Each separate case requiring wasted time to answer those attacks. As you can clearly see recorded in our records, we contacted Mr. Dodaro a fifth time informing him his account was credited and yet he goes on neurotically wasting the time of honest, productive people. In his latest letter Mr. Dodaro

claims to be issuing formal complaints to the Attorney General's office and each publication that carries our advertising.

I will await to hear your solution for protection against neurotic slanderers such as Mr. Dodaro. Please contact me through the address provided below.

Sincerely,

Cheryl Thomas
Customer Service

Editor's Note

[After expending great effort and consuming massive amounts of time, Mr. Dodaro finally supplied I&O with the information requested from him in their first correspondence. If he had done so in the beginning all that effort and time could have gone elsewhere — perhaps to something that would have produced a value. Additionally, instead of protecting businesses from such time-wasting irrational behavior, the CAD and other consumer-based government bureaucracies choose to protect the mindless value and time destroyer. BP]

DATE: 6/9/89
TO: Brax
FROM: Eric Savage

I found out about the Consumer Affairs calling Drew to come into Las Vegas. Drew cannot consume his time this way unless it is established that the Consumer Affairs and Ronald Shutt plans to re-establish a benevolent, helpful relationship as in years past prior to the current administration.

1. Please call Mr. Shutt to have him explain the matter to you so we can determine if we can have a value producer like Drew use his time in an organization like the current Consumer Affairs Division.

2. If it is the same hostile destructive attitude of bureaucrats with bogus jobs then do not consume any of your time with them. If they have an honest, legitimate complaint then let them state it without being so sly and secretive — without them playing their “big-shot” bureaucratic games. Tell them just simply to be honest and straight forward. Just have them state the problem. For we always want to and will fairly correct any problem.

If they choose to keep playing their games let them come after the Neo-Tech Research and Writing Center in any way they wish. (Except we still want to find out from them if any customer has a problem so we may research it and correct it.) We are ready for and welcome any move they make. Please review pages 280 to 290 and page 462 in the *Neo-Tech Bible* that identifies their bogus, destructive nature at the expense of all honest value producers and tax payers.

You can also suggest to them to team up with the following federal bureaucracies: the Nov-3rd organization, INS, FDA, SEC, Interpol, the U.S. Justice Department (Washington D.C. and New York City Divisions), for they are hopefully all mounting action to block the publication and distribution of Neo-Tech.

3. As always, the only The Point is: Who is the value producer, who is the value destroyer.

Editor's Note

[Oftentimes, the best approach to take when faced with having to deal with value destroyers and their agencies is to simply refuse to do business with them until they become either productive or try to solve problems instead of creating problems. BP

DATE: 6/12/89

TO: Drew Ellis
FROM: Franco Meono

RE: Concerning your memo about the Nevada CAD
(Customer Affairs Division)

1. Yes, you should see if they have a legitimate customer problem that we may be unaware of so we can rectify it.
2. No, you should not deal with them if they project the same destructive approach typified by Ms. Compton's past immature power trip behavior.
3. Below is a first draft clip demonstrating the link between China and all CAD-like bureaucracies.

Secretly, every destructive bureaucrat in America rejoiced and breathed relief when the tanks in Tiananmen square crushed to death innocent children and then murdered with machine guns thousands of brave students who were rising against the destructive bureaucracy of China. Of course, that mass murder psychologically embolden the bureaucrats at the Nevada CAD to new heights of arrogance, fake power, and anger against Neo-Tech, which is rising against every destructive bureaucrat in America.

But there is a profound difference between the hapless students in China and Neo-Tech: Neo-Tech, which means fully integrated honesty, has an integrated philosophical base that can be never pushed back or suppressed. Every move against Neo-Tech, including guns, fists, and jails, accelerates its goal of collapsing the 2000-year hoax of mysticism to eliminate all destructive jobs and bogus livelihoods throughout all bureaucracies. So let them come with all their arrogant value destroyers — we and every net value producer in this world are waiting to bring them to eventual justice.

Any edit suggestions on this rough-draft clip will be appreciated. Also, integrate this clip into the Neo-Tech Penis Collapse section on pages 499-500 and in NL #2-8.

Thank you.

Editor's Note

[The above I&O inter-company correspondence and an enclosed Guns and Fists newsletter was the result of the bloody massacre that occurred at the student-led anti-government demonstrations at Tiananmen Square in Beijing, China during the summer of 1989. BP]

DATE: 6/12/89

TO: Mr. Ronald Shutt, Nevada Consumer Affairs Division
FROM: Drew Ellis, I & O Publishing

Mr. Shutt:

Last Friday, your office arranged that you would call me today at 9:00 A.M. I had gotten the enclosed memo from Mr. Eric Savage last Friday and had to cover it with you to determine if I would be permitted to see you today at 11:00 A. M. Of course, you did not follow through and call me. So, I called Ms. Gray at 10:00 A.M. today to tell her there could be no meeting until you and I talked.

The arrogant response of Ms. Gray* today prevented me from communicating with you. If you wish, you may phone my writing office, and I guarantee that no one at the value producing Neo-Tech Center will treat any caller with the rudeness and arrogance that is the apparent modus operandi of bureaucracies such as the Consumer Affairs Division.

cc: Compton, Struve, McKay

*Ms. Gray's nasty behavior was in stark contrast to the courteous businesslike behavior of your secretary, Susan. Perhaps the Nevada CAD could be a helpful entity as in previous years with a nonmystical management attitude as reflected by Susan.

Editor's Note

[Constantly reminding the personnel at value-destroying agencies of their unhappiness and overall incompetence is not only part of I&O's job, but also succeeds in planting Neo-Tech seeds of genuine guilt and self-doubt in the value destroyers and their assistants. BP]

August 17, 1989

Mr. Ronald G. Shutt, Chief of Enforcement
The Nevada Consumer Affairs Division (CAD)
2601 East Sahara Avenue. Suite 247
Las Vegas, Nevada 89104

Dear Mr. Shutt:

**A TRIO OF CLOWNS STUMBLE INTO
THE NEO-TECH MATRIX**

We are returning unanswered your correspondence of August 2nd. No, we will not comply with your demands. As we informed you and Ms. Compton previously, we will not support your bogus jobs by giving credence to your asinine actions. Obviously, again, your computer-generated letter and rubber-stamped signature demonstrate your slothful lack of integration with your job — your total lack of integration with the letters you receive and the letters you send out. Blindly you continue consuming taxpayers' money while wasting the precious time of honest value producers. Why? The bureaucratic troika of laziness, arrogance, and incompetence has actually become the survival mechanism for Ms. Compton and her bogus-job CAD fiefdom. Thus, to rationalize your jobs, you must crank out those computer-generated letters that malevolently drain time and values from others.

Just look at the enclosed material. Obviously you never looked at that material before sending it out with your signature. Nothing in that material has anything to do with a consumer much less a consumer problem*. In fact, everyone involved with this gratuitous belligerence toward Neo-Tech is a professional value destroyer. Thus, no one involved could be our customer or reader. Why? Because we refuse to deal with professional value destroyers.

The belligerence is based entirely on our atheistic, anti-mystical, anti-neocheating literature. ...Why is the fraudulent Nevada CAD exposing those out-of-state fakes to the Neo-Tech Matrix? Of course, you speed our goal by helping us

integrate more fraudulent value destroyers into the Ostracism Matrix. And eventually the Neo-Tech Matrix will eliminate the bogus jobs held by you, Ms. Compton, and all other value destroyers.

What a Joke

Here is a triangle of destructive clowns stumbling together in a drunken tango trying to stop the Neo-Tech Matrix. But that Matrix is unstoppable. Moreover, it is already subverting mysticism and its neocheating hoaxes in 151 countries. ...Now look at that clownish trio: (1) an effete fop who has been a professional neocheater during his entire career — United States Senator Daniel P. Moynihan; (2) a silly but malignant-minded mystic nun from the most virulently destructive organization on planet Earth for the past 1500 years — the Roman Catholic Church; and (3) the epitome of bureaucratic ineptitude and laziness — the Nevada Consumer Affairs Division backed by a yahoo governor.

What a joke. What jolly material for future “Mysticism Collapse!” literature and “Penis Collapse!” newsletters.

Sincerely,

Barbie Diamond
Reader Services

Clown CC:
Unhappy-Camper Shari B. Compton
Yahoo Robert J. Miller
Foppish Daniel P. Moynihan
Dominican-Sister Jeanette Redmond
Other CC:
Brian McKay
Larry Struve
G-&-F newsletter file
MC! ostracism file

P.S. I & O Publishing Company welcomes and solicits any corrections or edit suggestions concerning the above document for future publication and the enclosed page 400 from volume 1 of Pincer #1. Thank you.

Editor's Note

[Notice how the writer is *using* controlled emotion for dramatic effect — actually getting under the skin of those targeted by her letter. This letter was developed later into a powerful Guns and Fists newsletter. BP]

November 29, 1989
(Certified Mail #P-138-570-6~5)

Mr. Paul Nutter, Director
Ms. Dora Conway, Operations Manager
Better Business Bureau
10200 E. Sahara
Las Vegas, NV 89104

Dear Mr. Nutter and Ms. Conway:

I was disappointed with your attitudes about the BBB's recent harmful actions toward I & O Publishing. Neither of you reflected concern about traducing our reputation. Neither offered an apology for associating I & O with Naziism with at least one of our customers. Neither offered a remedy for unfairly turning Neo-Tech over to Postal Inspectors — implying a malevolent desire to harm us.

Enclosed is an article (next page) for our next Guns-and Fists Newsletter. We welcome your comments and edits. I hope you appreciate this document as helpful and valuable for the BBB. We offer this information with goodwill and constructive intentions. For, you can use it to boost the value of you, your staff, and the BBB to society.

Sincerely,

John Flint

Editor's Note

[The above letter was written after I&O learned that someone at the local office of the BBB had told a potential customer inquiring about Neo-Tech that Neo-Tech had something to do with Neo-Naziism(!). The situation was rectified in the following two letters. BP]

November 30, 1989

Mr. Paul Nutter, Director
Ms. Dora Conway, Operations Manager
Better Business Bureau
10200 E. Sahara Avenue
Las Vegas, NV 89104

Dear Mr. Nutter and Ms. Conway:

The enclosed letter and article were written before I received your November 28th retraction letter to the postal inspector in San Bruno. We do recognize your initiative to partly remedy the attempts by the BBB to harm I & O Publishing. Thus, I have removed the article from the next Guns-and-Fists Newsletter.

However, the article still applies. I am sending it to you knowing that the information can be helpful and beneficial to you and the BBB. ...No one would benefit with the BBB and its personnel ending up in Clownsville with the CAD.

Thank You,

John Flint

**Is the Better Business Bureau Succumbing
to the
Professional Value Destroyers?**

To: The Director of the Better Business Bureau:

In regards to our phone call, enclosed is the material we discussed: Recently, BBB personnel —

1. unjustly slandered the Neo-Tech Research and Writing Center by associating I & O Publishing Company with totalitarianism (Naziism or Communism) when the BBB clearly knows that we represent the antithesis of all such value destroyers,

2. malevolently turned Neo-Tech over to government authorities without ever notifying us, without first obtaining the facts on a hostile belligerent who was never even our customer or never lost one penny to I&O or Neo-T ech (fully integrated honesty).

Do those spiteful acts arise from laziness and incompetence? Or do those spiteful acts arise from virulence toward our radical, no-compromise actions and wipe-out philosophy against the white-collar hoax and all bogus livelihoods?

To prevent similar problems in the future, BBB personnel should be trained in value-integrated ethics and honest-oriented fairness. They should also be better informed about our ideal-oriented publishing company of jihad writers and radical editors; our cleaner-than-American-Express business operations, our intransigent principles, and our single-minded goal of collapsing the 2000-year hoax of mysticism and eliminating its symbiotic neocheaters.

The BBB should know that dishonest and mystical people, especially “bornagains”, are threatened by an Antichrist Neo-Tech relentlessly moving toward Armageddon. Many of those mystics and neocheaters try to systematically attack and harm I & O through consumer groups and

government authorities. They all want Neo-Tech out of business. But the BBB should also know that I & O is not afraid of or influenced by anyone's hostility, the media, or any government value destroyer. Today, no matter what threats, guns, and fists are used to menace I & O, no one can stop Neo-Tech from spreading around the world to eventually wipe out all neocheaters and eliminate all bogus livelihoods.

As you know, we consider the tax-funded CAD fiefdom a fraudulent scam with destructive motives. Yet, until now, we have supported the BBB as a privately-funded legitimate organization with constructive motives.

Still, BBB management must remain vigilant to avoid unfair, unknowledgeable, or blind bureaucratic actions harmful to honest consumers and value producers alike. Otherwise, the BBB could travel the same route as the CAD in becoming a *net* destructive organization of bogus livelihoods.

Your responsibility is to protect the future of the Better Business Bureau by assuring it operates as a value-producing entity. To accomplish that end, you must prevent future such problems. You must foster business-like cooperation with honest value producers. Why? To effectively serve and protect both consumers and businesses. How? By identifying and subverting professional value destroyers among consumers, white-collar hoax executives, and destructive bureaucrats.

**NEO-TECH PROTECTS ALL VALUE PRODUCERS
and
RELENTLESSLY ELIMINATES
ALL VALUE DESTROYERS**

Remembering Life

First, I want you to read the attached "Life Capture" and "Love Capture" articles by Mark Hamilton in his book titled *Neo-Tech Business Control*. Those two articles will move you to a stunning new perspective about you, your life, your husband, and the son you tragically lost.

Valuing Time

Next, I want to express my appreciation for your business-mind reaction to our correspondence. Because of your integrations as a hard-driving business woman, you know the meaning of time for both you and us as value producers.

Value Destruction: Who Is Guilty

I want to tell you that with Neo-Tech you have the shield to protect yourself, your husband, and your assets from all value destroyers. Do not let them make you feel guilty. You are not guilty! You are an innocent value producer. Be strong! Do not let them see any weakness. Show your powerful attitude. You represent the real woman's liberation in America and around the world. Make them feel guilty all the time, because they *are* guilty. Make them feel ridiculous for tormenting great value producers with their pip-squeak incompetence and resentful unhappiness. Let their envious souls flagellate themselves. Do not show them any suffering or fear because that is what they want. With Neo-Tech, you have the power to step on them at any time. Let them know that! Let them feel that!

Value Production: Who Has Real Power?

Read Neo-Tech Cosmic Power. Then you can feel and use your power. You will not lose your time by understanding the Neo-Tech Advantages. You will rise victoriously, laughing them out of existence through Neo-Tech.

Do not let them kill you and your husband. Instead you can systematically vanquish them with your strength harnessed through Neo-Tech. I invite you to integrate Neo-Tech into your productive existence, along with all the values you have built. Only with Neo-Tech can you protect what you have built during your productive life. Do not let your properties fall apart because of undeserved guilt. Your belligerents are nothing. For value destroyers are nothing.

Value destroyers survive by making successful people like you suffer and die from unearned guilt cleverly laid on the greatest, the most aggressive, the most virtuous value producers. ...You cannot let that happen, because you now have Neo-Tech Cosmic Power as your lawyer to protect you from those professional values destroyers and salaried murderers.

Indeed, reality shows. Because of your aggressively productive life, you look young, beautiful, alive in all your appearances. Neo-Tech can forever preserve your productivity, innocence, spirit, and beauty.

Neo-Tech Protects the Value Producers

With your own value producing power combined with Neo-Tech, you can indeed become one of the most important women in the world. The Helmsley inquisition is a evil hoax...it has no real power. You have the power! Do not lose it! Use it, now! Use it consistently! Never stop using it! ...Do not feel alone. Neo-Tech is *always* with you.

January 3, 1990

Quebec Consumer Protection Office
Mr. Gilles Moreau, President
Ms. Jocelyn Paul, Attorney
5199, rue Sherbrooke Est, Bureau 2360
Montreal, Quebec H1T 3X1
CANADA

Dear Mr. Moreau:

(Your reference 8946048.002)

**DUMPING PROFESSIONAL VALUE DESTROYERS IN
QUEBEC
and around the world
IN FOUR STEPS**

1. Last week you sent us six form-letter pages of gibberish: four in English, two in French. What was that time-consuming, swirling mess of words all about? What were those printed form letters that you so lazily, routinely, mindlessly roll out to innocent, value-producing business people? Each of those form letters so arrogantly rolled out cause great damage and consternation to each hard-working business person receiving them. Some will be so severely burdened, they will be needlessly driven from business. ...So What! You say filled with false importance.

Those bureaucratic form letters were ordering innocent value producers to come to you, the professional value destroyers. Why? To beg permission to produce values for you, for consumers, and for society. Imagine the tax-paying public supporting such a scam. In addition, you demanded payment of up to \$75,000 to support your value destructions. What was the purpose of your gratuitous, destructive actions? The only purpose was to provide you with false importance and a bogus livelihood under the guise of "consumer protection". ...What a fake, what a fraud. Indeed, you are the consumer fraud however well disguised behind your government aegis.

2. We have a single goal: Collapse the 2000-year hoax of mysticism and eliminate all its symbiotic neocheaters. Nothing takes precedent over our single-focus goal. We seek to cure mankind's most destructive scourge — mysticism. For mysticism is the dishonesty disease, the death disease. ...And we are achieving our goal — rapidly. We are protecting all net value producers from the hordes of parasites living off those producers worldwide with the singular purpose of driving them out of their bogus livelihoods and then laughing them out of existence.

3. We never let professional value destroyers buy our literature at any price under any conditions. That policy is clearly specified in all our literature (such as the attached) and in all our brochures. Mr. Larivee obviously obtained and used our documents falsely. We do not deal with such people anywhere in the world, including Quebec. Instead, Neo-Tech will be coming after all professional value destroyers, both in and out of government in Quebec and worldwide. Beyond the United States, Neo-Tech has already entangled government neocheaters in various countries, worldwide. The most visible results of Neo-Tech are in Eastern Europe culminating in the suicides of East German bureaucrats and the execution of master bureaucrat Ceausescu.

So, let us get some action going in Quebec. For Quebec is a hotbed of professional value destroyers woven throughout its government. Yes, let us get you and your bogus bureaucracy plugged into the Neo-Tech Ostracism Matrix. Also let us start plugging into the Matrix other professional value destroyers in Quebec who constantly drain and hurt the innocent value producers as well as the consumers throughout the province. Show us your next move. Test your value destruction against the value production of Neo-Tech.

Payment Due for Your Value Destructions

Enclosed are additional documents that demonstrate the fraud of tax-supported consumer-affairs bureaucracies as well

as those working in such bureaucracies. All of you are ripping off bogus livelihoods from taxpayers through value destruction. Neo-Tech justice will not only prosecute every professional value destroyer, but will ultimately make each of them repay their victims. To start paying for your damages, enclosed is an invoice for \$700 US. That invoice covers the irreplaceable time of our value producers wasted by your value destroyers. We expect payment within 30 days to avoid collection action. ...Later you will be billed for damages inflicted upon the other innocent value producers harmed by you and your bureaucracy.

Check Our Files

Check our files at both the FBI and INTERPOL. Neo-Tech will end the bogus careers of professional value destroyers everywhere, including Quebec.

Sincerely,

John Flint
Editor in Chief

Editor's Note

[No response was ever received from the "Consumer Protection Office" in Quebec. BP]

August 8, 1990

State of Nevada
Consumer Affairs Division
Mr. Ronald G. Shutt
2601 East Sahara Avenue, Suite 247
Las Vegas, NV 89104

RE: James Glick
(Address Withheld)

Dear Mr. Shutt,

Thank you for informing us of Mr. Glick's concern. If I had received your correspondence sooner, Mr. Glick would have never received his refund. As it is, one of my subordinates sent Mr. Glick a refund check in full on July 30, 1990. Upon my review of the situation, that refund check should have never been sent. We should not have refunded on this maliciously damaged product. Mr. Glick taped his letter of correspondence to the specially treated, reverse-type hand-numbered manuscript cover of our \$70 manuscript — an otherwise resalable product. Even when gently removing the tape, the front cover of our manuscript separated, the cover sticking to the tape, destroying the hand-numbered manuscript.

Mr. Shutt, as you know, I&O is not in business for the sake of business. We use I&O as a mechanism to write, publish and disseminate literature designed to uproot and expose professional value destroyers throughout government and business. Because we never waiver from our goal, we work at a very low revenue over cost. We are not in business to make money per se, which every professional value destroyer we become involved with is beginning to realize. We are in business to distribute our works and to learn, study and improve the data so we can reach more people.

With our jihad-like mission, we must make every dollar count. We spend about \$65 to make a \$70 sale. If someone

returns a manuscript for a refund, we must be able to resell that manuscript. Of course, we take the loss if the manuscript was damaged in the mail. But, if the consumer maliciously damaged the product, an otherwise perfectly resalable manuscript, we will not accept that. Mr. Glick **destroyed** our manuscript, and I would not have allowed a refund to be sent to him had I known about this sooner.

Since 1968, we have had only a handful of maliciously damaged products. And of our quarter-million customers, we occasionally encounter troublemakers such as Mr. Glick. Mr. Glick's intention to hurt our company are clearly demonstrated in his threatening letter to us dated July 2, 1990 (copy attached). Mr. Glick is obviously wasting taxpayers' money and everyone's time by pursuing this case. Thank you.

Sincerely,

Mark Hamilton
President, I & O Publishing Co.

cc: Dr. Frank R. Wallace

Editor's Note

[Again, even though the damage was already done and Mr. Glick mistakenly refunded, I&O states its case as part of its policy to answer all attacks and injustices with fully integrated honesty. This upholds and builds integrity. BP]

Editor's Note

[Part of Dr. Wallace's November-3rd strategy was to link several value-destroying agencies together with the hopes that they would contact each other, share notes, and then combine their attack upon Neo-Tech and I&O. The following letters are three examples of how Dr. Wallace linked the prosecuting attorney for his upcoming trial with actions of the FTC. BP]

November 27, 1990

Jeffrey Klurfeld, Regional Director
Federal Trade Commission
901 Market Street, Suite 570
San Francisco, CA 94103
Phone (415) 744-7920

Dear Mr. Klurfeld:

To aid in your investigation of Neo-Tech, enclosed is a published letter to Ms. Janet Steiger of the FTC. Also enclosed are two recent newsletters sent to a number of professional value destroyers in both government and business whom we are currently engaging or are planning to engage. These newsletters are also sent to a number of honest people in both government and business. For consolidation and efficiency, please direct any attack plans to our personal prosecutor: Assistant U. S. Attorney, J. Gregory Damm. His address and phone number are listed below.

Thank you.

Sincerely,

Mark Hamilton, Writer and Author

enclosures:

1. 8/16/90 Neo-Tech letter to Steiger; 8/18/90 letter to Damm
2. Politicians-on-Trial Neo-Tech Newsletter #1-2
3. Neo-Tech Newsletter #4-1

1. Mr. J. Gregory Damm
Assistant United States Attorney
701 East Bridger, Suite 800
Las Vegas, NV 89101
phone (702) 388-6330
2. Ms. Janet D. Steiger, Commissioner
Federal Trade Commission
Pennsylvania Avenue at 6th street, N.W.
Washington, D.C. 20580

August 18, 1990

Mr. J. Gregory Damm
Assistant United States Attorney
701 East Bridger, Suite 800
Las Vegas, Nevada 89101

Dear Mr. Damm:

I was happy to meet you and Ms. Camille Chamberlain in your meeting with my father last month.

For your reference, here is a report I am sending to the FTC. The FTC is one of my actions. But, could the current actions of the INS and FTC be connected in any way to the IRS trial? In any case, my father suggested that in the future perhaps some of the court cases we are moving toward with the INS, FTC, FDA, EPA, and the SEC could be consolidated for efficiency. ...By nature, Neo-Tech will be increasingly confronting and eventually engaging in court those professional value destroyers who are undermining their own bureaucracies, our government, and society.

Sincerely,

Mark Hamilton

enclosure: FTC document

Ms. Janet D. Steiger, Commissioner
Federal Trade Commission (FTC)
Pennsylvania Avenue at 6th Street, N.W.
Washington, DC 20580

Dear Ms. Steiger,

THE HIDDEN AGENDA OF THE FTC

Ms. Steiger, what is the meaning of sending I & O a form letter by certified mail, signed receipt requested about the 30-day shipping rule? What is the hidden agenda? Is this some sort of set up? After this official "warning", is the FTC next planning a malicious fishing expedition to "sock it to us"? Does our reprinted-without-permission memo inserted into our test mailing pieces that denounce the bogus, destructive nature of the FTC have something to do with this? Can the FTC sneak around the first amendment to "get" I & O? Is this the start of a temper-tantrum retaliation to our memo about your abusive use of power?

Indeed, in all our 22 years of business, we have shipped out millions of manuscripts, books, newsletters, articles, and pamphlets to customers in the United States and in over 150 countries worldwide. We have always shipped within 30 days. For 22 years we have had not a single correspondence from the FTC regarding the 30-day rule, not even a single 30-day violation complaint from one of our millions of readers. Who else has such a fine record as I & O? Then, just two months after inserting the memo into our mailings (a wedge memo that embarrasses the value destroyers within the FTC), you threaten our company with an unprovoked, certified letter containing a mere form letter and photo copies of the 30-day rule regulation. Without even a customer complaint, you send a signed-receipt-requested certified package containing a form letter and your 30-day rule!

Just what is the real reason behind sending us this official, signed-receipt-requested warning? Now you have documented proof to carry out your hidden agenda. Go ahead and carry out that hidden agenda so that our writers can get to the bottom of your abuses of power. Let us

uncover the FTC corruption of ostensibly “upholding the law” in order to destroy I & O’s first-amendment rights.

WHO EXACTLY HURTS SOCIETY?

For 22 years, I & O has delivered major scientific and philosophical values to society. Suddenly the FTC sends us an official “warning”, just two months after inserting the memo that bears your name into our mass mailings. Why, after 22 years do you suddenly threaten our company with your 30-day rule and its \$10,000-bludgeon fines designed for naked power usurpation by the professional value destroyers within the FTC?

Is I & O hurting society or is I & O delivering values to society? Perhaps you want to put us out of business because of our FTC memo. Perhaps you would like to harass and harm us to justify your livelihoods. Such bogus livelihoods only serve to diminish values, prosperity, and jobs being pumped into society by hard-working, honest value producers. ...Now, the memo that bears your name upsets one value destroyer. In turn, that one value destroyer begins her plans to put out of commission hundreds of honest, hard-working value producers and stop their flow of values into society. Or one evil value destroyer out to make a name for himself, Giuliani for example, stops immense global values, hundreds of millions, perhaps billions of dollars and tens of thousands of jobs being pumped into society...to gain popularity for his political ambitions. Or one evil value destroyer out to take over a country, Ceausescu for example, kills many thousands of innocent value producers, all for some personal glory. Indeed, all professional value destroyers must be unveiled for who they are: people with Ceausescu-like souls who hurt society to any destructive degree they can get away with to increase their false power. Their bogus livelihoods are the greatest detriment to society. They not only reduce values, wealth, and jobs being pumped into society, but strip our rights through abusive use of power and lead toward the destruction of human lives — all for the selfish greed of a few professional value destroyers too dishonest and lazy to produce genuine, competitive values for society.

Nevertheless, continue with your destructive hidden agenda to violate our first-amendment rights. Come and "get" us now! Use all your rules and fines that injure and cripple other small businesses daily, year after year. This time the outcome of your fishing expedition will be different than anything you have experienced before. For, uprooting professional value destroyers is our business. Step-by-step, leading to public-forum courtrooms, we will hold professional value destroyers in full view for all the world to see and then ostracize out of existence.

THE MEMO

Consider that you have received a number of phone calls from consumers about our memo that bears your name in our test mailings. (What exactly does that memo say? Turn to page 8n, Volume Two in the enclosed Neo-Tech manuscript.) That memo is reprinted without permission and inserted into our mass mailings. That memo directs public attention to the Commissioner of the FTC. Additionally, that brochure for Neo-Tech blackballs sales to and threatens the heart and soul of nearly all politicians, clergymen, and other professional mystics, bureaucrats, and authorities who impede the value producer. That brochure also exposes all academe and media people who twist facts out of context to undermine objective values. As we planned, you have already received phone calls from religious zealots and anti Neo-Tech crusaders complaining about that unnerving memo which mocks the false power of the corrupt FTC.

Why are we doing this? Ms. Steiger, peruse the Guns and Fists newsletters that you have received for the past several months. You will then know exactly who we are and why we are doing this. In fact, you will understand professional value destroyers who harm society versus value producers who benefit society. Our job is to drive a wedge between those who harm society and those who benefit society throughout government and business bureaucracies.

THE WEDGE

How do we drive that wedge? We drive that wedge into

government bureaucracies by luring the professional value destroyers into an attack-mode against Neo-Tech (fully integrated honesty) value producers. Indeed, I & O is a group of honest value producers who benefit society. Today, businesses and their value producers are the subjects of professional value destroyers. Professional value destroyers justify bogus livelihoods by dishonestly regulating businesses and subjugating their heroic value producers. Of course, that false power to dishonestly regulate honest businesses (like I&O) and subjugate heroic value producers (like Leona Helmsley and Michael Milken) comes from the dynamic process of corruption (as explained in the "Politicians On Trial" newsletter, enclosed).

But, unlike other businesses, I & O is unique. We are a coterie of writers whose sole focus is to identify and expose those professional value destroyers in government and business who are undermining the happiness and well-being of everyone. Unlike other small businesses, we only grow stronger when harassed and attacked by professional value destroyers in and out of government. As elegantly expressed by Muriel Spark, author of *Loitering With Intent*:

"Everything happens to the writer.
Time is always redeemed, nothing is lost,
and wonders never cease."

THE FUNCTIONS

I & O serves two functions: 1) I & O is our bait to directly engage professional value destroyers who exist by subverting the value producers. We pull those value destroyers into the Neo-Tech Matrix and then into the courtrooms. 2) I & O is our publishing machine to expose professional value destroyers around the world.

Consider how our one-two punch works: first we bait those value destroyers to come and "get" us into a public forum and eventually into the courts. That forum generates unerasable public records as we deliver our first punch: we show how these particular giuliani-like people who "serve for the public good" are actually dangerous parasites on

society who serve only their own greed for building a low-effort, value-destroying existence and a neurotic need for building false power. That Neo-Tech literature relentlessly and forever grows without a backward step. For the first time in history, with Neo-Tech, the man in the street can see through the illusions of the professional value destroyers. The public-forum courtroom allows us to generate high-leveraged literature to deliver our second and final knock-out punch: to mass market the literature around the world.

After growing strength for over two decades, I & O has honed and perfected the underlying integrations needed to clearly reveal those responsible for extracting values from society instead of injecting values into society. Contrary to their guise of serving society, those professional value destroyers are driven by selfish greed to extract easy, bogus livelihoods from society. Such people deliver the ultimate disservice to society. To camouflage their own selfish greed, they make the public believe that the true benefactors of society — the hard-working, honest business-minded people — are selfish and greedy who need to be regulated and controlled. But the opposite is true: The professional value destroyers advance their falsely created jobs and gain fake power in direct proportion to their dishonest control over and subjugation of value producers. ...Such value destruction subverts everyone's standard of living and happiness so that a few professional value destroyers can advance their careers of destruction. The value destroyers, not the value producers, need to be stopped. And I & O with Neo-Tech is going to stop those greedy and dangerous value destroyers, including those in the FTC.

Indeed, after two decades of growing strength, I & O has honed and perfected the successful distribution of its literature all over the world. Consider the meaning of that accomplishment: a group of writers can clearly expose any individual or group of professional value destroyers and then successfully distribute the resulting literature all around the world from essentially any and all countries in the world. An unstoppable combination. ...Now you can best understand our approach to bait and pull professional value destroyers

into the courts to generate literature to distribute around the world.¹

Before I discuss your certified letter to us dated July 25, 1990, let me suggest that you read the enclosed "Politicians On Trial" Newsletter. That newsletter explains the legal problem with "truth" and a-point law (that leads to corruption) versus the incorruptible nature of "honesty" and the-point law (that leads to production). I & O is driving the wedge between the multiplying value destroyers versus the declining value producers within the government itself. Indeed, the government has both good people and bad people. Which side do you fall on? The corrupt, of course, control, regulate, and attack honest business to propagate their false power and bogus livelihoods. That corruption process is exposed in the "Politicians On Trial" Newsletter. ...I & O is going to end corruption throughout the government.

In layman's terms, I & O is the ultimate "corporate raider"; but this time we are raiding the professional value destroyers within the government. We are the ultimate in-the-trenches "hatchet men" who will drive out the corrupt value destroyers and cherish the honest value producers.

THE CERTIFIED FORM LETTER

We have received your certified package — your preparation for some hidden agenda inconspicuously signed by William S. Sanger on a form letter about the 30-day shipping rule. Your hidden agenda behind that certified package gives us reason to continue baiting the professional value destroyers in the FTC. Let me explain:

After two months of mass mailings that included the memo, we received no reaction from the FTC. That no-action response had driven us to a phasing out period of the memo bearing your name. Instead, we developed a new, more powerful brochure designed to draw out the corrupt value destroyers within the FDA. (See a partial sample of that brochure enclosed, the highlighted areas.) We even erected a huge billboard across from the federal building designed to draw out the value destroyers within the FDA (photo enclosed).

Indeed, after several months of mass mailing, the memo undermining the false power of the FTC and having heard nothing from you or the FTC except what was related to us from customers who had called you, we began phasing out the reprinted-without-permission memo. However, since receiving the certified package, I have instructed our marketing bantam-company head to continue inserting the memo into our mass mailings a while longer in hopes to draw forth the professional value destroyers in your offices and to pull them into the open and into the courts if that is to happen. We will use Neo-Tech to expose those FTC salaried value destroyers a little longer, until they conspire to come "get" us on some technical points (to which we have complied for 22 years). Will they come to "get" us with their hidden agenda in attempts to strip our first-amendment rights and stop our literature? Then, our writers can get to the bottom of this corruption in the FTC, and our marketers can send that exciting literature to our millions of readers throughout the country and around the world.

If I were sitting before you now, face to face, I would ask you to look at the logo on your FTC letterhead and then look me in the eye. Justice? ...Yes, Ms. Steiger, justice. I & O and its uncompromising use of fully integrated honesty will bring all professional value destroyers to justice. With Neo-Tech, the time has come to serve justice on those within your organization who are harming society.

Sincerely,

Mark Hamilton, Writer and Author
I & O Publishing Company, Inc.

P.S. 1. Ms. Steiger, one of my roles as a writer for I&O has been to help sincere people who want to leave behind their careers as professional value destroyers, who want to

leave behind camouflaged envy and deep-rooted resentment in order to abandon their value destruction and unhappiness in exchange for genuine value production and happiness. I help sincere human beings who want to serve society and never again harm society. I help them discover the celebration of life. Enclosed is my latest little book called "Happiness Forever". I hope you read the first few pages of "Happiness Forever". Those first few pages may forever change your life. Who knows, you may even discover a lifetime of happy, exciting romantic love with a future Neo-Tech spouse.

2. If you have any corrections or edit suggestions on this prepublication document, please contact me. Thank you.

Enc:

- 1) Neo-Tech Cosmic Power
- 2) "Politicians On Trial" Newsletter
- 3) "FDA Brochure"
- 4) Billboard Photograph (please return when finished)
- 5) "Happiness Forever"

cc:

William S. Sanger
Veda L. Martin

January 21, 1991

Mr. William Tkach
Consumer Service Officer
State of Nevada Consumer Affairs Division
1850 E. Sahara Avenue
Las Vegas, NV 89158

RE: Mr. Aldo Abatecola
Address Confidential
File #27338

Dear Mr. Tkach,

Thank you for your letter of January 15 regarding Mr. Abatecola. Mr. Abatecola has demonstrated that he is a liar and forges letters. On the advice of our attorney, we have filed a complaint with the U.S. Postal Inspector (copy enclosed) concerning the forged letter Mr. Abatecola sent to the Nevada Consumer Affairs Division. (I am referring to the letter he initially sent to you that he had forged on a word processor as coming from I & O Publishing stating that we are not going to issue him a refund and that we are enjoying interest on his money, etc.)

Mr. Abatecola was issued a refund check #06220, Valley Bank of Nevada, for \$67.50 on December 24, 1990 (copy of carbon duplicate enclosed). The check was mailed to him by first class mail that same day. Obviously, Mr. Abatecola would have received that check before he wrote to you on January 4. If he wants to cash his check he can. But we are not going to continue playing this game with Mr. Abatecola. He appears to be out to "get" I & O Publishing because he disagrees with our literature.

I want to thank you for taking the time to write us a

personal letter regarding this matter. It is a shame, however, that your time and our time is being wasted because of this dishonest manipulator.

Sincerely,

Eric Savage
Editor

Editor's Note

[Mr. Abatecola is a disturbed person. The above letter was designed to point out this fact to Mr. Tkach at the Nevada CAD so that future attacks upon productive businesses by Mr. Abatecola and others like him might be thwarted. BP]

January 21, 1991

Dear Postal Inspector,

We are lodging this complaint with the U.S. Postal Inspector on advice of our attorney.

Mr. Aldo Abatecola is using the U.S. mail in a fraudulent manner by circulating a forged document to libel our company. Mr. Abatecola ordered and paid for a set of our books titled Neo-Tech from us, I & O Publishing Co., on September 27, 1990. He then returned the books to us on November 1, 1990. We sent Mr. Abatecola a letter asking him to please send us a copy of his cancelled check so we could issue him a refund. Instead of sending us a copy of his cancelled check, Mr. Abatecola forged the attached letter as coming from us, I & O Publishing, stating that we were not going to issue him a refund and are enjoying the interest on his money.

Mr. Abatecola then sent this forged letter by U.S. mail to the Nevada Consumer Affairs, the Postal Inspector, and the Direct Marketing Association. Mr. Abatecola also enclosed other material with this forged letter indicating he disagrees with our philosophical literature and is out to "get" us. We would appreciate your investigating this fraudulent use of the mails.

Thank you.

Sincerely,

Eric Savage
Editor

January 21, 1991

Mr. Ronald G. Shutt
Chief of Enforcement
State of Nevada Consumer Affairs division
Las Vegas, NV 89158

RE: Mr. Warren W. Hanson
(Address Withheld)
File #27696

Dear Mr. Shutt,

We appreciate the CAD informing us of Mr. Hanson's problem of not receiving his books in the mail from us. But, we do not accept the threatening form letter you sent to us (copy enclosed). We will not respond to this type of threat for a simple postal delivery problem. If the CAD wants to write us another letter and ask us in a manner appropriate to this situation, we will gladly respond to that letter and tell the CAD what we have done to resolve Mr. Hanson's problem with the postal delivery.

Sincerely,

Eric Savage
Editor

Editor's Note

[The above letter exemplifies I&O's persistence in always adhering to fully integrated honesty and never letting any value-attacking action go by unchallenged. BP]

January 31, 1991

Mr. Jeffrey Klurfeld
Regional Director
Federal Trade Commission
San Francisco Regional Office
901 Market Street
Suite 570
San Francisco, CA 94103

Dear Mr. Klurfeld,

I have read your letter of December 13, 1990 sent to Mr. Cline concerning our company and literature. According to your letter "The Commission has no investigation pending into the activities or products of Neo-Tech". Since you have discontinued further pursuit of Neo-Tech and I & O Publishing Company, we have decided to remove the memo containing Ms. Steiger's name and the FTC's address in our literature. Instead, we will now target other government agencies in which to push the Neo-Tech wedge between the value producers and value destroyers within those organizations.

Yours sincerely,

Eric Savage
Editor

Editor's Note

[After receiving the letter to Janet Steiger of the FTC (see page 140) the FTC dropped its pending investigation of I&O. Ironically, I&O was disappointed. For, I&O gains power from attacks launched against value producers. BP]

September 17, 1992

Miss P. C. Titford
Assistant Director
Direct Mail Services Standards Board
26 Eccleston Street
London SW1W 9PY
UNITED KINGDOM

Dear Miss Titford,

Unlike any publisher in the U.K., we are motivated and dedicated to eliminating the parasitical-elite class worldwide. Our major objective is to undermine and eliminate harmful regulatory agencies and bureaucracies charged with enforcing political policies in direct contradiction to objective law.

On studying the enclosed literature, you will find every claim is not only backed by fact in full context, but is an understatement. The supreme value of Neo-Tech is also demonstrated in the sampling of reprinted letters from Neo-Tech owners worldwide.

Moreover, the enclosed two-volume Neo-Tech Protection Kit provides specific examples where we have been attacked by certain book-banning neocheaters in government, religion, and big business who feel threatened by Neo-Tech literature because Neo-Tech exposes their dishonest, value-usurping livelihoods. Ironically, every attack serves to increase the circulation of Neo-Tech in each such locality.

Please fill out the enclosed questionnaire in the ZON publication centerfold and return it to us so that we may provide the most accurate, updated information for the Neo-Tech ostracism/praise matrix. Also, please contact me if you understand our mission and wish to work with us to eliminate the parasitical-elite class in the U.K. Because of Neo-Tech, our anti-civilization will be gone and forgotten by the year 2000 — totally replaced by the civilization of the universe. Finally,

Miss Titford, please review this letter for any edit suggestions or input for future publication.

Sincerely,

Eric Savage
International Director

Enclosures: Neo-Tech Information Package, Protection Kit I & II, Neo-Tech Discovery, Pincer 2, Volume 2, Revolution Document 9, ZON 9B, Neo-Tech Report

cc: Mr. Jim Sheehy
File: NT Protection Kit, vol. I

P.S. Neo-Tech damaging consumer perceptions? The opposite is the fact. We have over 400,000 intensely dedicated Neo-Tech members worldwide (Neo-Tech is now published in twelve languages). Over 15,000 Neo-Tech members reside in the U.K. alone. Many U.K. residents are our most enthusiastic supporters. We have received hundreds of letters from U.K. Neo-Tech owners expressing the tremendous, life-lifting values they have received from Neo-Tech. A sampling of those letters is printed in the enclosed Neo-Tech manuscript. In fact, there are networks of Neo-Tech owners who conduct weekly discussion groups throughout the U.K. Also, several thousand U.K. Neo-Tech owners are lifelong members of RIBI — The Research Institute for Biological Immortality.

Editor's Note

[Eric Savage wrote the above letter in response to a letter received from a U.K. regulatory agency threatening to forward Neo-Tech promotional material to "the authorities for possible action." No response was received to Eric's letter. AK]

October 30, 1992

Miss C. I. Pestana
Newspaper Union
P O Box 32003
Braamfontein 2017
South Africa

Dear Miss Pestana,

Re: Your fax of October 15, 1992 addressed to Ms. Renette Josling concerning Neo-Tech Publishing Company

Neo-Tech Publishing Company has been in business since 1968. We have over a half-million satisfied customers in 152 countries. In addition, we have over 1800 customers in South Africa alone. We are a well-known, established international publishing and direct marketing company. I am enclosing a trade and credit listing for your reference.

Also, enclosed is a copy of our 800-page Neo-Tech Discovery manuscript. Upon studying that literature, you will find that every claim is not only backed by fact and full context, but is an understatement. The supreme value of Neo-Tech is demonstrated in the sampling of reprinted letters in that manuscript from Neo-Tech owners worldwide — including many from South Africa. In fact, many South African residents are our most enthusiastic supporters. We have received numerous letters from South African Neo-Tech owners expressing the tremendous life-lifting values they have received from Neo-Tech. In addition, several hundred South African Neo-Tech owners are lifelong members of R.I.B.I — The Research Institute For Biological Immortality.

Miss Pestana, we cannot change the address in our ad from our Nevada office to a South African address. We are offering to send readers of Scope magazine information about Neo-Tech free of charge. This information, since it will be sent directly from our American office, can take several weeks in the post to reach respondents. If readers respond to a South African address, they will naturally expect this information to arrive in the post within several days. If readers respond to an American address, they will expect the information to arrive within several weeks. Thus, we would be doing a disservice to Scope readers if we list a South African address. In addition, we have been doing direct-mail business with South Africans from our American office for over 10 years. This has never caused any

problems. To the contrary, we have over 1800 enthusiastic South African customers.

I also point out that we sent full-payment for this ad totaling R3,400.00 to Scope magazine in August. If our ad is not run in Scope within the next four weeks, we demand our money be returned.

Please review the enclosed Zon publication. Unlike any publisher in South Africa, we are motivated and dedicated to eliminating the parasitical-elite class worldwide. Our major objective is to undermine and eliminate harmful regulatory agencies and bureaucracies charged with enforcing self-supporting policies that drain the productive working class. Please fill out the enclosed questionnaire in the Zon publication centerfold and return it to us so that we may provide the most accurate, updated information for the Neo-Tech ostracism/praise matrix. Also, please contact me if you understand our mission and wish to work with us to help eliminate the parasitical-elite class worldwide. Because of Neo-Tech, our anti-civilization will eventually be replaced by the civilization of the universe.

Finally, Miss Pestana, please review this letter for any edits, suggestions, or input for future publication.

Sincerely,

Eric Savage
International Director

Enclosures: Trade and Credit Reference sheet, Neo-Tech Discovery,
Zon 9B, Rev. Doc.

cc: Mr. R. Minnaar, Advertising Director, Republican Press Ltd.

Renette Josling
c/o Annique

Editor's Note

[The above letter was sent to the Newspaper Press Union of South Africa. This regulatory agency arrogated responsibility to judge the "acceptability" in regards to influences on youth and religious beliefs of Neo-Tech's media advertisement. AK]

The Neo-Tech Protection Kit

A Concluding Note about Volume I of the Neo-Tech Protection Kit

Volume I of the Neo-Tech Protection Kit demonstrates how to deal with the endless attacks of “a-point” value destroyers and bogus job bureaucrats in government and society. Those people make livings not by building competitive values that other would willingly pay for, but by attacking, regulating, and controlling the most moral beings on earth — the competitive value producers. As demonstrated throughout Volume I, only by sticking to “the point” can value producers defend themselves against the increasingly vicious attacks of envious value destroyers.

The Neo-Tech Protection Kit continues in Volume II. Volume II enters into a new realm. Neo-Tech goes on the offensive. Neo-Tech launches the Ultimate Battle. The Ultimate Battle is not an offensive movement against the endless, hydra-head attacks of bogus job bureaucrats and neocheaters. Instead, in Volume II Neo-Tech strikes at the very core of the corrupt system itself. Neo-Tech is going to end the mechanism that for 2000 years has supported the gigantic hoax of mysticism and neocheating.

So sit back and enjoy your adventure into Volume II of the Neo-Tech Protection Kit.

To Purchase The Deep Dive Into Dr. Frank R. Wallace's
Lucrative Protection Powers
* [Click Here](#) *

Book Nine

**The
Neochearing[®]
Metaphor**

NEO-TECH I

The Pre-Discovery

AN IMPORTANT NOTICE

Do not be concerned or upset by the focus on cards and cheating. Both cards and cheating are used as metaphors to understand the nature of Neocheaters and Neo-Tech.

You are not expected to be knowledgeable or even interested in cards, much less cheating, to make full use of the Neocheating Discovery. In fact, interest in cards and cheating is a time-wasting (although quickly profitable) diversion that prevents full prosperity from Neo-Tech.

If you, as most owners of Neo-Tech, are not interested in cards or cheating, then read only Chapters XII and XIII, Appendix A (“Cheating as a Metaphor”), and Table 5 (“Neocheating Beyond Cards”) at the end of the book.

SYNOPSIS OF THE NEO-TECH DISCOVERY

The Neo-Tech Discovery allows ordinary people to live much more prosperous lives. Anyone can immediately benefit from Neo-Tech. Moreover, the Neo-Tech Discovery debunks “positive thinking,” mystical, and other such approaches that lead to nothing.

The uses of the Neo-Tech Discovery range from making anyone unbeatable at cards (even wealthy, if he chooses, as shown in this book), to much more important uses such as gaining power and advantages where it really counts... in business, financial transactions, social relationships (as shown in Neo-Tech Decoded, Book 2), to breaking free of external authorities to gain the greatest possible rewards.

Equally important, Neo-Tech not only protects one from those who cheat others out of the happy, prosperous life they earn, but Neo-Tech transfers the power from external authorities (government, religion, neocheaters, mystics) to one’s own self—where the power belongs.

Neocheating®: The Unbeatable Weapon

NEOCHEATING

THE RISING MENACE

*Neocheating—The Unbeatable Weapon
and the
Neo-Tech Discovery
Beyond Cards*

by
Frank R. Wallace

Mark Hamilton

William S.

Neocheating exists as (1) specific techniques and (2) general concepts. The specific *techniques* are based on the safe and invisible Neocheating maneuvers first uncovered by Frank R. Wallace. Those techniques that apply to card games are identified and taught in Part One of this book. The Neocheating techniques are selected for their effectiveness, safety, and subtlety. They have obsoleted all other techniques, such as those described by S.W. Ernase, Scarne, and others. But far more important have been the discovery, development, and understanding of the Neocheating *concepts*. Those concepts unfold in the latter chapters. And with those totally new concepts, the reader can both profitably apply and effectively counter invisible Neocheating not only in card games but in *all* areas of life including business, politics, and social relationships.

Neocheating® – Something Lethal

THE BAD NEWS

This book reveals something new — something dangerous. This book reveals the lethal techniques of Neocheating.

With Neocheating, the average cardplayer can bankrupt all his opponents. He can safely drain money from any card game, from the easiest Friday-night game to the toughest professional game. And no one will ever see him cheat.

Neocheating is not like classical or traditional cardsharpping that requires years of practice or a dangerous reliance on aids such as marked cards and hold-out devices. Neocheating requires no special skills or devices; it requires only the knowledge in this book and a few hours of practice. With less than a day's practice, a player can wipe out his opponents with invisible Neocheating. And with less than a week's practice, he can quit his job to become a full-time professional Neocheater.

Honest players should realize that many cardplayers would cheat if not for (1) their fear of being caught, or for (2) the time and effort required to learn how to cheat effectively. But Neocheating eliminates both deterrents. And as this easy, invisible Neocheating spreads, it will increasingly menace players of poker, blackjack, badge, gin, and all other card games played for money or prestige. ... That is the bad news.

THE GOOD NEWS

But this book reveals something more — something extraordinary. This book reveals simple defenses and easy counterattacks that nullify or beat all forms of cheating, including Neocheating. The counterattacks are unique, ingenious, and honest. They can be executed in peace and without the knowledge of others.

While cheaters will find a temporary gold mine in this book, honest players with this new knowledge can identify and easily eliminate (without any hassle) all cheaters. Furthermore, this book shows how any player can now, for the first time, casually beat all cheaters from crude amateurs to highly skilled cardsharps — even invisible Neocheaters. And those cheaters will never know

Neocheating®: The Unbeatable Weapon

what hit them.

As this knowledge spreads, it will increasingly nullify and eventually eliminate cheating not only in poker but in all card games played for money or prestige.... That is the good news.

PREFACE

THE NEOCHEATING REVOLUTION

Imagine if simple techniques were available that would enable anyone — after only a few hours of practice — to invisibly relieve cardplayers of all their money. Now imagine if those techniques were available to everyone. What would happen to poker? And what about other card games played for money such as blackjack, bridge, and gin? Would poker and other card games break up and vanish as this effortless and invisible cheating spreads?

Effortless and invisible cheating? Is that only a dream of those seeking easy money and prestige? Well, that dream has come true. The dream is called Neocheating. And this book identifies, illustrates, and teaches Neocheating — clearly and completely.

Neocheating will eventually become known around the world. Cardplayers from the Las Vegas professional to the neighborhood amateur will increasingly use Neocheating. It is contagious and will spread like an epidemic. Yet by simply reading this book, you will have armed yourself with the knowledge needed both to profit from Neocheating and to turn back all threats of the Neocheating revolution.

FOREWORD BY JOHN FINN

For the first time, good players need to worry about getting wiped out. A new breed of cheater is invading the card tables. He is the Neocheater. And the Neocheater does not lose.

Neocheating is quietly spreading. What will happen when hoards of people using Neocheating invade card games throughout the world? Those people could drain all available money from all players and games. The resulting paranoia and chaos could

Neocheating® – Something Lethal

eventually destroy most card games played for money.

Neocheating is invisible. How can it be stopped? The Neocheater is impossible to catch in the act and hard to get rid of. Indeed, all honest players unaware of Neocheating are in financial danger. Only the readers of this book can prepare themselves for the Neocheating revolution.

**THE 1986 INTERVIEW WITH
DR. FRANK R. WALLACE
ABOUT
NEO-TECH VERSUS NEOCHEATING**

A new field of knowledge was discovered by Dr. Frank R. Wallace. For two decades, Dr. Wallace developed a powerful array of integrated knowledge called Neo-Tech. In 1986, Dr. Wallace was interviewed about Neo-Tech. Below is a condensed, edited portion of that interview which explains his early discoveries:

Q: What is Neo-Tech? How can I benefit from it?

WALLACE: Neo-Tech is a new, integrated method for capturing major business and personal advantages everywhere. Neo-Tech has nothing to do with positive thinking, religion, or anything mystical. Once a person is exposed to Neo-Tech, he can quietly profit from any situation — anywhere, anytime. He can prosper almost anywhere on earth and succeed under almost any economic or political condition. Neo-Tech applies to all money and power gathering techniques — to all situations involving the transfer of money, business, power, or love

Ironically, I first sensed Neo-Tech through poker — the money game, the international strategy game. Strange how a discovery so important as Neo-Tech started with something so minor and restricted as poker. Indeed, poker is just one rather minute and insignificant area involving the transfer of money in which a person can profit through Neo-Tech.

Neocheating®: The Unbeatable Weapon

Subsequently, I pursued Neo-Tech beyond cards to uncover far greater advantages in competitive situations involving work, investments, speculating, business, politics, and personal relationships. Neo-Tech applies to all competitive situations: It is a new, quiet approach for collecting unbeatable advantages everywhere.

Neo-Tech has its roots in the constant financial pressures and incentives to develop the easiest, most profitable methods of gaining advantages. Over the decades, successful salesmen, businessmen, politicians, writers, lawyers, entrepreneurs, investors, speculators, gamblers, and Casanovas have secretly searched for shortcuts that require little skill yet contain the invisible effectiveness of the most advanced techniques. I identified those shortcuts and honed them into practical formats called Neo-Tech.

Q: Is Neo-Tech like cheating; is it a metaphor for cardsharps, Don Juans, con artists, dishonest merchants, destructive politicians?

WALLACE: Definitely not. Neo-Tech is totally honest and ethical; it is not based on fraud, collusion, gall, hustling or swindling as are most cheating techniques and con jobs. Indeed, Neo-Tech requires no special skill, devices, or nerve. Neo-Tech requires no risk or changes in life style — only a new integrated knowledge that generates advantages and power. Moreover, Neo-Tech renders deception and cheating ploys so obsolete that they are no longer an important threat. ...Someday Neo-Tech will dominate all competitive situations as it spreads into business and personal relationships.

Q: Who exactly is the Neo-Tech person?

WALLACE: He's a person of quiet power — a person who cannot lose. He can control not only every competitive situation, but can vanquish every threatening situation.

Q: What actually makes him so effective?

WALLACE: Neo-Tech is totally natural. Thus, it can be executed anytime, anywhere with casual confidence. The

Neocheating® – Something Lethal

techniques let a person gain unbeatable advantages consistently and comfortably — year after year, decade after decade. Eventually, Neo-Tech men and women will quietly control all.

Q: In the real world, how quickly can I benefit from Neo-Tech?

WALLACE: A person can use Neo-Tech immediately to gain advantages needed to prosper in business and in personal relationships. Additionally, that person can never be taken advantage of again in any business transaction, investment, or personal contact. His Neo-Tech knowledge protects him. It arms him with a sword and shield. Neo-Tech knowledge is the best insurance policy anyone could own: Within days, a person with Neo-Tech can gain more power than most people without Neo-Tech can gain in a lifetime.

Q: Specifically, what does Neo-Tech mean to the ordinary person?

WALLACE: Well, to be specific, the most potent shortcuts prior to Neo-Tech were beyond the reach of ordinary people as only the money/power giants developed the combinations to unlock and use those shortcuts. Moreover, those potent but customized or highly specialized shortcuts in specific fields could not help most people even if they had access to those shortcuts. In addition, the nature of those potent shortcuts limited the money/power giants to their particular fields. Still, genuine power lies beneath all those customized shortcuts. Neo-Tech not only captures that power but brings everything down to earth and removes all limitations. That, in turn, yields a still greater power that even the money/power giants were denied. More important, today, most ordinary men and women will only flounder through life until they discover Neo-Tech.

Q: Beyond the immediate financial advantages and quick profits available from Neo-Tech, how will the Neo-Tech Discovery affect you and me in the real world...in society?

WALLACE: Neo-Tech meets the criteria: certain and safe —

Neocheating®: The Unbeatable Weapon

but powerful. Therefore, more and more people will increasingly use Neo-Tech in all areas. And the lives of those people will grow richer. Of those, some will choose to use Neo-Tech concepts to gain enormous power and wealth. But, equally important, people knowledgeable about Neo-Tech cannot be drained by others. The ordinary person, no matter how low on the power scale, can reverse the situation. With Neo-Tech, a person can take away the power from those Neocheaters who have drained that person for years or decades. That capturing of personal power through Neo-Tech is crucial. For, all major Neocheaters today extract money and power from the masses of unknowledgeable people. How? Through the subtly camouflaged usurpation and destruction of values created, built, or earned by others. In fact, those value destroyers use Neocheating without fear of being caught, without suspicion. ...And they are successful to the extent they use Neocheating.

Consider how many of the most successful politicians have for years destructively regulated and harmfully controlled the value producers. They have neocheated the public for unearned personal power. Their power ploys have created jungles of destructive regulations and inefficiencies. They hassle busy individuals, cripple creative scientists, and prevent private enterprise from fully developing its productive and technological capacities. That arrogated authority not only diminishes everyone's spirit, but diminishes everyone's standard of living and even prevents the development of cures for scourges such as heart disease, cancer, and AIDS.

Q: You know, "60 Minutes" recently dealt with something like that. And I hear about that kind of thing more and more these days. How can it be stopped?

WALLACE: Today, as Neo-Tech spreads, people in steadily increasing numbers can, for the first time, avoid the harmful ploys of those external authorities. As people become informed about Neo-Tech, they will identify and circumvent those master Neocheaters who have previously drained them. Now, ordinary people will fill their own pockets with profits rather than lining the pockets of Neocheaters. As more and more people learn about

Neocheating® – Something Lethal

Neo-Tech, they will increasingly understand that professional mystics, pragmatic politicians, bogus-job bureaucrats, and other such false authorities are destructive drains on value producers and society.

I have two charts that demonstrate how most people have unknowingly let their lives be drained by those external authorities. This information also shows how the informed will financially and emotionally benefit by breaking free from those master Neocheaters. Indeed, everyone informed of Neo-Tech will have the tools not only to break free but to profit from the decline of external authority. Furthermore, this information shows exactly how the average person can turn into a Neo-Tech person...a person who can acquire far greater advantages than any Neocheater — even a master Neocheater.

Q: Your charts uncover things I was never aware of. It's bad enough that those Neocheaters conceal their ripped-off power, but it's rotten how they're doing it by draining me, you, and everyone else....

WALLACE: Yet, we're the ones who hold the power on this planet. Most people have never been aware of that fact. Now, with Neo-Tech, we can totally control our future. That's why the Neocheaters never told us their secret. For, we would take away their power that is rightfully ours. You, like everyone else, could never really know the facts behind external authorities without understanding Neo-Tech. The actions of such external authorities usually depend on Neocheating — on undetectable routes to easy money or power at the expense of others. They seemingly benefit their victims by giving them guidance, leadership, or doctrines to follow — making those victims easy to control. Fortunately, however, publicly revealing Neo-Tech exposes the Neocheater's essence. That will lead to the eventual demise of external authority.

Indeed, today, you as the Neo-Tech person never again have to feel helpless. You never again have to be on the defense. You never again have to depend on anyone or anything of the past. You can enter a new world and control your own future. You can become a Clark Kent — a quiet superman. You can gain

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the real power — the real advantages and profits that few ever knew existed.

Q: Now I know why the Neo-Tech Discovery will immediately....

WALLACE: Also, consider another benefit from understanding Neo-Tech: the stopping of the pain and harm caused by certain everyday acquaintances straight up to the authoritarian bureaucrats who surround everyone in almost every area of life. Neo-Tech can abruptly stop the pain and harm caused by being beaten by destructive authorities, cheated or exploited by one's spouse, manipulated by parents, drained by bosses, gypped by merchants, intimidated by pushy or monied people, misled by professional people, stunted by dishonest and incompetent educators, used by friends, abused by strangers, fouled up by bureaucrats, fooled by mystics, and hurt by government.

Neo-Tech puts an end to all those hurts and diminishments that have constantly kept you from becoming the person you've always dreamed of — the person you were meant to be.

And there are other side benefits. For example, when viewing network TV with the knowledge of Neo-Tech, a person becomes acutely aware of the steady stream of Neocheaters — TV commentators, news editors, journalists, sociologists, faddists, mystical gurus, and religious proselytizers. Those fake authorities constantly gain destructive advantages from their followers in countless subtle ways. Neo-Tech concepts allow people to identify and nullify Neocheaters who drain everyone's life daily.

With the concepts of Neo-Tech, a person nullifies those Neocheaters while transferring their power from them to himself. He no longer needs to bow to or idolize the man on the hill. With Neo-Tech, a person knows with fearless certainty that he, himself, is the most important person — and everyone will sense that he is the most powerful person.

Q: Can you restate what you're saying to bring me back to earth?

WALLACE: The Neo-Tech concepts are practical tools for

Neocheating® – Something Lethal

integrated thinking. Neo-Tech really puts one on the right track. No longer do people have to suffer in silent frustration watching their lives and dreams be quietly drained away.

Q: Yes. Who hasn't felt that distant, lonely sadness....

WALLACE: The Neo-Tech concepts are the most powerful thinking tools for profits. Those concepts are the cutting edge for prosperity...for making the grandest dreams come to reality. Neo-Tech can rekindle the sparks that flickered out long ago.

Q: Is all that really true? I mean, does all that really apply to us – to us who work for a living?

WALLACE: You are the good, the innocent, the powerful, you are the Clark Kents. Over are the days of your being defrauded of wealth, pleasure, and happiness. Over are the days of being victimized by the politicians, bureaucrats, mystics, and pseudo intellectuals. In your innocence, you have unknowingly been drained by Neocheaters. Now, at last, you can break free and take what all productive human beings rightfully earn but seldom take...a guiltless life of power, pleasure, and wealth. But even more, you can now become a Neo-Tech person and command your own future.

Q: That's pretty profound. I'll have to give that some deep thought.

WALLACE: You should. For the more one thinks about Neo-Tech, the more one profits from it.

Q: What if I want to profit more and more? What if I get a little greedy? What if I want to become the man on the hill now – through Neo-Tech?

WALLACE: Look again at the charts. Contrary to what some people might initially think, the highest profits of Neo-Tech come not from destroying advantages of others, although anyone can do that with Neocheating to gain tremendous power

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and profits. But the highest profits come from creating honest advantages for oneself by delivering maximum competitive values to others and society. Indeed, to any chosen extent, you can apply Neo-Tech to personally gain both immediate and long-range advantages in business, personal life, and social situations...the applications are endless.

Back to your question about becoming a little greedy. As the first step, anyone can immediately profit by collecting the Neocheating advantages available in any competitive situation. Moreover, anyone can use Neocheating to outflank all competition — control even the sharpest, most-alert people. Master Neocheaters use undetectable techniques to gain maximum advantage from every situation to acquire extreme power and wealth. And anyone can use Neocheating to gain easy advantages or profits to any chosen degree. But who needs that? The Neocheater, yes, he can easily do all of that. But the Neo-Tech person...he needs none of that. For him, Neocheating is limiting and obsolete.

Just acquiring the knowledge of Neo-Tech will show you how to reach your goals quickly, directly, easily. You will experience a mounting sense of power and excitement while learning about Neo-Tech. Indeed, through the Neo-Tech Discovery, you too can achieve great strength in your career or field of interest by becoming a quiet Neo-Tech person. In addition, you will forever be immune to Neocheaters...immune to most harmful situations.

Q: How quickly will Neo-Tech spread?

WALLACE: As people gain this knowledge, they will begin using its techniques because they are irresistibly logical and overwhelmingly practical. Thus, as people discover the unbeatable advantages of Neo-Tech, those advantages will spread throughout the world as the most potent discovery since the Industrial Revolution.

Introduction

The following fifteen questions and answers about Neocheating provide the background for this book:

1. What is Neocheating?

Neocheating is the ultimate evolution of cheating. Neocheating is *not* based on sleight-of-hand or magician's skills as are many classical and traditional cheating techniques. Neocheating is a new, scientific kind of cheating — an invisible, incredibly easy kind of cheating based on simplicity and low skill. Once a person understands Neocheating, he can use its techniques to quietly beat opponents, anytime — anywhere on earth. But also, he can use that knowledge to defend against and defeat all cheating, including Neocheating.

2. How did Neocheating evolve?

Neocheating evolved from constant financial pressures and incentives to develop the easiest, safest, and most profitable methods of winning. Over the decades, the smartest profiteers have searched for shortcuts that require little skill, but contain the invisible effectiveness of the most advanced cardsharpping techniques. Those shortcuts are identified in this book and then honed into practical-attack formats called Neocheating.

3. How is Neocheating so easy?

Neocheating is insidiously easy because it has been distilled by short-cut seekers over the years to the simplest essentials upon which all effective cheating depends. If a person understands those essentials, he will understand all cheating, allowing him to defend against any cheating, including Neocheating. But at the same time, any player with larceny in his heart can now easily and safely beat any card game played for money.

4. How is Neocheating so safe?

Neocheating is so subtle that no one can ever prove a person is Neocheating. Even if others were certain someone was Neocheating, no evidence would exist to accuse the Neocheater because his maneuvers are invisible.

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5. How can Neocheating be so easy and safe, yet still be the most potent form of cheating?

The simpler and subtler the cheating technique, the easier and safer and, therefore, the more effective it will be (as will become evident throughout the book). Indeed, the Neocheater's confident characteristics result from his exclusive use of simple, effective, and invisible techniques.

6. What are the characteristics of a Neocheater?

Neocheaters generally display characteristics opposite to those of traditional cheaters as shown in the chart below. In fact, the closer people observe a Neocheater, the more assured they become that no cheating is occurring. And ironically, as shown in the final chapter of this book, the Neocheater is often the most trusted person in the game.

CONTRASTING CHARACTERISTICS

<u><i>The Traditional Cheater</i></u>	<u><i>The Neocheater</i></u>
Nervous	Confident
Stiff	Relaxed
“When should I do it” feeling — cheats at every opportunity	Knows exactly when to Neocheat — Neocheats selectively
Keeps players from watching him closely with distractions and concealments	Lets players watch him “thoroughly shuffle” without distractions or concealments
Uses distractions constantly; they often interfere with the difficult and dangerous maneuvers of conventional cheating	Uses distractions rarely; they seldom interfere with the simple and safe maneuvers of Neocheating
Causes suspicion with his cheating moves — fears all opponents	Eliminates suspicion with Neocheating moves — fears no one

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CONTRASTING CHARACTERISTICS

<u><i>The Traditional Cheater</i></u>	<u><i>The Neocheater</i></u>
Makes opponents unhappy	Makes opponents happy
Worries that his cheating will be seen	Knows that Neocheating cannot be seen
Worries about the consequences of being caught in the act	Knows he cannot be caught in the act

Why the difference in characteristics? Alert or knowledgeable opponents can usually detect traditional cheating — unless the cheater has acquired great classical skill through years of laborious practice and experience. Even then, the cardsharp must execute each cheating maneuver perfectly, every time, putting him under great pressure. Moreover, the traditional cheater becomes obviously guilty once caught, leaving him to face the consequences. That fear of being caught haunts most traditional cheaters and overwhelms countless potential cheaters.

By contrast, Neocheating is invisible, routine, and requires little skill. The Neocheater's tactics are so subtle that, even if accused, his cheating cannot be proven. Indeed, he can always avoid the consequences because he can never be caught *flagrante delicto* or "in the act".

The traditional cheater fears his telltale characteristics. But the Neocheater works in harmony with his deceptive characteristics, preventing people unknowledgeable about Neocheating from ever suspecting him. As a result, the Neocheater flourishes.

7. Where is Neocheating going?

Simple and effective Neocheating is today spreading throughout poker games in Nevada casinos and California card clubs. Indeed, Neocheating is already infiltrating private games of poker, blackjack, bridge, and gin. And Neocheating will keep on spreading, leaving no game or player immune from attack.

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8. What can stop Neocheating from spreading?

Publicly revealing the techniques of Neocheating may initially cause a cheating spree that could create chaos at the card table. But ironically, that knowledge, as it becomes widely known, will begin to expose and nullify Neocheating. Players no longer need to be helpless or doomed when confronted with Neocheating. Instead, they will be able to counter and eliminate Neocheating.

9. If Neocheating is invisible, how can it be detected and stopped?

Neocheating cannot be detected directly, and the Neocheater can never be accused or caught outright. But with the knowledge of Neocheating, a player can sense Neocheating —know when it is occurring. And then with special countermeasures (taught in this book), he can win in the presence of a Neocheater... or, if he chooses, easily cause the Neocheater to leave the game.

10. How can you prevent Neocheating from ruining your game?

Simply use the counterattack techniques described in this book to beat or drive Neocheaters from your game.

Or tell your opponents about this book. If an opponent knows that you have read this book, he will never dare cheat in your presence. Moreover, if your fellow players know about the information in this book, they too could detect any cheater. Indeed, your fellow players would thank you for awakening them to knowledge that will always protect them. Also, with other players in your game knowledgeable about Neocheating, you will never face a cheater alone.

Or give a cheater in your game this book and watch him stop cheating —watch him leave your game to cheat elsewhere. In fact, if every cardplayer in the world had the information in this book, no one would dare cheat.

11. Who is the Neocheater?

He is a player who cannot lose. He can drain everyone's money at will. He may be in your game now. . . or next week. Or he may be you. The Neocheater will inevitably threaten every card game played for money. Moreover, he considers Neocheating no more wrong than bluffing or normal card deception.

12. How does the Neocheater differ from the cardsharp?

The Neocheater is *not* a cardsharp. He is a new breed of player who may soon rule the card table.

The cardsharp has existed since the invention of cards. He cheats without the knowledge of Neocheating. Still, he may unknowingly use various Neocheating techniques. But generally his cheating relies on skill and gall.

The Neocheater, on the other hand, relies on neither skill nor gall. He relies on simple, invisible maneuvers. For him to use any other means of cheating (such as palming cards or using marked cards) would be unnecessary and foolish since Neocheating is not only safe, but so much easier and more effective.

13. What makes the Neocheater unbeatable?

The maneuvers of Neocheating are so subtle and the mechanics so easy that they can be executed with relaxed confidence. Guaranteed winning hands such as four aces can be routinely obtained. And more than one powerful hand can be dealt at a time to ensure a big score (e.g., in poker: four aces to the Neocheater and four jacks to the victim). Yet, unlike the cardsharp, the Neocheater seldom stacks powerful hands or goes for big scores (although he easily can). Instead, he casually uses just enough of his power to give him constant, unbeatable advantages. In fact, he may never even Neocheat for himself, but instead simply use Neocheating to shift money from the strongest players to the weakest players and then win legitimately from those weak players. His steady, hidden attack lets him win consistently and comfortably in poker, blackjack, bridge, and gin — week after week, year after year.

This book shows not only how the Neocheater can easily create spectacular advantages for himself, but how he can create smarter, unsuspecting, casino-like advantages to safely extract maximum money from all games. With those invisible advantages, he keeps his opponents happy while comfortably controlling the game, even a network of games. ... Neocheating is that easy.

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14. How does Neocheating apply to games such as blackjack, bridge, and gin?

The Neocheating techniques in this book apply to all card games. Most techniques, however, are presented with a poker slant because most card cheating has traditionally been centered around poker - the money game. Also Neocheating techniques are more easily illustrated through poker examples. But Neocheating will become increasingly common in all card games played for money or prestige.

In bridge, cheating occurs frequently in private, home games. And cheating scandals are not uncommon in major tournaments. Dishonest bridge players, however, have traditionally relied on signaling since that was easier and generally more practical than manipulating cards. But Neocheating, because it is so safe and effective, will increasingly penetrate bridge, especially private games played for money. In fact, bridge today is especially vulnerable to Neocheating because its players generally look for and suspect only signal-type cheaters. (Signaling requires the collusion of two players. But Neocheating can be performed alone, without anyone else's knowledge.)

Blackjack is particularly vulnerable to Neocheating. Undetectable maneuvers executed through Neocheating techniques offer unbeatable advantages to any dealer or partner.

And Neocheating in gin routinely produces winning hands and a constant influx of money.

While this book reveals techniques specific to poker, bridge, blackjack, and gin, Neocheating in general can be applied to those or any other card game played for money or prestige.

Today, anyone could leave any card game a consistent loser, read this book, and return the following week never to lose again.

15. Is revealing Neocheating immoral?

Can revealing the truth ever be immoral? Only by revealing Neocheating fully can honest players defend and protect themselves completely.

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* * *

Although this book gives step-by-step instructions for Neocheating, an honest player needs only to read through this book to gain the special knowledge needed fully to defend himself against all cheating, including Neocheating. But, if the honest player invests a little time in actually executing the various Neocheating maneuvers, he will gain an enjoyable sense of power while learning to subject any deck of cards to his will.

So why not read this book while sitting at a cleared table with a deck of cards beside you? As you read each step, actually do it. The steps themselves are really much simpler than their detailed descriptions. And unlike the more difficult traditional and classical cheating techniques, Neocheating maneuvers are fun and easy to learn.

Hopefully most people who read this book will choose not to neocheat. Still, everyone will experience a mounting sense of control and power as they read “Neocheating”. After all, how many people can invisibly deal themselves four aces after only an hour’s practice? Moreover, each reader will gain the knowledge needed to protect himself in any card game (private, public, tournament, or casino), against any opponent (friend or stranger), and against any form of cheating (amateur or professional). But most importantly, this book will save the reader from being drained by Neocheaters, not only in cards but in all areas of life.

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NEOCHEATING

The Unbeatable Weapon for Poker, Blackjack, Bridge, and Gin

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PART ONE

**NEOCHEATING – SOMETHING
NEW AND EASY
SOMETHING LETHAL**

Chapter I

The Nature Of Cheating

To gain full benefit from this book, the reader must understand the nature of cheating. This chapter explains the nature of amateur cheating, professional cheating, and Neocheating in poker and in all other card games played for money.

1. Defining Cheating.

To properly define cheating, the nature of poker as opposed to other card games must first be understood. Poker is unique to other card games or situations in that honest poker explicitly permits any behavior or manipulation, no matter how deceptive, except cheating. In fact, the ethical basis of poker *is* lying and deception. Indeed, the only unethical behavior in poker is cheating.

But where does deception end and cheating begin? Actually a sharp distinction exists. Poker *cheating* is the conjuring up of advantages unavailable to opponents. Poker *deception*, however, involves exploiting advantages that are available to all players. When cheating, a player initiates one or more of the abnormal, physical manipulations listed at the bottom of this page. But when deceiving, a player is simply taking advantage of situations *already available* to his opponents. For example, the normal use of cards produces smudges, nicks, scratches, and creases on their backs. Such natural markings that identify unexposed cards are equally available to all players willing to train their eyes and discipline their minds. The good player willingly exerts that effort to spot, remember, and then deceptively use those natural markings on cards to gain advantages over his opponents. Such actions do not constitute cheating in poker. On the other hand, *deliberately* soiling, marring, or marking cards for identification would constitute cheating in poker or in any other card game.

Still many deceptive actions that are honest and proper in poker are considered in other games as cheating or dishonest (such as lying, deceit, and other violations of specific ethics or rules). Yet anything considered as cheating in poker would be considered as cheating in any other card game. Cheating in poker

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or in any card game can, therefore, be defined as initiating any one of the following abnormal manipulations of cards, signals, or money:

- Cards are covertly switched to change the value of a hand.
- Cards are purposely flashed to see the value of undealt or unexposed cards.
- Cards are culled or stacked to change their natural sequence.
- Cards are purposely soiled, smudged, nicked, marred, or marked for future identification.
- Mechanical devices are used such as marked cards, strippers, mirrors, and hold-out equipment.
- Secret betting agreements or partnerships are made so that colluding partners can signal each other the value of their hands . . . or when to fold, bet, or raise.
- Money is stolen from bets being made, from the pot, or from other players. Extra change is purposely taken from the pot. Lights are purposely not paid. (These last items are direct theft in contrast to the indirect theft of card and signal cheating.)

And definitions for the different styles of card cheating are—

Classical: A smooth, mechanical style of cheating developed in the 19th century requiring high skill for stacking, palming, and manipulating cards.

Cardsharping: A skilled style of card cheating executed through card manipulations.

Invisible: Cheating moves that are not discernible or visible to the human eye — previously associated only with classical or highly skilled cheating. The essence of Neocheating.

Gaffing: A dangerous-to-use, non-skill cheating style that utilizes marked cards, shiners, and other external or mechanical devices.

Colluding: A non-skill cheating style involving two or more partners covertly signaling information or instructions to one another.

Traditional:

a) *Skilled* — A cheating style occasionally used today. Requires extensive practice and experience. Invisible in

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its ultimate form.

- b) *Unskilled* — A common cheating style that relies on outside help such as marked cards, holdouts, shiners, and collusion. Sometimes involves crude or low-skill card manipulations, or even stealing.

Neocheating: “The New Cheating” — A low-skill, highly effective and invisible style of cheating that is easily and quickly learned. Neocheating is smart, safe, short-cut cheating that is spreading from public to private poker and will eventually dominate all cheating.

2. Accepting Cheaters.

Most players fear cheaters. But the good player quietly accepts them if they are losers. In fact, he often welcomes their cheating because, as explained in the next paragraph, they generally lose more money while cheating, particularly in complex games involving split pots and twists. The good player can even convert expert cheaters into financial assets by nullifying their cheating or by beating them with the defenses and counteractions described in later chapters.

Indeed, contrary to popular belief, most players actually increase their losses while cheating because they

- dilute their attention toward the game by worrying about and concentrating on their cheating.
- overestimate the benefits of cheating and thus play looser or poorer poker.
- overlook or miss vital information about their opponents and the poker action.
- make their hands and intentions much more readable.
- use ineffective techniques that do not deliver net financial benefits.

A good player can take profitable advantage of the above weaknesses in cheaters as demonstrated by the anecdotes at the end of this chapter.

So why do players cheat if their cheating increases their losses? Some cheat out of financial desperation, others cheat out of neurotic desires to swindle their opponents, but many cheat simply out of naiveness or stupidity. Neocheaters, however, cheat “smartly” with the sole motive to extract maximum money from

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their opponents. And Neocheaters do not lose; they must be rejected.

3. Rejecting Cheaters.

If a cheater consistently wins money, he is a financial liability to both the good player and the game. Also under certain conditions, a cheater can financially harm the good player, even if the cheater is a loser. For example, other more profitable losers may become upset and quit the game if they detected someone cheating. Or cheating can cause a profitable game to break up. In such situations, a good player either stops the cheating or eliminates the cheater by using one or more of the nine methods listed in Table 1.

4. Detecting Cheaters.

Invisible Neocheating will eventually menace all players in public and private card games throughout the world. But much of today's cheating in private games is still done by amateurs using crude, visible techniques that are easily detectable and beatable by methods described in this book. Yet most players ignore even obvious cheating to avoid arousing unpleasant or perhaps violent emotions. When a player detects cheating, he often rationalizes it as a rule violation or a mistake rather than cheating.

Any player, however, can detect all cheating quickly, without ever seeing a dishonest move, even highly skilled professional cheating and highly knowledgeable Neocheating. How can he do that? All cheating and cheaters are betrayed by violations of logic and probability. Cheating is an unnatural injection of distorted action that perceptively jolts the otherwise logically connected occurrences in poker. So if a player monitors and compares the actions of his opponents to the most logical actions according to the situation and odds, he will quickly detect the distorted playing and betting patterns that always arise from cheating. That awareness enables him to sense cheating without ever seeing a suspicious move as demonstrated by the anecdotes at the end of this chapter.

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TABLE 1
METHODS TO ELIMINATE CHEATING

<i>Time of Action</i>	<i>Form of Action</i>	<i>Results</i>
Indirectly, during game	Make the cheater feel that he is suspected and is being watched.	Cheating stops.
Privately, outside of game	Tell the cheater that if he cheats again, he will be publicly exposed.	Cheating stops.
Privately, outside of game	Tell suspicious players about the cheater. Point out that he is a loser and the best way to penalize him is to let him play.	Cheating continues, but the suspicious players are satisfied as the cheater continues to lose.
Privately, outside of game	Form a conspiracy with other players to collude collectively in order to bankrupt the cheater.	Cheater is driven from the game.
Privately, during game	Use Neocheating defenses and counterattacks to bankrupt the cheater.	Cheater is driven from the game.
Publicly, during game	Expose the cheater during the game in front of everyone.	Cheater quits or is drummed out of the game.

TABLE 1
METHODS TO ELIMINATE CHEATING

<i>Time of Action</i>	<i>Form of Action</i>	<i>Results</i>
Publicly, during game	Inform all players including the cheater about this book and Neocheating.	Cheating stops.
Privately, outside of game	Give the cheater a copy of this book.	Cheating stops or the cheater leaves for another game.
Privately, during game	White-hat Neocheating. (Described in Chapter X.)	Cheater is driven from the game.

5. Professional and Amateur Cheating.

One of the major differences between private poker and public (club and casino) poker is the collusion cheating routinely practiced by cliques of professional players in public poker. Few outsiders or victims ever suspect professional cheating in public poker because the techniques used are subtle and hard to observe visually. Most public-game professionals execute their collusion so naturally and casually that the management of major casinos and card clubs remain unaware of their cheating, even when it routinely occurs in their own card rooms. Moreover, many public-game professionals practice collusion cheating without qualms. They consider their cheating as a legitimate trade tool that enables them to offset the draining effect of the house rake or collection.

The chart on the next page lists the most important classical and traditional, professional and amateur cheating methods used in public and private card games.

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PROFESSIONAL AND AMATEUR CHEATING METHODS

<i>Card Manipulations</i>	<i>Card Treatments</i>	<i>Other Devices</i>
*blind shuffling	*daubing (Golden	*colluding partners
*crimping	Glow, nicotine	*card flashing
*culling	stains, soiling)	*crossfire betting
dealing seconds,	corner flash	*signals
bottoms,	denting and	*spread
middles	rounders	*marked decks
*false cutting	luminous readers	cold decks
*false riffling	marking	chip copping
foiling the cut	nailing (indexing)	holdouts
palming	punching	shiners
*peeking	sanding	stripper decks
*pull through	slicked-aced deck	
*stacking	stripping	
* Las Vegas riffle	waving	
* overhand stack		
* riffle cull		
and stack		
* undercut stack		

** Professional cheating methods most commonly used today.*

Table 2 on the next page summarizes the most important cheating techniques used in private games as well as in public clubs and casinos. Table 2 also summarizes both the crude cheating techniques used by amateurs and the skilled techniques used by professionals.

Not all professional cardplayers are cheaters. And not all high-stake games have cheaters or professionals present. But any high-stake game, public or private, is vulnerable for exploitation and will tend to attract professionals and cheaters. Yet a player must vigilantly avoid considering anyone a cheater without

Table 2
CHEATING TECHNIQUES USED IN PRIVATE, CLUB, AND CASINO POKER

	<i>Uses</i>	<i>Methods</i>
<u>Manipulation Techniques (more common in private poker)</u>		
Classical and amateur manipulations (solo)	Least effective, most undetectable. Effectively used only by the rare, classic cardsharp who is highly skilled, dexterous, and experienced. Shunned by today's professional establishment. Crudely used by amateurs in private games.	Classical deck stacking, holding-out cards, palming, second and bottom dealing, shaved decks, shiners, marked cards, and various mechanical devices used to cheat opponents.
Full flashing of draw cards and hole cards (dealer to partner)	More effective for stud and hold-'em games	With smooth, imperceptible motions, the dealer lifts or tilts cards just enough for his partner to see. Done only when others are not looking or are unaware.
Modern and professional manipulations (solo)	Most effective, easiest to learn, usually undetectable. Used by professional players in both private and public poker. Neocheating.	New concepts of culling cards, stacking, blind shuffling, false riffling, false cutting, and foiling cuts as described in this book.

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Table 2
CHEATING TECHNIQUES USED IN PRIVATE, CLUB, AND CASINO POKER

<i>Uses</i>	<i>Methods</i>
<u>Collusion Techniques (more common in club and casino poker)</u>	
Partial flashing of draw cards and draw. hole cards (dealer to partner)	Player sits low enough to see shades of darkness blur intensities, or the actual values of cards being dealt facedown.*
Collusion betting (partner to partner) and hold 'em.	Requires system of signals between colluding partners that indicates "strength of hands" or "when to bet, raise, or fold".
<u>Combined Techniques (more common in casino poker)</u>	
Collusion and manipulation (house dealer to partner)	The dealer manipulates memorized cards to top of deck. Then knowing everyone's hole cards, he signals his partner when to bet or fold.

* Observing flashed cards without the dealer's help or collusion is not cheating. For example, good players train themselves to evaluate the shades of darkness or blur intensities of partially flashed cards (e.g., darker shades or more intense blurs indicate higher value cards - valuable information, especially for lowball). If a player sees flashed cards without dealer collusion, he is not cheating since the same advantage is available to all players who choose to be equally alert. Alert players also watch for flashed cards as the dealer riffles, shuffles, and cuts.

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objective indications of cheating. A player must resist the temptation of blaming tough or painful losses on being cheated (rather than on coincidence or his own errors). Assuming cheating exists when there is none can lead to costly errors. For example, misreading or rationalizing an opponent as a cheater and then implementing the distorted playing techniques used to nullify or counterattack cheaters (e.g., quick folds, extra-aggressive betting, and other techniques explained in later chapters) will result in costly errors.

6. Why Poker Players are Prone to Cheating.

The nature of poker — as generally understood and accepted by every player — allows unlimited deception to win maximum money from ownerless pots. Therefore, anyone can freely use deception in any poker game and remain honest. But no one can use deception outside of poker and remain honest. Likewise, if a person “plays poker” outside of the game, he becomes a dishonest person. But in poker, a person can be dishonest only by usurping money through cheating.

Many poker players, including most professionals, do not clearly distinguish between what is honest and what is dishonest in and out of poker. For example, many professional players who day after day, year after year, lie and practice deceit in poker ironically do not grasp the rightness of their poker deception. In fact, many professionals and regular players never grasp the sharp difference between poker deception and cheating. Their ethics, therefore, become hazy and ill-defined. The major barrier in crossing the line from deception to cheating is the fear and threat of being caught. By removing that threat (i.e., by using undetectable Neocheating), many easily slip across that line and begin cheating with fearless ease.

Failure to fully distinguish between poker deception and poker cheating is one reason why certain players react so strongly (often violently, sometimes murderously) against a cheater. Without strong antichecking reactions, they believe opponents would step across that line and begin cheating them. Sensing their own capacity to cheat (checked only by the fear of being caught), they assume the same capacity lurks in everyone. Thus, even if they never cheat others, they fear others will cheat them. So,

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ironically, those who would react most violently against cheaters are often those who would most readily cheat others if not for their fear of being caught and evoking similarly violent reactions from others.

7. Beating All Cheaters.

Most amateur poker players hold the classical but misleading view about cheating. They perceive cheating as being done either by bumbling amateurs who are easily caught or by highly dexterous and invincible cardsharps who have perfected sleight-of-hand skills through years of laborious practice and experience. In holding that misleading classical view, most poker players remain oblivious to the cheating and collusion practiced by professional cheaters, especially those in public casino games. In fact, most players remain oblivious even to the crude and routine cheating of private-game amateurs. So without the information in this book, players today have no chance of detecting the Neocheater.

The alert player familiar both with the traditional cheating techniques and with Neocheating can detect any cheating. He can even detect the most skilled and invisible cheating without ever seeing a dishonest move as demonstrated in the anecdotes at the end of this chapter. Furthermore, the alert player familiar with Neocheating can usually tell who is cheating, what technique is being used, and exactly when the cheating is occurring. He garners that information by detecting patterns and combinations of illogical betting, raising, and playing styles of particular opponents.

But normally to detect invisible cheating, a player must be involved in at least one hand and perhaps several hands in which cheating occurs in order to sense the illogical playing and betting patterns. For that reason, every player must be cautious about high-stake or no-limit games in which he could be wiped out in a big, one-shot cheating setup before detecting any cheating. Indeed, the wise player views with suspicion and is prepared to throw away without a bet any super-powerful hand (e.g., four of a kind, a straight flush) dealt to him in high-stake games with strangers.

Also, as the stakes for card games increase, the motivation for cheating increases. Every cardplayer should increasingly expect and

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look for cheating as he progresses to higher-stake games.

In any case, when poker players cheat, the quality of their play declines as their time, energy, and thought shifts from analyzing poker actions to executing cheating actions. Also their objectivity, concentration, and discipline diminish as they rely more and more on cheating to win. Their betting becomes distorted and often overly loose. And most importantly, their hands become more readable and their actions become more predictable whenever they cheat. For those reasons, a good player usually has little trouble beating cheaters, especially after detecting their cheating.

8. Protection from Public-Casino Cheating.

The examples on the next eight pages for detecting and countering public-casino cheating provide insights into the nature of all cheating. While occurring two years before Neocheating was identified and isolated, some of the anecdotes illustrate the seeds of Neocheating being sown in public poker. And because of the cosmopolitan and dynamic nature of public poker, it is often an indicator of what will eventually occur in private poker. Indeed, Neocheating is today not only spreading throughout public poker, but is already infiltrating private, home games.

SIX KINDS OF PUBLIC-CASINO CHEATING

Although John Finn¹ played almost exclusively in private poker games because of their greater profitability, he did spend the summer of 1976 playing public poker in the Gardena, California, card clubs and in the Las Vegas, Nevada, casinos. In both the clubs and casinos, he discovered professional cheaters operating in the higher-stake games. John's public-game experiences uncovered six common cheating methods used in public poker. He also learned how to protect himself from professional cheaters in public poker.

¹ *John Finn, a retired professional poker player, was the original Advanced-Concept player. His poker experiences are described in Frank R. Wallace's book, "Poker, A Guaranteed Income for Life by Using the Advanced Concepts of Poker", Crown (hardbound), Warner Books, New York, 1980 (revised and expanded edition).*

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More importantly, he learned to identify and thus avoid those cheating situations that he could not beat — the beginnings of Neocheating that would soon invade private poker.

A. Collusion Cheating — Reciprocal Card Flashing

During his first two days in Gardena, John Finn played in each of its six poker clubs. After the second day, he became aware of a cliquish network of habitual amateur players, professional players, floormen, and cardroom managers woven through those six clubs. The continuous circulation of poker players among the clubs allowed everyone in that network to constantly and effectively communicate (and gossip) among themselves. While most of the habitual amateur players in Gardena recognized they were a part of a clique, few recognized that the professional establishment was using them as fodder.

In the lower-stake games, John Finn found mainly amateurs; the few professionals were usually skills. In those games, he detected no cheating. On the fourth day, he graduated to a \$20 blind, lowball draw game. In that game, he discovered from their poker styles and conversations that players in seats 2 and 5 were professionals involved in collusion cheating. Even before identifying them as full-time professionals, he knew they were colluding. Their methods were simple, effective, and unnoticeable. Both players sat low in their seats... each slumping a little lower when the other dealt. On dealing draw cards with smooth quicker-than-the-eye motions, the dealer would expose key cards as fleeting blurs perceptible only to his partner. The partner would return the favor on his deal. The cheaters accomplished their card flashing without suspicion despite the great pressure on dealers in the Gardena card clubs not to flash cards. Only once did John observe a collusion cheater being scolded for his “careless” dealing. Ironically, John observed on numerous occasions noncheating dealers being scolded for flashing cards.

By knowing when his own lowball draw card had been flashed, John Finn could outmaneuver the cheating partners by more accurately predicting what they would

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do as the result of their knowing his draw card. The cheaters, therefore, were constantly misled by John's counteractions — they repeatedly misjudged what he would do. John Finn exploited and beat both collusion partners by using the cheating counteractions taken from his notes about lowball cheating:

1. Save money by folding sooner against a cheater's more readable winning hand.
2. Lure the cheater into making an expensive bluff when he draws a picture card or a pair in lowball and knows you have drawn a high card such as a ten or a jack. The cheater's overconfidence often encourages him to bluff.
3. Set up the cheater for an easy bluff. For example, a strong lowball bluff position develops when the cheater knows you have drawn a good low card (e.g., a six or lower), but does not know you paired the low card.
4. When you do draw a powerful low hand, the overconfident cheater can sometimes be misled into believing you did pair, causing him to bet into your winning hand, to call your final bet, or to try a bold bluff, especially if the pot is large and if other bluffable players (whose draw cards the cheater also knows) are still in the pot.
5. When the readable cheater bluffs, use his aggressive betting to drive out other players who have you beat. When the other players are driven out, simply call the cheater's bluff. Or when necessary, bluff out the bluffing cheater with a final raise.

Throughout the night, John Finn used those five approaches to exploit and beat both collusion cheaters in lowball. And on occasion, when positioned properly, John saw cards flash between the partners to further improve his advantage. When the game ended at seven in the morning, the two professional players were big losers. They left the table cursing their "bad luck", never realizing that they had been victimized by their own cheating.

B. Collusion Cheating with House Dealer — Natural-Play Technique

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John Finn first encountered professional casino cheating in a large poker room of a major hotel-casino in downtown Las Vegas. The cheating involved the dealer, the cardroom manager, and his friend. The collusion setup was unusual because management was involved.²

Initially off guard, John Finn was not suspicious of or looking for cheating patterns because (a) the game was at fairly low stakes — \$5-10 seven-card stud (although that was the highest-stake game in the cardroom at the time), and (b) the cardroom manager was not only playing, but was sitting next to the dealer. ... The game seemed safe from cheating.

Moving clockwise from the dealer's left sat (1) the cardroom manager, (2) a professional poker player, who was also a friend of the manager, (3) a poor-playing tourist, (4) a regular player, (5) [an empty seat], (6) an ex-poker dealer, (7) John Finn, and (8) a woman who was an off-duty blackjack dealer.

Within an hour, newcomer John Finn was the biggest winner. He was playing aggressively, winning heavily, and soundly beating the other players -especially the woman player in seat 8, who was playing poorly.

The manager and several other players seemed annoyed and confused over John Finn's unorthodox and unpredictable play. After a shift change of dealers, the woman player switched to empty seat 5. Two hands later, another tourist sat in empty seat 8. He found a loose card beside John's elbow. The card apparently had slid under a napkin left by the woman player, and the dealer never noticed the missing card. (Some dealers can feel when one card is missing by the bulk and weight of the deck.) Several players glanced sharply at John as if they had discovered how he was beating them. The manager left the table and returned moments later.

Before the next hand, a floorman brought two fresh decks of cards to the dealer. John Finn became puzzled on noticing the cards were in a brown box bearing an orange-shield label from the Normandie Club in Gardena, California. Two hands later, John maneuvered into a strong position and was betting

² *Since cheating harms the long-range business interests of all public card clubs and casinos, the management of major clubs and casinos always strongly opposes any form of cheating.*

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heavily. The manager beat him in a series of illogical but infallible calls and bets that did not coincide with the manager's poker style or ability. Staring straight at John Finn, he pushed the large pot to the woman player — the heavily-losing, off-duty blackjack dealer in seat 5. She took the money without appearing grateful or surprised by the manager's "generous" action.

Several hands later, John Finn again maneuvered into a strong and favorable position; he bet heavily, but once more was beaten in a similar series of illogical calls and raises by the manager's friend — the professional player. John became alert and suspicious. At first he thought his hole cards were being flashed, especially since the professional player sat low in his seat. Trying to counter that possibility, John was unsuccessful as he lost two more large pots to the manager, who again won through a series of illogical but infallible moves. John then noticed a slight crimp in his cards — such as might occur if a dealer had crimped for a blind shuffle and then failed to bend out the crimp. In addition, the dealer gripped the cards in a way to facilitate false cutting. Yet John detected no evidence of card culling, discard sorting, or deck stacking. After certain hands, however, the dealer would periodically glance at face-down discards as he gathered cards for the next deal. Still he made no attempt to rearrange any cards.

John Finn lost another large hand to the manager's friend. While assuming that collusion cheating was occurring, John did not know how or when it was occurring. His counteractions not only failed, but they increased his losses. He had lost his winnings and was losing over two-hundred dollars before realizing how the cheating was occurring. The method was simple, essentially undetectable, yet devastatingly effective. After each hand, the dealer simply gathered the face-up stud cards in a natural way, making no attempt to cull, sort, or stack them... he merely remembered the value and order of the exposed cards. If too few cards had been exposed, he would simply glance at some face-

³ *With practice, most players can learn to rapidly memorize fourteen or more cards (even the entire deck) by association, mnemonic, and grouping techniques. [Reference: "Perfecting Your Card Memory" by Charles Edwards, Gambler's Book Club, 1974 (\$2.00).]*

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down cards. By remembering fourteen cards³ and by positioning them in an unchanged order on top of the deck through blind shuffles, false riffles, and false cuts, the dealer would know everyone's hole cards — thus, he would know everyone's exact hand right up to the seventh and final card. From that omniscient position, the dealer would then make all of the playing and betting decisions for his partner (or partners) by signaling when to fold, call, bet, or raise. The playing partner would never need to know anyone's hand, including his own; he would only need to follow the signals of the all-knowing dealer.

On losing his third large pot to the low-sitting professional, John Finn realized that he did not immediately know how to beat that kind of collusion cheating. Therefore, his only choice was to quit the game. So he picked up his chips and left.

C. Collusion Cheating with House Dealer — Culling and Stacking

On the following afternoon, John Finn entered a newly remodeled downtown casino that had introduced poker only a few weeks before. The card area was small and offered only \$1-3 stud games. Wanting to examine low-stake casino poker, John Finn sat in the open seat on the dealer's left. Again, he did not expect cheating in a low-stake game. He soon realized that the other four players were locals — they all knew one another and the dealer. But none of the players appeared to be professionals or good players. The players and the dealer chatted amicably among themselves. John Finn played the role of an inexperienced tourist by asking naive questions about the rules. But he knew that low-stake, local amateurs usually played very tight in trying to survive at casino poker. Yet this game seemed rather loose. On the third hand, all four players stayed until the final card. Sixteen face-up cards were exposed, including a pair of aces and a pair of queens. Another ace and another queen were also among the face-up cards. John Finn watched with narrowing eyes as the dealer picked up the cards — he picked up an ace and a queen and then three other cards. His hand darted back to pick up the second ace and queen and then three more random cards before grabbing the final ace and queen.

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He then gathered the rest of the cards.

After carefully squaring the deck, the dealer made several false riffles and a false cut before dealing. John knew what was going to happen. He did not even look at his two hole cards. His first up card was a queen. The first up card of the player on his left was an ace. The player with the ace looked twice at his hole cards and then bet a dollar. Everyone folded to John. He paused and looked at each player and then at the dealer. Everyone was watching him and waiting. The dealer stopped smiling when John placed the edge of his right hand firmly over the lower half of his hole cards and tore them in half. Turning over the two torn queens, he placed them faceup alongside his third queen. John then quickly flipped over his opponent's hole cards, which were aces, and placed them alongside his opponent's third ace. Everyone remained silent.

“Redeal.” John ordered. The dealer glanced toward the mirrors in the ceiling over the blackjack tables and then quickly collected the cards — including the torn ones. He redealt from a new deck. Over the next dozen hands, John Finn aggressively manipulated his now tense and confused opponents. In twenty minutes, he ripped fifty dollars from that low-stake game and left. As he walked down the aisle of blackjack tables, he glanced back toward the poker area. The dealer and the players he left behind were still staring at him.

That was a mistake, John Finn thought to himself. I revealed too much about myself for only fifty dollars.

D. Collusion Cheating through Partner Crossfire Betting

That evening John Finn entered a major casino on the Strip. The casino had a large poker area. The action was heavy. In addition to many low-stake and intermediate-stake games, several high-stake stud games (\$30-60 games of high stud, low stud, and high-low stud) were in progress. John began in a \$5-10 game, moved up to a \$10-20 game and then graduated to a \$15-30 stud game before encountering professional cheating.

The cheating was simple collusion between two

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professionals who signaled the strengths of their hands to each other. The cheater with the strongest hand or position would indicate to his partner when to check, bet, or raise. Their collusion entrapped or drove out players while increasing or decreasing the betting pace — whatever was most advantageous to the cheaters at the moment. The collusion partners increased their advantages by either sucking in or driving out players to improve their betting positions. They entrapped players and then generated bets and raises to build larger pots whenever either cheater held a strong hand. They lived by constantly bilking tourists and transient players... at least until John Finn entered their game.

He promptly detected collusion cheating by the illogical patterns of checks, bets, and raises between the partners. Since the dealer was not involved with card manipulations or flashing, John easily turned the collusion to his own advantage at the expense of the cheaters. He beat the cheaters because their collusion actions markedly improved his accuracy in reading their hands and intentions. When either partner held a strong hand, John read their strength more quickly and folded sooner — thus saving considerable money. Moreover, when the cheating partners revealed a strong hand and John held a stronger hand, he quietly let them suck him and other players into the pot. He let them build the pot for him with extra bets and raises. On the final bet, John would end his passiveness with a maximum raise.

Also, the colluding partners doubled their losses to John whenever they bet as a team into pots that John won. If they had not colluded, normally only the player holding the strongest hand (rather than both players) would have been betting into John's winning hand.

To further increase his advantage, John Finn manipulated the readable hands and intentions of the colluding cheaters against the other unsuspecting players. But John reaped his most profitable advantages from the cheaters when they bluffed. (Most collusion cheaters are overconfident and can often be lured into bluffing.) John would keep calling with mediocre or even poor hands as the bluffing partners kept betting aggressively to drive out players who held superior

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hands. John would then simply call the final bluff bet to win the pot. Or when necessary, he himself would bluff by raising after the final bet to drive out the bluffer and any remaining players to win the pot with a busted or a poor hand.

In three hours, John Finn converted the two professional cheaters from substantial winners into the biggest losers at the table and drove them from the game. With a \$600 profit, he left that table to explore other games.

Eventually he sat down at a table where four professional players were operating as two separate teams of colluding partners, each team cheating the other team as well as the other three players. John assumed the role of a slightly drunk, wild-playing tourist — an ideal fish. He not only took advantage of the more easily readable hands of all four cheaters, but promptly played the two teams of collusion cheaters against one another and against the other three players. In an hour, John ripped \$900 from the game and then abruptly left the table. As he walked away, some of the players mumbled things about his “unbelievable hot streak” and his “dumb luck.”

John walked over to the highest-stake game in the house — a fast-paced, \$30-60 lowball, seven-stud game (razz). As he studied the action, he wondered about the unusual house rule that allowed five raises instead of the standard three. The five raises greatly increased the flexibility and advantage of collusion cheaters over their victims. John also wondered about the much higher proportion of professional players and collusion cheaters he observed in this casino. Was the management aware of their collusion cheating? he wondered. Did the management establish the five-raise rule to accommodate the cheaters? Or were the professional collusion cheaters drawn to this casino because of a five-raise rule innocently established by management to increase the betting action? . . . John assumed the latter to be true.

Standing behind the dealer, John Finn continued to watch the high-stake game. For nearly an hour, he studied the two biggest winners. From their conversation and style, he knew they were professionals. Yet neither seemed to be cheating or colluding. Still he noticed that in spite of the large pots,

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the dealer was not being toked (tipped) when either professional won a pot. John Finn studied the dealer more closely: Gathering the face-up cards in a routine left-to-right order, the dealer made no attempt to rearrange the cards. But as players folded, the dealer would make a pile with their face-down discards and toss their face-up cards on top of that discard pile. He would also toss the later-round face-up cards on top of the discard pile while slipping dead hole or face-down cards beneath the pile. If the hand ended with fewer than fourteen up cards being exposed (when seven players were seated), the dealer would casually glance at several face-down discards and toss them on top of the discard pile.

Although John could not actually see any blind shuffles, false riffles, or false cuts (or verify any illogical cheating patterns⁴), he speculated that the dealer was memorizing everyone's hole card and then signaling the best moves to one or both of the professional players... in a similar way that the dealer was colluding with the cardroom manager and his friend two days earlier in the downtown casino. And, as in the downtown casino, John Finn concluded that he could not beat that kind of dealer-collusion cheating with his current knowledge and experience. He, therefore, left the casino without playing in the \$30-60 game.

E. Amateurish Collusion Cheating with Sanction of House Dealer

Traveling south on the Strip, John Finn entered another major casino also with a large cardroom. He observed the various poker games for thirty minutes. After considering the higher-stake games, he sat in a medium-stake (\$10-20) seven-

⁴ *The alert player detects and verifies illogical cheating patterns by evaluating the actions of cheaters relative to his own playing and betting actions. Without actually playing in the game, an outside observer, even an alertly suspicious and knowledgeable observer, cannot easily see or verify the illogical patterns of a competent cheater... at least not quickly. (That is one reason why casino management is seldom aware of professional cheating in poker; few people can detect competent poker cheating without actually playing against the cheaters in order to notice and evaluate illogical cheating patterns.)*

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stud game because more of its players looked like losers. All were out-of-town gamblers and tourists, except for two women players sitting together across from John. Although their conversation revealed they were experienced local players, both women played poorly. Nevertheless, they were winning moderately because of their collusion cheating, which was crude and obvious. While playing, they would blatantly show their hole cards to each other and then coordinate their betting to produce a collective advantage. The other players either did not notice their collusion or were too indifferent or timid to object. But by quietly taking advantage of their much more readable hands and poorer poker resulting from their cheating, John converted the two women from winners to losers.

John then lost a fairly large pot to the women cheaters. During the hand, they had flashed their hole cards to each other. Then in a crudely visible manner, they actually swapped their final hole cards during the last round of betting, allowing one woman to win with a full house. After she turned her hole cards faceup, John Finn stuck his arm over the pot when the dealer started pushing it toward the woman. John then silently removed all the chips he had put into the pot. “Any objections?” he asked looking at the two women and then the dealer. No one objected. John picked up his chips and left for a higher-stake game.

F. Unbeatable Collusion Cheating through Dealer-Player Partnerships

Moving farther south on the Strip, John Finn entered a casino that normally offered the highest-stake poker games in Las Vegas. For twenty minutes, he watched six players in a \$100-200, seven-card stud game. Two professional players were squeezing money from four out-of-town gamblers who were losing heavily. While the two professionals did not seem to be in direct collusion with each other, when winning a pot neither player toked (tipped) the dealer. And while the dealer never glanced at face-down cards when gathering cards for the next deal, he did riffle and shuffle the cards several extra times whenever the previous hand produced fewer than twelve

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face-up cards. Not seeing any other suspicious moves, John speculated that when the dealer riffled the cards he was also memorizing the hole cards of every player. John knew he could not beat collusion cheating involving a house dealer who knew everyone's hole cards. So he left without playing.

After three days in Las Vegas, John Finn realized that professional collusion cheating was well ensconced in higher-stake casino poker. He also knew that the alert, good player could subvert and beat most forms of professional cheating in public poker, especially collusion cheating. And most important, he identified those dealer-partner collusion situations that he could not beat.

* * *

For the first time, good players must worry about getting wiped out by cheaters. In theory, even collusion cheating involving an all-knowing house dealer can be beaten by the good player who uses superior strategy and better money management. Yet to beat such cheaters, the good player needs to know what the cheaters know... he needs to know the concealed or hole cards of every opponent through near-perfect card reading. But few if any players can achieve such perfection. Therefore, most players, no matter how skillful, will lose money in games dominated by well-executed, dealer-partner Neocheating such as described in the previous anecdotes. That unbeatable Neocheating, however, is rare or nonexistent in private poker and occurs mainly in higher-stake casino poker that uses house dealers to shuffle, cut, and deal every hand (i.e., no one except the dealer ever cuts or touches the cards before the deal).

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Chapter II

The First Move — Cutting Aces

When you finish reading the next nine chapters, you will have a complete working knowledge of not only Neocheating but of every other important technique used by professional and amateur cheaters. And more importantly, after a few hours of practice, you will be executing undetectable Neocheating... you will be controlling the cards in ways that would confound and beat your opponents — even if they are experienced and alert cardplayers. And most importantly, you will have the knowledge needed to identify and protect yourself from all cheating, including Neocheating.

* * *

If your fingers possess ordinary dexterity — that is if you can shuffle cards without dropping them all over the table or without brutally bending them out of shape — then by the time you finish reading this chapter, you will be able to—

- a) pick up any deck of cards, shuffle it thoroughly,
- b) cut the deck, place it on the table, and then
- c) cut an ace for high card — even *after* another person cuts first.

By the end of the fourth chapter, you will be able to thoroughly shuffle any deck of cards, place them on a table, turn your head away, shut your eyes, and flawlessly read the cards by “feeling their backs” with your fingertips.

Impossible? Before you finish the next chapter, you will be able to stack four of a kind or a straight flush for yourself in a six-handed poker game — taking fifteen seconds or less... Almost nothing is impossible with Neocheating as you will soon discover.

Now, a popular maxim states: “You can’t cheat an honest man.” But this book demonstrates how false that maxim is. Actually, that maxim serves as a convenient cover for cheaters who constantly fleece unsuspecting, honest men. And with this book —with Neocheating — a person not only can cheat honest men, but can fleece them so smoothly and thoroughly that they

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will leave the card table broke and in a daze... and not the slightest bit wiser.

Why are most honest players so vulnerable? They are vulnerable because they are honest — they are not cheaters and do not know what is really involved in cheating. In fact, many believe they can spot cheaters. And most believe it takes years of intensive practice to become an effective, professional card cheater. But today, with Neocheating, both of those beliefs have become flatly untrue. In fact, modern, professional cheaters neither possess nor need much skill or dexterity.⁵ Today, the most effective professional cheaters operate on a basis of minimum skill but maximum knowledge (presented in this book); they operate on a system of Neocheating... And when considering professional expertise, think of the following irony:

You can go to college for four years, spend thousands of hours in intensive study, and invest thousands of dollars to get a degree. Yet even that is no guarantee of profit and hardly makes you an expert or a professional in your chosen field. But ironically, with this book, you can become a professional Neocheater in less than fifty hours while spending no more than a few dollars for fresh decks of cards.

You can, in fact, gain enough knowledge and skill by studying this book a day or two to pass for a professional cardsharp among your peers. After a few hours, you will be effortlessly cutting aces and stacking four of a kind. And after a dozen hours with this book, the only thing that will separate you from a professional cardsharp is that he makes his living by cheating whereas you could make a living by cheating.

Throughout history, cheaters have made fortunes by fleecing honest men. Honesty does not imply knowledge. Indeed, this book provides the knowledge that can quickly convert any ordinary cardplayer into an effective, professional Neocheater. But more importantly, this book will provide the knowledge to protect

⁵ If the reader thinks any special skill or dexterity is required for Neocheating, he can peruse the next chapter on Preliminary Stacking right now; and after thirty minutes of practice, he will be stacking aces back-to-back in stud or three of a kind in draw as effectively as many professional cardsharps. But the reader will still have to return to this chapter to learn two indispensable maneuvers.

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you from cheaters. When you know how modern professional cheating (Neocheating) is done, when you understand its seeming mysteries, you can then approach the subject of cheating with knowledge and confidence instead of gullibility and awe. What may have seemed fantastically impressive and skillful before you picked up this book will become routine and easy if you simply follow the text and illustrations.

* * *

Now you are ready to learn Neocheating in the comfort of your own home and without anyone's knowledge. The Neocheating method of cutting aces is easy and far less complicated than its detailed description. See for yourself how quickly and easily you can learn Neocheating. And experience both the fun and the power of Neocheating. After all, how many people can cut aces at will or invisibly stack four of a kind in seconds?

But first you must know four important terms that are used throughout the book:

1. *Culling*: locating desired cards while shuffling, riffling, or gathering discards and then maneuvering those cards to the top or bottom of the deck.
2. *Stacking*: arranging the sequence of cards, usually while shuffling, riffling, or gathering discards.
3. *Crimping*: bending cards to produce a slight gap in the deck that can be felt when cutting.
4. *Blind Shuffling*: shuffling the cards — seemingly all the cards — while keeping the stacked portion of the deck intact.

Proceeding now to the first Neocheating technique — cutting aces: this chapter shows how to cut aces (or any desired card) at will. That knowledge will be the building block for the devastating cheating techniques described in later chapters.

1. Step One — Locating an Ace in Seconds.

With a deck of cards, sit at a table with a cleared surface. Cardboard cards are preferred when learning the Neocheating techniques. If you use a brand-new cardboard deck, the cards may

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be too slippery to manipulate properly; so shuffle them several times to reduce the slickness. Plastic-coated cards are more durable, but do not respond to manipulation as well once they begin to wear. And plastic (not plastic-coated) cards are extremely resilient and durable, but require much more pressure to crimp. (Crimping will be explained shortly.) Actually any deck will do, provided it is not heavily worn.

Your hands are your tools. If they are too dry, rub some hand lotion into your palms and fingers to sensitize your touch. If your hands feel too moist (which is preferable to dryness), use a little talcum powder. Incidentally, if you smell hand lotion during a high-stake card game — beware.

Now pick up the deck of cards and give it an ordinary riffle shuffle. The difference between a riffle shuffle and an overhand shuffle is described below:

To *overhand shuffle*, hold the deck in the left hand, thumb on top, fingers underneath, hand tilted slightly. (If you are lefthanded, follow the same instructions throughout the book, but use the opposite hand.) With your right hand, remove the lower half of the deck. Then raise your left thumb and toss the cards, a few at a time, from your right hand onto those in your left hand.

To *riffle shuffle*, hold the deck in the right hand while at the same time resting the deck on your left hand. Now riffle the cards with your right thumb, but stop about halfway and part the deck as shown in Figure 1A. Pass the lower portion of the deck to your left hand, which then grips that lower portion between the thumb and fingers at opposite ends. Knuckle the forefingers down on the tops of the separated deck halves to hold them firmly in place. Next, using both thumbs, interlace the cards with a riffling action as shown in Figure 2A. Then push the cards together and square them into a full deck.

Riffles and shuffles are simple. Yet they are key maneuvers for the Neocheater. He uses those two elementary maneuvers to accomplish most of his “miracles”.

The riffle, for example, is used to locate and control an ace (or any other desired card): As shown in Figure 1A, hold the deck with your right thumb and fingers, forefinger knuckled down on top, thumb and midfingers at opposite ends of the deck. Tilt the deck slightly upward from the table, keeping the ends of the

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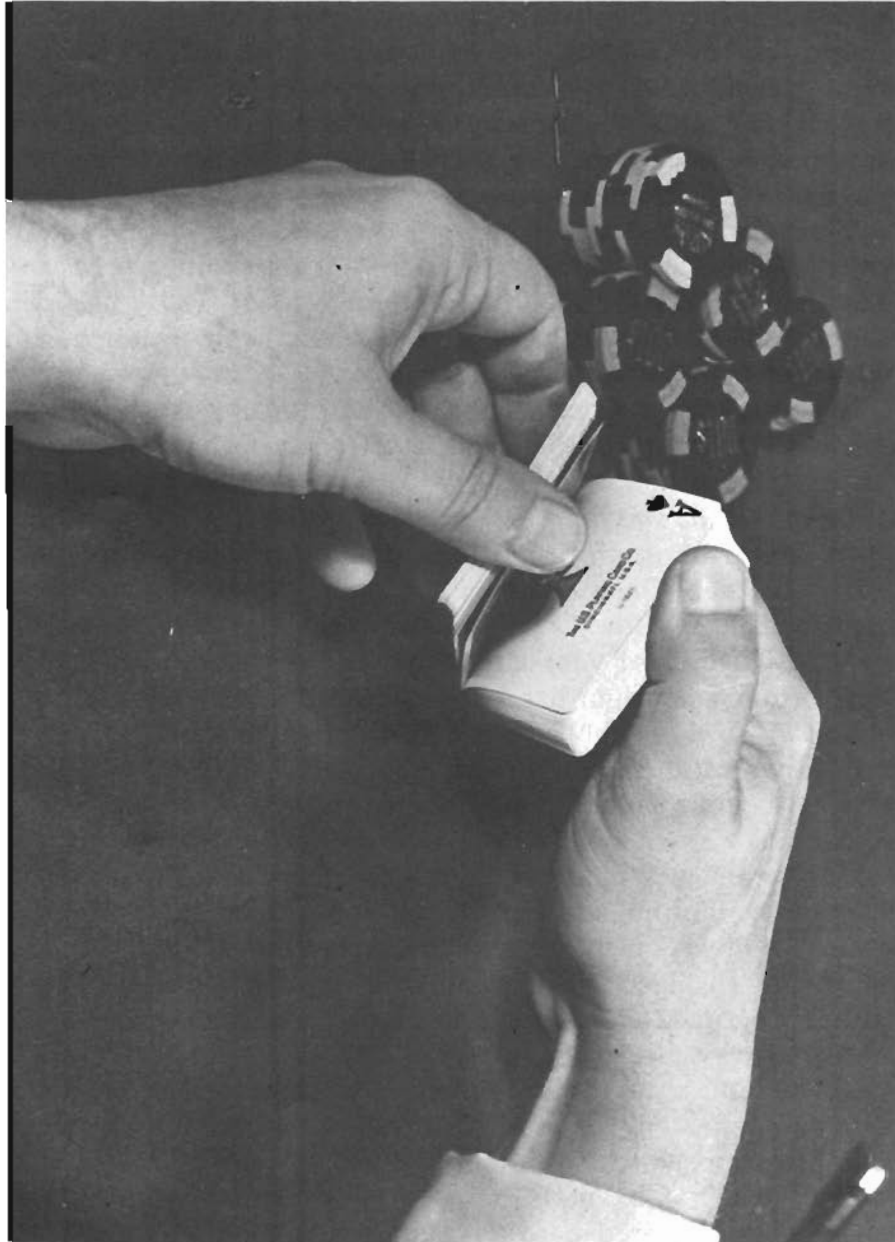


Figure 1

- A. Riffle Shuffle: Parting the Deck**
- B. Spotting the Ace While Riffling**

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Figure 2
A. Riffle Shuffle: Interlacing
B. Letting the Ace Fall on Top of the Deck

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deck squared. Before you start the riffling motion, place your index and middle finger of the left hand beneath the bottom card with the left thumb centered beneath the end of the deck. That steadies the deck as the cards are parted with the right thumb. The left thumb catches the parted cards as they fall and facilitates their transfer to the left hand.

Now to locate the ace, begin riffling the deck with your right thumb. Observe the faces of the rapidly passing cards. (The Neocheater does not stare, but glances casually at them.) Now repeat the process, but riffle more slowly. Stop immediately when you see an ace as shown in Figure 1B. (Figure 1B deliberately exposes the ace to show its position. The Neocheater, of course, does not expose the ace to others.) At first, you will probably pass the ace by two or three cards. So try again. Riffle the cards with a casual rhythm — not too fast, not too slow. Stop the moment you spot an ace. Do this for five minutes. You may feel clumsy at first, but speed and smoothness come rapidly. Soon only the ace will slip by, leaving it the top card on the lower portion of the deck. And that is where you want the ace.⁶

Now part the deck, passing the portion with the ace on top to your left hand. Then riffle shuffle all the cards together with both hands. But either riffle the left-handed portion of the deck more slowly or retain the ace with your left thumb until the deck is riffled together, dropping the ace last as shown in Figure 2B.

Remember, as you actually try these moves and steps, you will find they are much simpler than they appear in their detailed descriptions.

2. Step Two — Getting the Ace to the Bottom in One Overhand Shuffle.

As explained above, riffle the deck to an ace, let it fall on top of the lower section of the deck, part the deck, and then riffle shuffle so that the ace lands on top of the deck. The entire procedure takes only a few seconds. Continue practicing that move until you can do it smoothly. If you miss stopping at an

⁶ *If the first ace you spot is too high or too low in the deck (within the top or bottom ten cards or so), pass that ace. Try stopping at an ace closer to the middle. But aces only a third of the way from the top or bottom of the deck are also perfectly workable.*

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ace and your thumb has already parted two-thirds of the deck, complete a normal riffle shuffle. Repeat the riffle until you have located an ace. Extra riffle shuffles produce the illusion that the deck is being thoroughly shuffled. (Be cautious of thorough shufflers in a card game.) Using this method to cull an ace or any other card, the Neocheater appears to be riffle shuffling the deck and nothing more. With just ten minutes of practice, anyone can invisibly cull an ace that way.

To proceed, you now have an ace on top of the deck after riffle shuffling. But you want the ace on the bottom for the next move. So place the deck in your left hand for one overhand shuffle. Keep your left thumb firmly on the top card as you lift the entire deck with your right hand. The ace will remain in your left hand. Smoothly and without hurry, overhand shuffle the other cards on top of the ace. That maneuver happens instantaneously and looks perfectly normal.

3. Step Three — Positioning the Ace by Crimping.

The ace is now on the bottom after one overhand shuffle. Naturally, Neocheaters do not flash the ace or peek to make certain it is there.

Next, you are going to cut the deck without disturbing that bottom ace. As you finish your overhand shuffle, place the deck face down in the palm of your left hand. Pull fifteen or twenty cards from the center of the deck with your right hand as shown in Figure 3 and gently slap those cards on top of the deck. When done three or four times in rapid succession, such center cuts look very convincing, but the culled ace remains intact.

Now, as shown in Figure 4, grip the lower deck with your left thumb on one side, three fingers on the opposite side, and your left forefinger knuckled beneath the bottom card. Next, grip the upper deck with your right hand, four fingers on top, thumb pressed against lower left corner. At that moment, your right hand completely shields the deck. In a rapid “squaring” motion, press the lower left corner of the deck firmly down and inward with your right thumb to crimp that lower portion of the deck as shown in Figure 4. The thumb presses against and crimps one third to one half of the lower deck — or roughly fifteen to twenty-five cards. That crimping move takes only a second and

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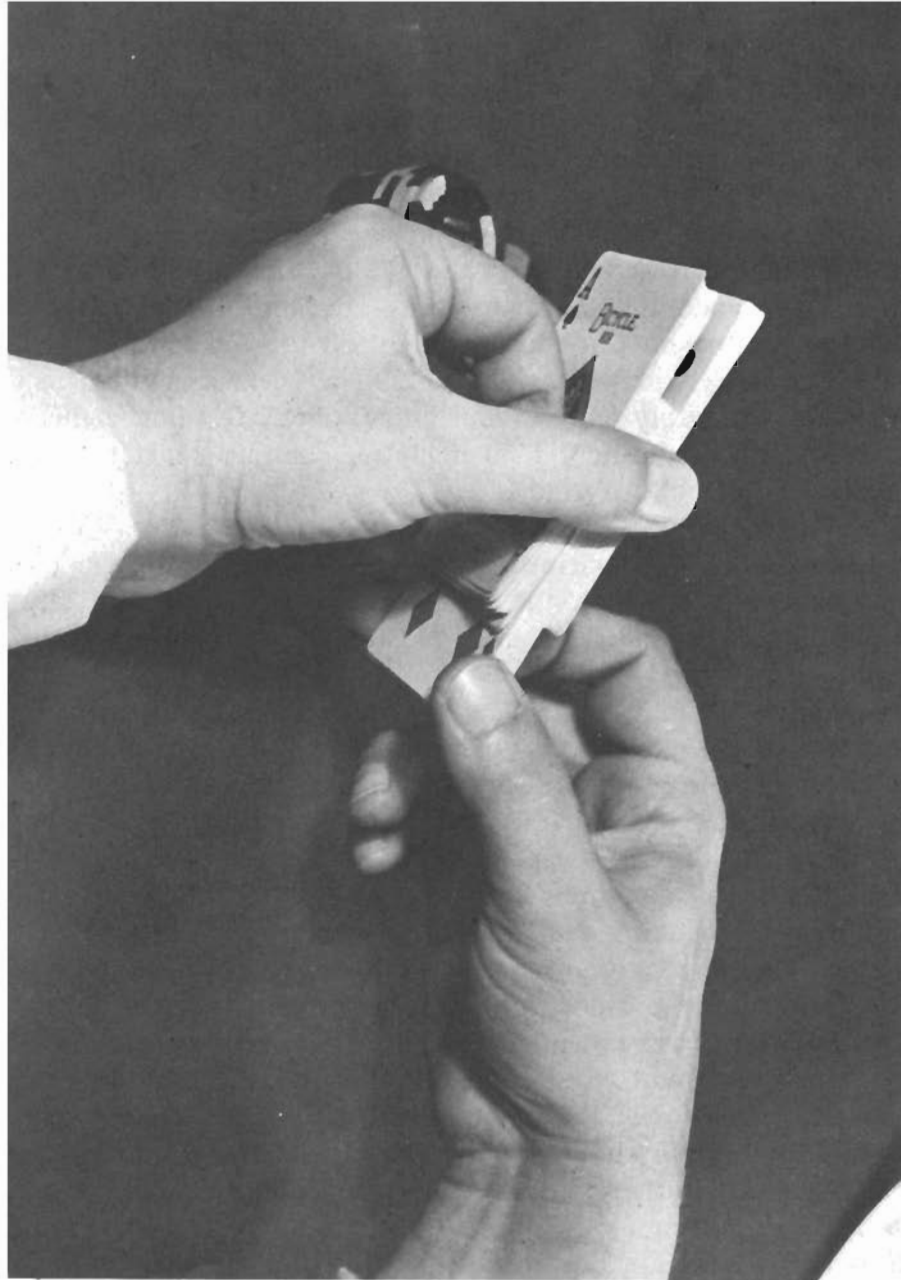


Figure 3
Removing Center Portion of Deck During Center Cut

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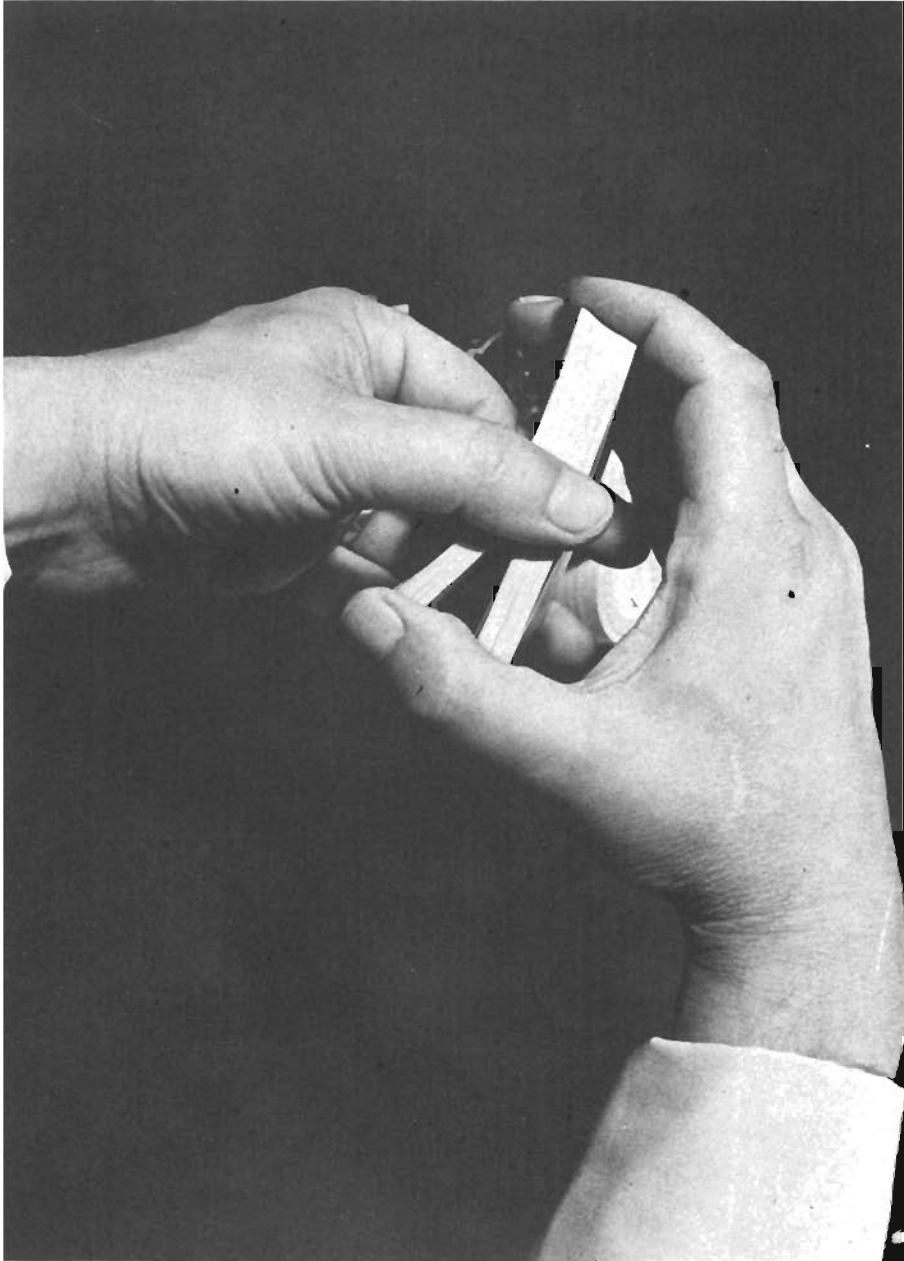


Figure 4
Making a Side Crimp by Pushing Down Corner of Deck

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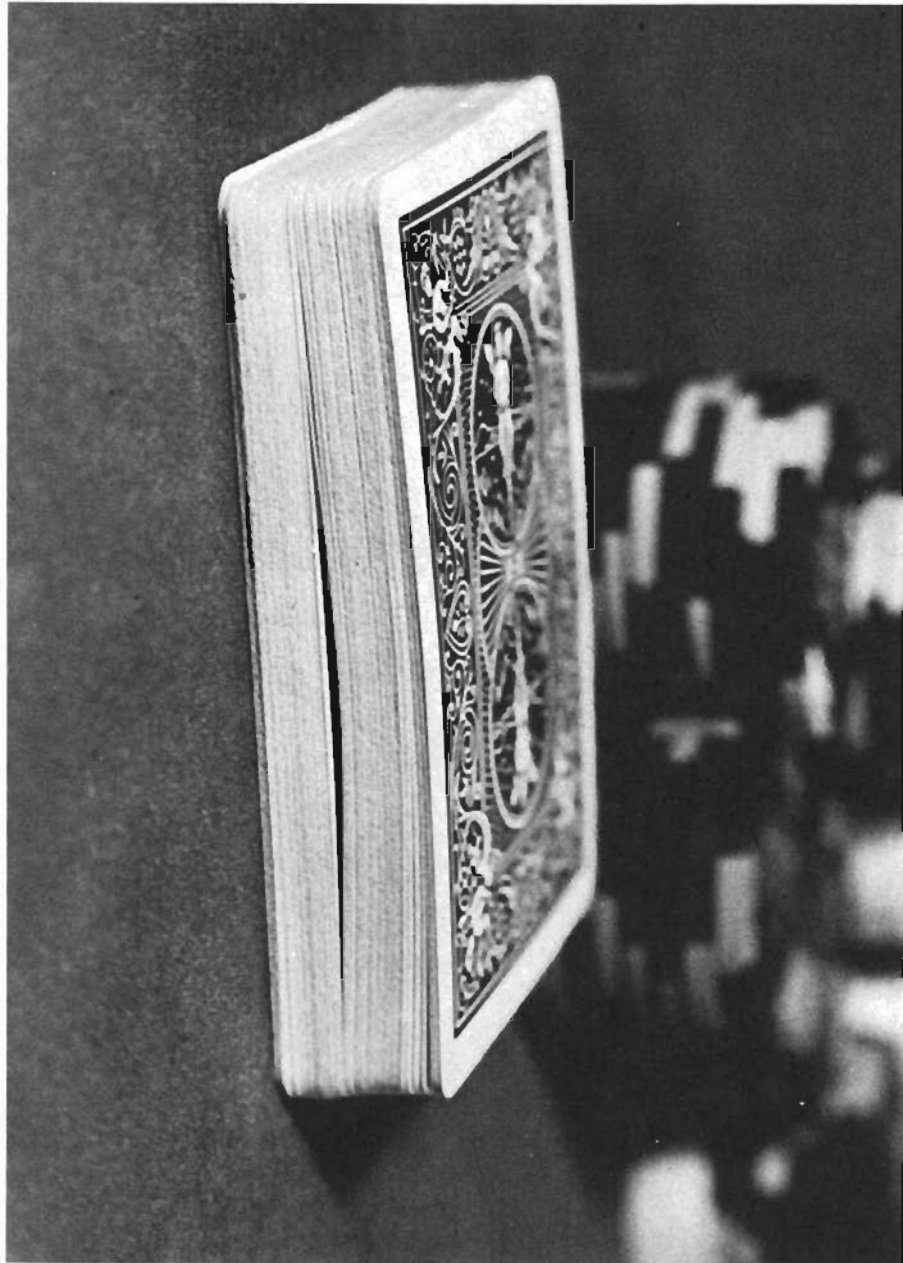


Figure 5
Deck with an Exaggerated Side Crimp

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Figure 6
Flexing Cards Outward to Remove Crimp After Cutting

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is undetectable.

After the lower inside part of the deck has been crimped by your right thumb, shift your right hand to grip the rear lower edges of the deck between your thumb and fingers. Then make an undercut by pulling about half the deck from the bottom and slap those cards on top in a final cut. As you put the deck on the table, quickly square the sides with your fingers.

The Neocheater places the deck with the crimp facing him. Thus, the sides facing his opponents have no visible gaps. Ideally, the crimp should not be visible, only felt. Good crimps leave gaps so slight that they are essentially invisible — a sixty-fourth of an inch is good. And the gap should never be more than a thirty-second of an inch. (See Figure 5 in which the gap is just slightly larger than a thirty second of an inch for illustrative purposes.) Too much pressure leaves a glaring gap, which, although facing only the cheater, makes the deck look awkwardly tilted.

4. Step Four — Cutting the Ace.

The deck is now crimped at the ace located in the middle of the deck. The sides of the deck are squared. If you lightly grasp the cards while cutting at about the halfway mark, your thumb will naturally cut at the crimp. Simply lift the upper part of the deck and you will have cut the ace. After the cut, flex the cards outward with your thumb and fingers to remove the crimp as shown in Figure 6.

Missing your crimp can be caused by (a) not crimping forcefully enough — a rarity with cardboard cards, (b) not squaring the sides of the deck just before you cut, or (c) gripping the deck too tightly as you cut.

The End Crimp

A second method of crimping — the end crimp — requires pressure on the lower half of the deck while pulling it out to place on top during the final cut as shown in Figure 7. The pressure is exerted quickly with the thumb and fingers of the right hand while tilting the deck and using the left hand to shield the crimping motion from players on the left. Note that the forefinger of the left hand is knuckled underneath the deck, holding it firmly as the lower half of the deck is pushed down

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and inward by the right thumb and fingers.

Neocheaters often prefer another method of end crimping — a deck-squaring method involving the right hand as a cover to shield the crimping motion from all directions: With the left forefinger knuckled beneath the bottom card to hold the deck firmly, the left thumb and middle fingers crimp by pulling both lower corners of the deck sharply downward and inward under the protective cover of the right hand that is seemingly squaring the deck.

Figure 8 shows an end crimp with a gap slightly exaggerated for illustrative purposes. A few minutes of practice will reveal how much pressure⁷ is necessary to produce a crimp that is barely visible but easily felt.

Because most players habitually cut at the sides of decks, end crimps reduce their chance of mistakenly hitting the crimp. Also, end crimps require much less pressure than side crimps and are easier to remove.

5. Letting Others Cut First.

If another player is to cut first, the Neocheater crimps as usual, but then pulls at least three-quarters of the deck from the bottom and slaps it on top. (The gentle slapping gives the cut an air of finality and conviction, as though he had really mixed the cards thoroughly.) The crimp would then lie quite low in the deck. And since the victim will seldom cut as deep as three-quarters of the deck, the ace is almost always left for the Neocheater.

6. Forcing Others to Cut Deuces or Treys.

As an alternative approach when other players cut first, the Neocheater simply reverses his procedure: Instead of culling an ace, he culls a deuce or trey, crimps it, and places the crimp near the middle or slightly higher in the deck. The victim will often cut that deuce or trey at the crimp, leaving the Neocheater with very favorable odds for cutting a higher card.

7. Putting it All Together — Quickly and Easily.

Fortunes can be won and lost on card cutting. After a

⁷ *Different cards (cardboard, plastic, and plastic-coated cards) require different pressures to crimp.*

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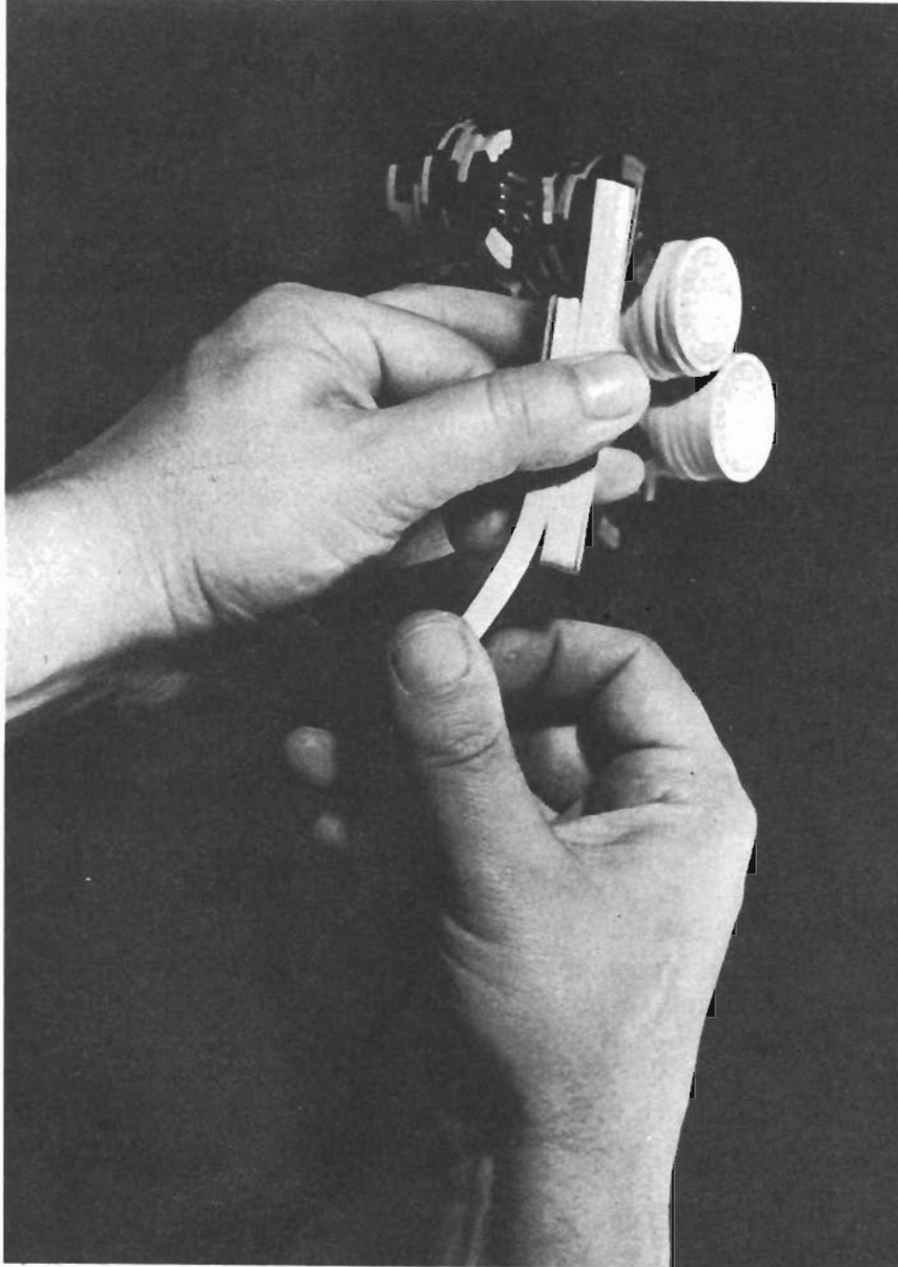


Figure 7
Another Way to Crimp — The End Crimp

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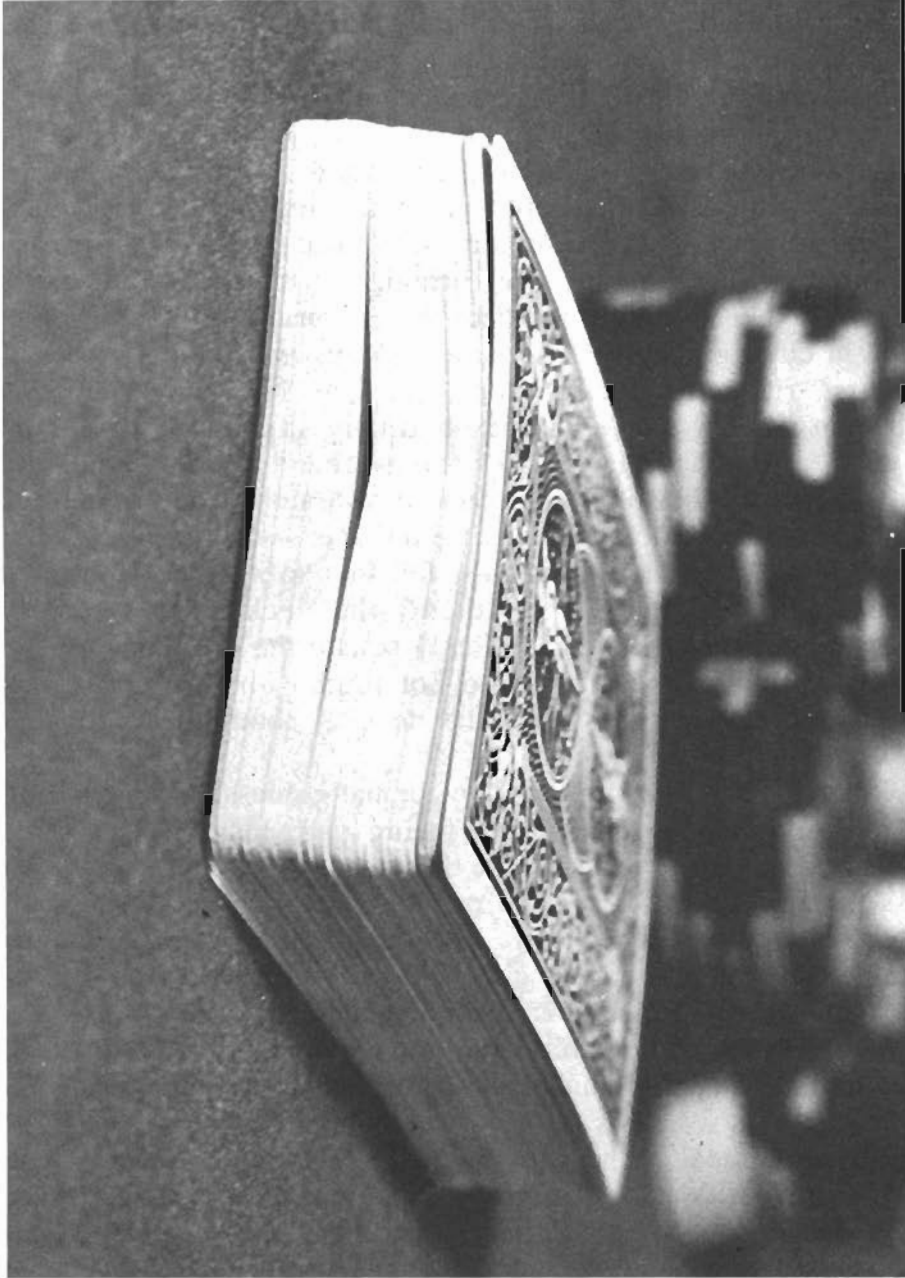


Figure 8
Deck with an Exaggerated End Crimp

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strenuous night of card playing, players will sometimes risk all their cash or winnings in a final rash or weary decision to “get it over with” on the cut of a single card. The Neocheater makes sure that the cash from cutting cards ends up in his pocket.

The complete ace-cutting procedure — riffling, locating the ace, shuffling, crimping, and cutting, including two or three center cuts, takes no more than fifteen seconds. With one hour of practice, you can do the entire procedure rapidly and smoothly.

The success of the ace-cutting technique hinges on two basic maneuvers — culling the ace (bringing it to the bottom of the deck) and then crimping the deck in a natural motion... The key steps in cutting aces with some added tips are reviewed below:

First, riffle the deck to locate an ace. No matter how fast you stop when you see an ace, it usually slips past your thumb by one card, which necessitates the overhand shuffle to position that ace on the bottom. But suppose you stop dead on the ace. Simply complete the riffle, letting the ace — the bottom card of the deck-half in your right hand— fall first so it is on the bottom. Then crimp and cut (an undercut) the deck to position the crimped ace within the deck. Gently square the sides of the deck before cutting to the crimp. Do not fumble or feel around for the crimp; just naturally grip the deck at about the crimp and the ace will be there waiting.

Practice slowly at first. Strive for naturalness. When riffling, avoid having the cards directly facing you. Instead, hold them at a slight angle so you see just the corners flashing. And if you miss the aces on the first riffle or two, simply riffle shuffle again until you locate an ace — riffle shuffles are reassuring to victims.

After perhaps a center cut or two, crimp the deck in one quick movement. Remember, the Neocheater’s hands and fingers shield the deck while crimping. Practice various pressures with your thumb. Strive to make the crimp nearly invisible. But if a slight gap exists, that is generally acceptable so long as it is not too obvious. Ideally, the gap should be felt, but not seen.

If suspicion develops during a sloppy crimp procedure, several quick center cuts after crimping instead of before can eliminate that suspicion. The undercut (which positions the crimped ace within the deck) looks reassuring immediately after a few center cuts. The center cuts must be pulled from the upper center portion

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of the deck to avoid disturbing the crimped portion of the deck.

Now, after positioning the crimped ace in the deck with the undercut, square the deck, cut with a gentle grip, and you will not miss the ace. Practice cutting with your eyes closed to get the feel of the crimp.

After cutting the ace, always flex the cards outward to remove the crimp. And if possible, give the edge of the deck a final riffle with your thumb to eliminate any remnants of the crimp.

A good routine for practicing the entire ace-cutting procedure is to cull for ten minutes, crimp for five minutes, and repeat. Then perform the entire procedure from beginning to end for ten minutes. You can master the complete ace-cutting maneuver in an hour.

* * *

In the next chapter, you will learn some shortcuts for culling and stacking. Neочеaters never disdain shortcuts or easy advantages in a card game. Indeed, they constantly seek them.

The culling and stacking methods in the next chapter are fast and easy shortcuts routinely used by Neочеaters. After an hour of practice, you will be stacking yourself winning hands in fifteen seconds. You will be invisibly stacking yourself four of a kind in draw, a wheel⁸ in lowball, and aces back-to-back in five-card stud while also knowing every opponent's hole card.... And if you have ever wondered if professional cheaters really can stack themselves four of a kind with what appears to be two or three rapid shuffles and a cut, the next chapter will open your eyes.

⁸ A "wheel" or "bicycle" is an A,2,3,4,5 of any suit — the best possible hand in most lowball poker games played today.

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8. Detection and Defense.

Detection of Neocheating During Card Cutting⁹

Neocheating Tells

- | | |
|---------------------|--|
| Suspicion
Begins | <ul style="list-style-type: none">• The dealer looks at the cards while parting and riffling the deck. (Unreliable indicator since most card players do that.)• The dealer drops the top card in his left hand on top of the riffled deck. In subsequent shuffles, the dealer keeps that card on top.• The dealer holds the cards with a finger knuckled underneath deck.• The dealer's right hand and forearm suddenly flexes while holding or "squaring" the cards — could be the application of a crimp. |
| | |
| ↓ | |
| Suspicion
Grows | <ul style="list-style-type: none">• Neocheating nearly confirmed when:<ol style="list-style-type: none">1. The dealer uses center cuts concluded with one undercut.2. The dealer neatly squares the deck after placing it on table prior to cutting.3. The dealer flexes cards outward after cutting himself an ace or king. The dealer gives the cards a final riffle after his cut. |
| | |
| ↓ | |
| Suspicion
High | <ul style="list-style-type: none">• A crimp on the side or end of deck facing the dealer is observed or felt. Expert crimps, however, are nearly invisible. |

Defense Against Neocheating During Card Cutting

- Let the Neocheater cull and crimp.
- Watch the final cut to know approximately where crimp lies.

⁹ *Rarely can Neocheating be confirmed by observing just one of the above tells. Since any Neocheating is natural appearing or invisible, it can be confirmed only by observing repeating sequences of tells. While various tells can be used to confirm personal suspicion, they are not grounds to prove cheating to others.*

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- Decide if the Neочеater has crimped a low card or a high card by who is going to cut first and by the depth of the final undercut.
- Now you are in a cannot-lose situation.
- Insist on cutting first. The Neочеater usually places a high-card crimp low in the deck — well below the point where opponents generally cut. Thus he will seldom object to your cutting first. Besides, a cheater will normally obey such requests by his “victim” to avoid suspicion. But if the cheater insists that he cuts first, tell him the bet is off. He will probably be relieved to drop it.
- When the Neочеater has prepared the deck for him to cut last, cut his ace at the low crimp (or avoid the high crimp at which he may have positioned a low-value card for you to cut).
- Remove the crimp after you cut with outward flex of the cards.

Chapter III

The Second Move — Stacking Four Of A Kind

In a later chapter, you will learn how to cull a desired hand and then stack it in the “normal” course of riffing, shuffling and cutting. But in this chapter, you will learn methods of discard stacking¹⁰ — simple, effective shortcuts commonly used by Neocheaters.

1. Three Techniques for Stacking Without Shuffling.

The use of discards for either culling or stacking is fast, easy and, when done correctly, undetectable. The three basic methods of discard stacking are—

- 1) stacking while gathering discards,
- 2) stacking from discards tossed to the dealer face down, and
- 3) stacking from discards already piled on top of the deck.

When you finish this chapter, you will be able to execute all three methods of discard stacking.

2. Stacking Aces Back-to-Back in Stud.

Deal a five-handed game of five-card stud as shown in Figure 9. Note the face-up cards in the various hands. You will usually find two or three aces or kings showing. For the moment, however, confine yourself to stacking a pair of aces. As naturally and as quickly as possible, pick up two aces in a sequence that for a five-handed game will place four cards on top of each ace. (The number of cards placed on top of each card stacked for yourself must always be one less than the number of hands or players; an error in counting will cause the stacked hand to go awry.)

After thirty minutes of practice, you can execute discard stacking with smoothness and speed. Want proof? Set up five hands as shown in Figure 9. Now scoop up and stack yourself

¹⁰ *Everything in this chapter that applies to stacking also applies to culling (bringing desired cards to the top or bottom of the deck). Culling is easier and quicker than stacking, but culling is useless until you learn the simple stacking techniques described in Chapter V.*

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Figure 9
Scooping the First Ace While Discard Stacking

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Figure 10
Scoping the Second Ace While Discard Stacking

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two aces in sequence for a five-handed game as shown in Figures 9 and 10: First, using the hole card in the fifth hand, scoop in that hand and turn it face down, leaving four cards on top of the ace. That ace is now stacked for your next hand. Next, pick the ten and jack off the ace in the third hand and slip those cards beneath the turned hole card (a three) as shown in Figure 10. Now scoop in that hand, leaving the ace on the bottom with four cards on top. By tossing those five cards face down on top of the first five cards stacked and throwing the combined stack on top of the deck, you have stacked yourself aces back to back.¹¹

Breaking the sequence of a hand when gathering discards as done in Figure 10, or gathering part of one hand and then part of another, looks completely natural when done smoothly and without hesitation. ... Now you have two options for the remaining cards:

- 1) Gather the remaining hands, turn them face down, and place the stacked deck on top of those cards. That option is the simplest procedure.
- 2) Gather the remaining hands, square those discards face down, lift half of the stacked portion of the deck and insert those discards. (Lift enough cards to protect your stack.) That option gives the appearance of a preliminary cut.

With a little practice, you can effectively stack discards without thinking about it. And often desired cards will lay practically pre-stacked, particularly in games with five or more players.

The Neочеater's motions are natural, his pace unhesitating. Using blocks of cards to scoop up other cards is natural. (Some players gather their hands and toss them to the dealer face down before he can stack them. That contingency will be explained later in this chapter.) Practice scooping up high pairs while stacking them in the process. The faster that is done, the

¹¹ *A discard staker will alter his scooping sequences to prevent suspicion. For example, he may gather eight cards with an ace being the third card from the top after throwing them face down on the deck; and then he may gather six cards with another ace being the fifth card from the top after tossing those cards on the deck. He has now stacked himself aces back to back. Moreover, a good discard staker can quickly gather discards with both hands simultaneously making his stacking moves impossible to follow.*

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smoother it looks. No one can see a dishonest move in the Neocheater who performs smoothly. He first chooses the order of gathering cards in his mind and then promptly gathers the cards in that order. ... The following practice exercise will quickly make you an expert at discard stacking:

Deal out a six-handed game of five-card stud. Choose your desired cards quickly. Then see how rapidly you can stack three or four of a kind for yourself by gathering the discards without hesitation. With six hands to select from, you will almost always have three of a kind available, and often four of a kind. (Do not bother with straights or flushes; they are not worth the effort of stacking a full five cards. Besides, stacking four or five cards is done more quickly and easily by the methods taught in Chapter V.) If you find a pair in one hand and two matching cards in two other hands, experiment with splitting that pair to stack four of a kind.

Paired discards may be troublesome at first if they are to be part of your intended hand. But pairs are actually easy to handle. For example, if one hand contains a pair of aces, and the other two aces lie in different hands, attack the pair first. Scoop up a hand of five cards that does not have an ace and use that hand to split the pair of aces by scooping up the ace nearest you along with the cards after it and toss those cards on the deck. One ace is now stacked for six-handed poker. Suppose the other ace has two cards above it. Grab three cards from another hand, scoop up the two cards with that ace, and toss those six cards on top of the deck. You now have split and stacked that pair and can attack the other aces in order to stack yourself four aces. Incidentally, stacking wheels for lowball by discard gathering is almost as easy.

After practicing discard stacking for an hour or so, you can stack yourself four of a kind in a few seconds while scooping up the discards. And after a few convincing blind shuffles (taught in the next chapter) and a false cut, you can deal yourself four of a kind with dazzling nonchalance. You eliminate any suspicion that might arise while discard stacking with blind shuffling, which when executed with any degree of smoothness, is undetectable from genuine shuffling. Combined with a false riffle or two and a false cut, the effect is so superb that those unfamiliar with

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Neocheating would never believe that a stacked deck could survive such thorough mixing. In fact, they would never have the faintest glimmer of what is happening.

3. Knowing Everyone's Hole Cards.

While stacking aces back-to-back in five-card stud, the Neocheater can also know every opponent's hole card. How? He simply memorizes the sequence — numbers only — of those cards on top of the last ace he stacks (that last ace will be his hole card). A Neocheater always memorizes everyone's hole card — not to do so would be an extravagant waste of an enormous advantage.¹²

The Neocheater stacks his first ace while starting to gather the discards. As he scoops up his second ace, which will be his hole card on the next hand, he notes with a glance that the discards being scooped read, top down: 10-J-3-7-A.¹³ After some blind shuffles and false cuts, and if necessary, successfully foiling an opponent's cut (taught in a later chapter), he recalls while dealing that the first player to his left has a ten in the hole, the second player has a jack, the third a three, the fourth a seven, and he an ace... Mentally repeating the card sequence (i.e., 10-J-3-7-A) while shuffling and dealing aids the memory.

The advantage of knowing everyone's hole card in stud is overwhelming, particularly while holding aces or kings back-to-back. In fact, the Neocheater can often make more money over the long run by not stacking the deck at all, but by simply knowing everyone's hole card and then playing accordingly. Indeed, consistently creating innocent, small advantages (rather than dramatic, huge advantages) is the key to a Neocheater's extracting maximum money from his opponents as demonstrated in the last chapter of this book.

¹² *Likewise, the Neocheater can easily know both hole cards of every opponent in seven-card stud or hold 'em poker by memorizing the appropriate number of cards stacked on top of the deck.*

¹³ *In both describing and memorizing hands, it is easier to refer to an ace as A, a king as K, a queen as Q, a jack as J, the joker or bug as B, and all other cards by their numerical values.*

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Suits of opponents' hole cards are of little importance in five stud and do not have to be memorized. The chances of catching a flush are minimal. In any case, the Neочеater with aces wired can either drive out opponents with flush possibilities or make them pay dearly to chase their flush. In addition, the Neочеater knows the refinements of peeking (described later) and can easily know the final card to be dealt to any opponent.

4. Stacking Face-Down Discards.

As soon as the dealer for the next hand folds, impatient players often toss him their discards face down so he can without delay begin organizing the cards for the next deal. (Other players may keep their discards until the pot is won, or toss the cards to the side of the pot¹⁴, or toss them to the current dealer, depending on whether he is in or out of play. Those situations are handled by a third technique of discard stacking taught later in this chapter.) To facilitate his setting up the next hand, the Neочеater usually drops out early when his deal is next, unless he has a strong possibility of winning that hand. And if stud poker is being played, he watches the cards closely to organize his upcoming scooping motions.

Informal, private games constitute over 95% of all poker played. In those games, players after folding often glance at discards out of curiosity, usually without objection from others. But the Neочеater glances at discards only as he gathers them for dealing and then only when necessary. Moreover, his glancing action is completely natural and inconspicuous. For example, in a six-handed game of five stud, the Neочеater (his deal is next, so he is hereafter called the dealer) folds during the first round and turns his two cards face down. Player A folds during the second round of betting and tosses his three discards to the dealer. The dealer casually glances at the cards as he gathers them. An ace or king is not among them, so he puts those three cards face down on his own two cards. He now has a pile of five discards. Player C folds and tosses his three cards toward

¹⁴ *If the discards are tossed to the side of the pot, the dealer of the next round can usually begin gathering them immediately after he drops out of the current hand.*

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the dealer. Gathering them, the dealer casually glances at the cards to notice the hole card (a king) on top. So he places his pile of five discards on top of those three discards to stack himself a king for a six-handed game.

During the next round, Player E folds and tosses the dealer his four discards, which contain a king. The dealer glances at the cards while quickly memorizing their sequence from hole card to top card as Q-9-K-3. He must now inconspicuously get the king on the bottom to help his stack. He can do that in several ways: For instance, with cards face down, he can casually slip the troy to the top while squaring the cards, giving him 3-Q-9-K. Or he can spread the cards face down on the table and casually slide the third card— the king — beneath the others as he picks them up. Or he can, as many players have a nervous habit of doing, especially while waiting for other players to bet, slip the cards one by one from top to bottom while holding them face down in his fingers. In that case, he will pass only the Q-9-K, leaving the king on bottom. And, of course, he remembers the altered sequence (3-Q-9-K) in order to know everyone's hole card.

After tossing the four rearranged cards on his stacked discard pile, he still needs two more cards on top to complete his stack; their values do not matter as long as he knows them. So he simply glances at two other discards, tosses them on top of his stacked pile, and puts that pile on top of the remaining discards. He has now stacked a pair of kings for himself and knows everyone's hole card for the next hand.

To gain adroitness in discard stacking, deal random hands and toss yourself discards as players would. See how easily and quickly you can stack a deck by using those cards. You will soon be stacking three or four of a kind.

5. Stacking Four of a Kind and Wheels.

In five-card stud, the dealer concerns himself only with stacking his first two cards and knowing the other players' hole cards. In seven-card stud, the dealer can easily stack himself three of a kind. (But stacking three of a kind in five-card stud does not work because someone usually folds the first round of betting and the third stacked card will go astray. Besides, the strength

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of three of a kind is seldom needed to win in five-card stud.) In draw, the dealer can stack himself three or four of a kind (or a wheel in lowball). After folding on the hand prior to his deal, he immediately begins collecting discards for his deal, glancing briefly at them when necessary, and proceeds with his culling or stacking:

The Neocheater can stack three or four of a kind in draw quite easily. Remember, he scans the cards with a glance, never staring at them and always turning them face down as quickly as possible. His movements are natural — casual and unhurried. Even for lowball, he can usually stack at least a four-card low combination, striving to include the joker if it is used. And he can frequently stack a wheel. Generally, however, the Neocheater avoids such powerful hands as they would be too suspicious to deal to himself hand after hand. Also, as explained in the final chapter, winning too often with powerful hands can actually work against winning maximum money.

Now to proceed to the third method of discard stacking: Suppose the Neocheater has a good hand and prefers to play it out, although his deal is next. Or suppose the discards are tossed to the current dealer, and the Neocheater has no easy access to them. In those cases, all the discards or the entire deck may come to him in a flood, all at once face down, when the play is over. The technique described next is a rapid and effective method for stacking or culling¹⁵ in such situations.

The Neocheater gathers the mess of discards, keeping the pile uneven with edges and corners of cards protruding at all angles. He holds the cards vertically and facing him as shown in Figure 11. In such situations, cards facing the dealer are quite natural and unsuspecting. To others, the dealer is simply shielding the card faces from the other players as he squares the deck before shuffling.

¹⁵ *As mentioned earlier, what applies to stacking discards also applies to culling. Culling simply involves maneuvering desired cards to the top or bottom of the deck without stacking them. Discard culling is especially important in Chapter V, which describes and teaches other simple but highly effective stacking techniques involving culled cards.*

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Figure 11
Bringing Aces to the Top Through Discard Culling

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Figure 12
Bringing Aces to the Bottom Through Discard Culling

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What the Neочеater strives for is a virtual mess of cards that will completely conceal his culling. To the other players — who see only the backs of the cards — his culling is simply an attempt to square the deck by smoothing out awkwardly tilted cards. Done rapidly and casually, the entire process appears innocuous and normal to others.

Quickly and smoothly, while straightening the sides of the deck and squaring the cards from their vertical angles to a horizontal position, he culls aces or kings (or unpaired low cards for lowball); he passes them to the top or bottom of the deck as shown in Figures 11 and 12. Once passed to the top or bottom, those cards are available for rapid stacking by several simple techniques described in Chapter V.

You can quickly and easily cull aces or kings from the discards. For example, spot an ace, pass it to the top; spot another, pass that quickly to the top; then repeat the process once or twice more. Three or four aces can be culled in a few seconds. While passing cards to the top (or bottom), use your fingers to alternate the passing movements with brief squaring motions on the sides of the deck. Or periodically take an awkwardly tilted card and pass it to the opposite end of the deck from your culled cards. The point is, never hesitate and keep your fingers in constant motion. When you cannot immediately locate a second or third ace, or other desired card, use your thumb to fan small batches of cards that may stick together. The fanning motion is shielded by other cards sticking out at various angles and, therefore, cannot be seen by other players. Such fanning not only spreads the cards for a better selection, but also keeps the deck from being squared too quickly.

With a little practice, anyone not only can cull, but also can discard stack by the above method. For example, stack a pair of aces for stud: First find an ace in the mass of discards and pass it to the top. Next seize two or three cards and pass those above the ace. Then while keeping count, pass two or three more cards to the top, depending on the number of cards you are trying to stack above the ace. Alternate the culling movements with brief but deceptive squaring motions on the sides of the deck. Now find and pass your second ace to the top, fanning cards with your thumb if necessary to locate that ace. Then again pass the

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necessary number of cards above that ace so both aces are stacked to end up in-your hand. ... And as always, memorize the top cards of the stack in order to know everyone's hole card.

But since several easier and quicker stacking techniques are taught in Chapter V, the above discard-squaring method is usually reserved for rapid culling. In any case, the Neocheater never spends more than eight or ten seconds with the deck facing him. Practice seizing and quickly passing desired cards to the top or bottom of the deck. And the more uneven the discards are, the more selection and time you will have for culling cards. (In Figure 12, the culled cards have been passed to the bottom and the deck has been squared.)

When practicing this method of discard stacking, start by dropping the deck face down from a height of six inches onto the table. Use a sharp twisting motion with your wrist to unevenly spread the corners of the cards. Or actually deal out hands and then gather them as discards, deliberately effecting sloppiness while tossing those cards on top of the deck so they will require more time to square. In either case, pick up the mess of cards all at once and commence with culling or stacking. Fan small batches of cards with your thumb to expose their corners. Glance at the cards, but never stare. Keep your eyes in motion, glancing from the cards, to where a player would be, back to the cards, to where the ante would be - all in an unhurried pattern... When done without hesitation, discard culling and stacking look quite natural. Try discard culling in front of a mirror to see the moves from the victims' viewpoint.

* * *

Now that the Neocheater has stacked himself a winning hand, how does he thoroughly shuffle and cut the deck without destroying his stack?... The answer lies in the next chapter.

6. Detection and Defense.

Detection of Neocheating During Discard Stacking¹⁶

Neocheating Tells

- | | |
|---------------------|---|
| Suspicion
Begins | <ul style="list-style-type: none">• A player regularly folds early on hands just prior to his deal.• The dealer effects sloppiness while gathering and picking up all the discards at once.• The dealer keeps the discards facing him while squaring them.• The dealer fans the discards (sometimes noticeable when looking for that maneuver).• The dealer gathers the discards in sections rather than all at once.• The dealer glances at discards.• The dealer juggles separate stacks of discards before combining them.• The dealer runs some cards one by one from top to bottom of the discard pile just before his deal. |
| Suspicion
Grows | <ul style="list-style-type: none">• The dealer moves cards to top or bottom of the deck while squaring them.• The dealer places a pile of discards on top of the deck and inserts another pile either under or between the deck.• The dealer gathers discards, especially in stud, with scooping motions. While the cheating moves of a good discard stacker quickly gathering cards with both hands are invisible, his scooping motions can indicate stacking.• The dealer bets in an abnormal manner unless he knew his opponents' hole cards.• The dealer wins more frequently when dealing, especially with wired high pairs in five stud, wired trips in seven stud, or three of a kind or better in draw. |
| Suspicion
High | |

¹⁶ Footnote is on the bottom of next page

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twDefenses Against Discard Stacking*

- Whenever the suspect is to deal, take charge of gathering discards and present them to the suspected dealer in a neatly squared pile.
- Fold early whenever the suspect deals.
- Just as the suspect is about to deal, politely — or somewhat suspiciously — excuse yourself from the hand and have him deal you out. His stacked hand will be scattered among the other players. Do that once or twice and the prudent cheater will stop cheating.
- Ask to cut the deck and complete the cut yourself. Introduce and enforce a house rule that prohibits the dealer from looking at discards.
- Use other defense methods described in later chapters and applicable after learning about blind shuffling stacked decks. You will even learn how to make cheaters work against themselves and for you, which eventually halts their cheating or bankrupts them while enriching you.

¹⁶ Rarely can Neocheating be confirmed by observing just one of the above tells. Since any Neocheating is natural appearing or invisible, it can be confirmed only by observing repeating sequences of tells. While various tells can be used to confirm personal suspicion, they are not grounds to prove cheating to others. ... Anyone, however, can without ever seeing a dishonest move detect cheating by perceiving illogical and improbable bets as demonstrated in the anecdotes in Chapter I.

Chapter IV

The Third Move — Controlling Hands

Many traditional cheaters use flagrant ploys to deal themselves good hands. As crude as their ploys may be, however, they often work when blended with basic Neocheating maneuvers of blind shuffling and false riffing. For example, some amateurs pretend to count the cards face up to make sure the deck is complete (e.g., “This deck doesn’t feel complete”, or “Are you sure the cards are all here?” are common signals). During their ploy, they casually cull aces to the top or bottom of the deck and proceed to center cut and crimp. Then a few blind shuffles and a false cut or two make their ploy effective.

Essentially all effective cheaters today mix at least some Neocheating into their techniques. Indeed, the Neocheating portion of their techniques makes them workable. The pure Neocheater, however, uses only the simple and invisible techniques described in this book. Crass ploys such as described in the above paragraph are never used or needed by the pure Neocheater.

1. Controlling Hands While Shuffling.

Blind Shuffling

Blind shuffling is crucial to the Neocheater. He automatically and constantly blind shuffles — with deadly effects. Blind shuffling is easy. With about two hours of practice, anyone can appear to thoroughly shuffle a deck of cards while actually leaving the upper half or two thirds of the deck (the stack) undisturbed.

Blind shuffling is a key tool for Neocheaters. Any suspicion aroused by awkward or hesitant movements in the process of stacking is dissipated after a few blind shuffles and a false cut. In fact, in many games, a player could simply spread cards on a poker table and laboriously stack them one by one as other players watch, but as long as he thoroughly blind shuffles the deck afterward, no one will accuse him of cheating.

So effective is the blind shuffle that a person can stack a number of cards, blind shuffle and then convince opponents that their cards are marked by reading the values of the cards prior

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to turning them over one by one. Or he can convince players that he is a “psychic”, able to read the backs of cards with his eyes tightly shut while his fingertips “feel the vibes”. He can fool anyone — not only mystics, but scientists, businessmen, poker professionals — anyone except another Neocheater or the reader of this book.

Ironically, intelligent men can spend thousands of hours playing cards, but know nothing about manipulating them. And almost all honest cardplayers are ignorant of Neocheating maneuvers. “I can spot a crook anytime,” is one indicator of an easy target for the Neocheater. The Neocheater loves to encounter the closed mind. He knows how easy it is to empty the wallet of the man who thinks he knows everything.

Professional cheaters generally disdain tricks such as “proving” cards are marked or “reading” them with their fingertips. Professionals call those tricks cheap flash, but such tricks demonstrate the seemingly miraculous effects of blind shuffling.

Commencing with the blind shuffle:

Step One: Assume that you have stacked the deck using either discard stacking or methods described later. You now need to produce the illusion of thoroughly shuffling the deck before dealing. So begin by preparing for what appears to be a normal overhand shuffle by placing the deck in your left hand as shown in Figure 13. Note the position of the fingers on the deck: Thumb on top, forefinger placed against the front edge, two middle fingers on bottom, and the little finger curled around the rear edge. Hold the deck so it feels comfortable and natural. (Neocheaters generally use those finger positions when shuffling blind or otherwise.) Tilt the upper end slightly downward toward the table to facilitate faster shuffling and to keep the cards from flashing. With your right hand, pull half the deck or less from the bottom using the two right center fingers and right thumb on opposite ends. The right forefinger should rest on top of the deck portion just pulled out by your right hand.

Now, using your left thumb, slide the top card from the deck portion in your right hand onto the deck portion retained in your left hand. But jut this top card toward you about an eighth of an inch (or slightly more) so that it protrudes a little from the

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rear of the deck in your left hand. Your curled left little finger will rest against this jutting card on top. Now casually overhand shuffle the remaining cards in the right hand, a few at a time, onto the top jutting card in the left hand. The jutting card is now located near the middle of the deck, and your cards should look approximately like those shown in Figure 13. The jutting card, hereafter called the break card, creates a break in the deck not visible to others. The half of the deck beneath the break-card is the stack. That portion of the deck will remain intact.

Step Two: Withdraw the lower part of the deck, the stack, with your right hand, up to but not including the jutting break card, and throw this entire portion on top of the cards in your left hand, briefly squaring the deck with your right fingers. Now the stack sits again undisturbed on the top; yet, the deck appears to be shuffled.

Repeat steps one and two for ten minutes, doing the steps as relaxed and smoothly as you can. Do not worry about speed; simply get the feel of that jutting break-card. Your left little finger should be brushing the break-card, and your right thumb should easily feel the break-card as you pull out the stack. Try for a natural rhythm, a casual pace. After the first ten minutes of practice, you should not have to look at the cards.

The Neочеater does not worry about others being conscious of the jutting break-card; the deck is in constant motion and looks perfectly normal. For anyone to see the break-card, they would have to stand directly behind the dealer. Even then the deck would look normal, for no one shuffles cards with the edges of the deck precisely squared at all times. Ideally, the break-card should protrude no more than an eighth of an inch, although protrusion varies from time to time up to a quarter of an inch.

Now, prepare to repeat the overhand shuffle in Step One by placing the deck in the left hand as shown in Figure 13. The stack is on the top. As before, with your right hand, pull half the deck or less from the bottom using the two right center fingers and right thumb on opposite ends of the deck. Then using your left thumb, slide the top card of the deck portion just pulled out by your right hand onto the deck portion retained in your left hand. Jut this top card toward you about an eighth of an inch, protruding slightly from the rear of the deck. Your curled

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Figure 13
Holding the Deck During the Blind Shuffle

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Figure 14
The Gap During the Blind Shuffle

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left little finger will rest against this protruding break-card. Now overhand shuffle the remaining cards in the right hand on top of the jutting break-card in the left hand.

Step Three: Next, with your right hand, lift the entire deck from your left hand to prepare to overhand shuffle back into the left hand. But first press your right thumb against the jutting break-card (now located approximately in the middle of the deck) with an upward pressure while squaring that break-card against the rear of the deck. You will create a slight gap (about a thirty-second of an inch wide) at the rear of the deck. Figure 14 shows that gap slightly exaggerated for illustrative purposes.

The gap will appear only at the rear of the deck and should extend no more than an inch or so along the length of the deck. Be sure your right forefinger extends across the top of the deck shielding the gap from opponents as shown in Figure 14 (in the photograph, the deck is angled for illustrative purposes so that you can view the otherwise hidden gap).

Step Four: Now overhand shuffle the cards, a few at a time, from your right hand into your left hand, but only up to the gap. When you reach the gap (you will feel the gap with your right thumb), throw the remaining block of cards — your stack — in a single toss on top of the shuffled cards in your left hand. You now have your undisturbed stack back on top of the deck once again.

Practice that move for ten or fifteen minutes. Your gap will probably be too wide at first, so strive to narrow it. Practice the complete blind shuffle slowly at first, trying to develop a natural, unhesitating rhythm. During the first twenty minutes or so of practice, you will tend to hesitate while shuffling up to the gap. And you will probably stare at the cards, afraid of missing the gap and shuffling some cards off the stack. The right thumb, however, will quickly get the feel of the gap.

If during practice your fingers tend toward dryness and you find the cards slipping as you shuffle, try using a moistening preparation such as Sortkwik or Tacky Finger, which are inexpensive preparations used for billcounting and are available at most office supply stores.

Once your fingers become familiar with the jutting break-card and the gap, you will rarely have to look at the deck. Although

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glancing at the cards while shuffling is perfectly natural and does not cause suspicion, Neocheaters make the gap as small as possible, but allow enough of a gap to work smoothly. A thirty-second of an inch or less is good. To help determine how small you can make your gap and still work smoothly, turn the top card of the deck face up as you practice, and make certain that the same top card of your stack reappears each time the shuffle is completed.

When practicing the blind shuffle, do not gap the deck during the first twenty minutes of practice. After you get the feel of the break-card, start using the gap. Then begin gapping the deck every time. For variety, however, during every three or four blind shuffles you might use the jutting break-card only (without the gap) during the blind shuffle. Practice keeping at least half the deck intact by overhand shuffling only about half to a third of the deck from the bottom onto the jutting break-card.

Practice doing the blind shuffle strictly by feel when you are watching television or at other idle times. Rhythm is more important than speed; you will gain speed naturally with practice. This shuffle can be done slowly, and it will look convincing as long as it is done smoothly and without hesitation, especially when creating the gap.

After an hour of practice, this maneuver becomes so easy and routine that you will be blind shuffling with fair smoothness and steadiness. In two to three hours, blind shuffling becomes second nature. It is that simple. Done correctly, the deck appears to be thoroughly shuffled. And when the blind shuffle is done in conjunction with the false riffle and false cut (described later in this chapter), you can convince even the most alert players that the deck has been thoroughly mixed.

Using that basic blind shuffle and a simple false cut (described later), even neophytes can shuffle their cards and then deal themselves prestacked four aces or straight flushes to everyone's astonishment. No one questions that the cards have been thoroughly shuffled. And no one can imagine how a prestacked deck could survive such shuffling.

Even a beginner can cull four aces or four kings using the simple discard-culling technique described in the previous chapter. He can then give the deck several rapid blind shuffles, a false

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cut, and triumphantly toss four aces off the top of the deck to the astonishment of all observers. Moreover, beginners need to master nothing more than a preliminary discard-stacking technique and the blind shuffle, plus have some knowledge about Neocheating to win in almost any game.

Let us assume you have spent at least an hour or two practicing the blind shuffle and can now perform it fairly easily. To test its effectiveness, pick up someone else's deck. Fan the first three or four cards, face down, and pretend to study the designs on their backs for about ten seconds. Frown as you study the cards, as though something were suspicious. Then turn the cards face up and glance at them to quickly memorize the cards in their proper sequence before turning them face down again. Forget the suits; they are unimportant. Square the cards together in your right hand and then fan the next three or four cards face down. Again, study their designs for a few moments and then, in a quick glance, memorize those cards in sequence. During this ruse, glance at the cards as briefly as possible — as if confirming something you have seen in the designs on their backs. Rapidly square this next batch of memorized cards beneath the first memorized batch in your right hand.

You might be able to fan and memorize another batch of cards. Many people, however, have trouble memorizing more than six or seven digits. But after a little practice, most people can learn to easily remember nine or ten digits. Still, no more than six or seven memorized cards are necessary to make this ruse convincing. Constantly repeat in your mind the numbers in groups of three or four at a time as you shuffle. Now put the memorized cards back on top of the deck in your left hand. The memorized top cards may be, for example, Q-6-2-A-5-10-J — you need to memorize only their initials. Next proceed to blind shuffle several times, explaining as you shuffle that imperfections in the manufacturer's design exist as tiny flaws that are consistent in every deck of that particular brand. Talk also serves as a minor distraction from the shuffle; although if you can blind shuffle with even minimum competence, you can perform in total silence in a filled amphitheatre without anyone knowing that you are blind shuffling.

If you think experienced cardplayers will not believe a story

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about visible imperfections on the backs of cards, proceed as follows: When you have finished your blind shuffles, slap the deck gently onto the table (creating an air of finality; rarely will anyone ask to cut the cards when you do that, especially if you do not hesitate and proceed immediately), lean close to the cards and “read” them from their backs, one by one. Take your time before calling and turning each card — four or five seconds is about right. Peer intently at the backs of the cards before calling them, and then note your viewers’ reactions. By the time you have “read” the fifth or sixth card, your audience will be studying the backs of the called cards. You can send experienced cardplayers on long searches for “legal” marks on cards. Ironically, they will often find such marks and imperfections, especially in cheaper brands of cards, that will actually let them read the backs of certain cards.

Professional cheaters scoff at such pointless ruses. (If no profit exists, why bother?) But those ruses demonstrate the power of the blind shuffle. And beginners can use ruses for practice and to build confidence before actually Neocheating for money. Be certain your blind shuffles are smooth before you attempt such demonstrations. Combined with the false cut described later in this chapter, the effect is spectacular.

You must always be aware of the number of cards in the stack. If a Neocheater stacks aces back-to-back for stud poker in a six-handed game, he worries only about keeping the top twelve cards of the deck intact. If he has stacked four of a kind in a six-handed game, then he must keep twenty-four cards unshuffled. And if he has stacked a pat hand or a wheel in lowball, he then has thirty cards in his stack — more than half the deck for a six-handed game.... Professionals seldom stack straights or flushes in draw because of the number of cards involved. Why stack five-card pat hands when four of a kind is easier to stack.¹⁷

In any case, when stacking pat hands, you must keep up to two-thirds of the deck intact. That is, you actually shuffle only the bottom third or so of the deck. Do not worry about

¹⁷ *In any case, a Neocheater will seldom stack such powerful sure-thing hands because they are less profitable in the long run, as explained in Chapter XI.*

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appearances; if your blind shuffle is smooth, the cards will seem mixed beyond suspicion.

a. Detecting Blind Shuffling

- Observe the dealer's grip on the deck when shuffling. Beware if the grip resembles that shown in Figure 13.
- Watch for an initial one-card pass from one hand to the other during the overhand shuffle (indicates a break-card).
- Watch for the dealer who consistently tosses an unshuffled portion of the deck over the shuffled portion. (Must be alert to see that.)

b. Defending Against Blind Shuffling

- Review the nine methods on page 6 to eliminate cheating or cheaters.
- Insist on cutting the deck whenever the Neocheater deals and then ruin his stack with deliberate center cuts.
- Sit to the Neocheater's right and carefully cut at the crimp *plus* cut one extra card. You will then receive the hand stacked for the dealer.

2. Controlling Hands While Riffling.

False Riffling

The false riffle shuffle is nearly as effective as the blind shuffle and is necessary for certain kinds of culling and stacking taught in the next chapter. Moreover, the false riffle is easy to learn:

The deck is stacked. Now, handle the deck in the same way described for culling an ace in Chapter II. That is, place the thumb and two center fingers of the right hand at opposite ends of the deck while knuckling the forefinger down on top. Riffle-part the end of the deck with your thumb as shown in Figure 1A on page 57. But before reaching the halfway mark, stop riffling and pass the lower portion of the parted deck to your left hand. Now begin a riffle interlacing of the cards, but riffle the cards in your left hand much more rapidly than those in your right hand, and retain the top card in your left hand with your left thumb. At that stage you should still have a block of about fifteen or so cards in your right hand that are unshuffled (your stack). Smoothly and rapidly

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drop that entire block on top of the interlaced portion and then, without hesitation, drop the card retained by your left thumb on top of your intact stack as shown in Figure 15. (The retained card — the ace — is deliberately flashed for illustrative purposes... Neocheaters normally do not flash cards.) Immediately push the halves together and square the deck.

Practice this riffle shuffle repeatedly, getting the feel of that single card retained by your left thumb, and quickly dropping that card at the last moment to complete the riffle. Later, you will learn a refined version of the false riffle that looks considerably smoother,¹⁸ but you must first perform this basic false riffle with ease.

After each riffle shuffle, you will have one extra card on top of the deck — on top of the unshuffled block of cards that is your stack. (Eventually, you will be able to leave at least half the deck unshuffled this way, but do not attempt manipulating large stacks at this stage.) Treatment of those extra cards accumulated on top by false riffling will be discussed shortly.

Perform the riffle shuffle with rapidity. Unlike the blind shuffle, never try the riffle shuffle slowly. And although the movements may feel awkward at first, the shuffle does not appear awkward to other players. After only a few minutes of practice you will develop enough speed to increase the number of unshuffled cards until you can keep half the deck or more intact while riffle shuffling.

To preserve, for example, a four-of-a-kind stack in a seven-handed game, part and then pass only about a third of the deck to your left hand for riffle shuffling. Then interlace all but the top card in your left hand with only the bottom third or so of the cards in your right hand. Now drop the entire batch of cards retained in your right hand (which contains your undisturbed stack) on top of the interlaced cards and then immediately drop the final, single card retained by your left thumb. You will now have your stack preserved one card below the top of the deck.

Suppose you do the false riffle shuffle four times. You will

¹⁸ That version of riffle shuffling is called the *Las Vegas Variation* (it is the shuffle used by dealers in the Las Vegas casinos). As described in Chapter V, the deck in the *Las Vegas Variation* is completely shielded by the hands during the riffle shuffle.

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then have four extra cards to remove from the top of your stack. The simplest method to remove those cards is to blind shuffle. So proceed with the blind shuffle (as described earlier in this chapter) by placing the squared, riffle-shuffled deck in your left hand and pulling out about a third of the cards from the lower portion of the deck with your right hand. Now with your left thumb, pull the top card from your right hand back onto the left-hand portion and jut that top card slightly. Next, overhand shuffle all the other cards in your right hand onto the cards in your left hand. The break-card is jutting out from the rear of the deck four cards above your stack. With your right hand, pull out all the cards up to the break-card and then with your left thumb, slide off (overhand shuffle) those four extra cards from the top of your stack very rapidly, one by one, back into your left hand. Then toss in a single block all the remaining cards in your right hand on top of the deck portion in your left hand and quickly follow with another complete blind shuffle.

To facilitate running the cards one by one, spend five minutes running through the entire deck with your left thumb slipping the cards off one at a time as quickly as possible.

In many games, the blind shuffle and the false cut are sufficient tools for the Neocheater. But the false riffle is indispensable to the Neocheater using the stacking techniques described in the next chapter.

a. Detecting False Riffing

- The cards move too fast for even an alert player to see a good false riffle. But closely watch left thumb of dealer for retaining the top card and consistently dropping that card last.

b. Defending Against False Riffing

- Same defenses as against blind shuffling described on page 98.

* * *

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Figure 15
Retaining the Top Card
with the Left Thumb During the False Riffle

3. Keeping the Stacked Deck Intact While Cutting.

False Cutting

With your undisturbed stack resting on top of a “thoroughly shuffled” deck, you then want to execute a legitimate-appearing cut that leaves your stack intact. To accomplish that, grasp the deck with both hands at opposite ends with the thumbs and index fingers (or middle fingers) as shown in Figure 16. Now while looking at Figures 16-18, execute this false cut by first pulling out about a third of the deck from the bottom with your right thumb and index finger and place those cards on top of the deck portion held by your left thumb and index finger (but retain your grip on the block of cards in your right hand). Then as shown in Figure 17, grasp the upper half of the cards held by your left hand with part of your right thumb and right middle finger while simultaneously releasing your left thumb and index finger from that same block of cards. At that brief moment, the deck will be split into three separate blocks, your right thumb and index and middle fingers gripping the two upper blocks while the left thumb and middle finger grips the bottom portion as shown in Figure 17.

Instantly release the uppermost block from your right index finger and thumb, at the same time pulling outward and slightly upward the two other blocks beneath held by your right and left hands. Each hand will be grasping about a third of the deck as you do this, and the top portion will now fall through the other two blocks of cards onto the table. You may use your right index finger to help guide the right-hand portion of loose cards as they fall to the table.

Next, with a slow smooth motion, slap the portion of the deck in your left hand onto those loose cards now on the table as shown in Figure 18. Then place the remaining cards (your stack) in your right hand on top of those cards and square the deck. Again, your stack sits undisturbed on top. Executed with any degree of smoothness, the cut looks very thorough and legitimate.

A mirror to view your motions is helpful for practice. For the best effect, you should perform the cut fairly rapidly, but slow down to place the two remaining blocks of cards from your left and right hands on top of the portion that falls to the table. Your stack will end up intact on top of the deck.

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Figure 16
Starting the False Cut

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Figure 17
Breaking the Deck into Thirds

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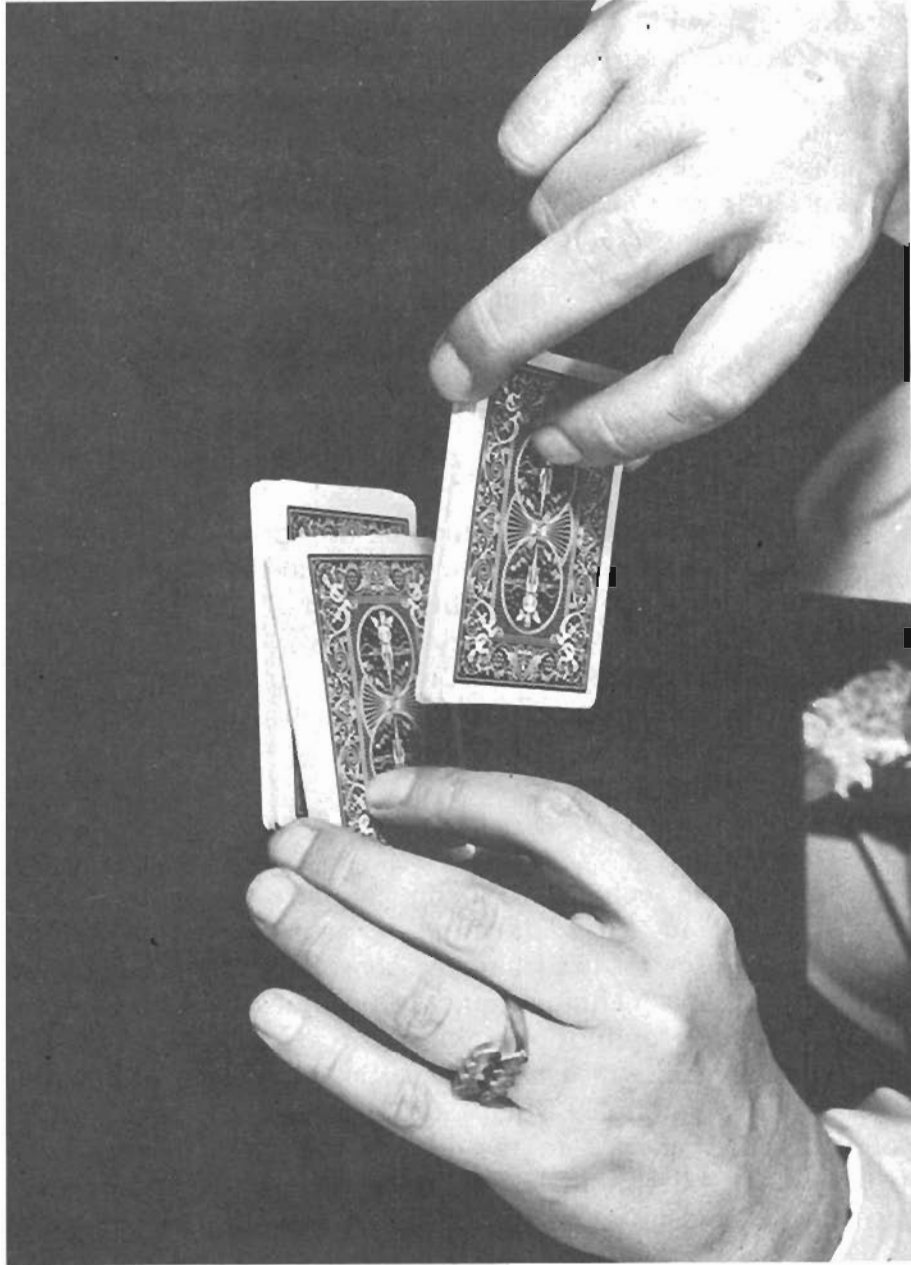


Figure 18
Placing the Stack on Top

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After thirty minutes of practice, you can execute this cut fairly smoothly. Remember to angle the card-blocks in your right and left hands in a slight upward sweeping motion as the top block falls between them. Strive for gracefulness. Again, the first phase of this cut, including dropping the top block between the other two portions in your hands, should be done fairly fast. But the final phase, which completes the cut by placing the other two blocks of cards on top, should be done more slowly.

More false cuts are described later in this book. But learn this basic standby cut first. The cut need not be done perfectly to be effective. And even if the cards tend to spread somewhat when they are dropped, do the cut without hesitation.

a. Detecting False Cutting

- Watch for the same block of cards consistently ending on top of the deck.
- Be suspicious of fancy cuts, extra thorough-looking cuts, and quick three-way cuts. Also, watch for simple crimp cuts (described next in this chapter).

b. Defending Against False Cutting

- Same defenses as against blind shuffling described on page 98.

* * *

The three basic techniques in this chapter — blind shuffling, false riffling, and false cutting — are invaluable to the Neochеater. He uses those techniques constantly. With only a few hours practice, each technique quickly becomes habit, performed routinely without groping or thinking.

The blind shuffle will usually dispel any suspicion of cheating or stacking. For example, when cutting an ace for high card, a Neochеater culls an ace to the top of the deck in one riffle shuffle; he then blind shuffles the deck four or five times, runs the ace to the bottom in one overhand shuffle, crimps the lower deck, gives it two or three rapid center cuts and then a final bottom cut before slapping the deck on the table... The deck now appears thoroughly shuffled and cut.

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The blind shuffle is more convincing than the false riffle. And when the blind shuffle is combined with the false cut, the illusion is deadly. In certain games, Neочеaters will not even need to offer the deck for a cut, and rarely will anyone request a cut if the Neочеater executes the blind shuffle and false cut with any degree of smoothness.

4. Controlling Hands as Other Players Cut.

Foiling the Cut

The Neочеater discard stacks himself aces back-to-back for stud poker, knows everyone's hole card, thoroughly blind shuffles and false cuts the deck, and is ready to deal. But what if an opponent demands a cut? An easy and simple method often used by Neочеaters to foil an opponent's cut is described below. Other more sophisticated techniques for negating any cut are described in later chapters.

Before offering the deck for a cut, the Neочеater rapidly crimps the deck as he would for cutting an ace as described in Chapter II and illustrated in Figures 4 and 5. He crimps by pushing downward and inward the bottom corner of the deck with his right thumb. Now with the stack on top, he quickly cuts the deck and then extends the crimped and squared deck to the player on his right for his cut. If that player cuts at the crimp, the stacked cards will end up right back on top of the deck, ready for dealing.

Most players will cut at any crimp near the middle of the deck eighty per cent of the time. Their thumb and fingers automatically go to the crimp four out of five times, even though they are unaware of the gap. The crimp is slight, and it is extremely unlikely that anyone would notice the gap. Even if the gap were noticed, few would consider it unusual since many players, especially chronic losers, bend and punish cards violently during the course of play as though the cards were mortal enemies.

The player on the right will occasionally miss the crimp, although the odds are well in the Neочеater's favor. But the professional accepts this vicissitude. Or he can use one of the advanced techniques (taught in Chapter VI) for foiling the cut. Those techniques do not depend on opponents cutting at the crimp. In any case, the professional makes a habit of noticing at what

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position the player on his right habitually cuts the deck — near the top, middle, or roughly the three-quarter mark. He then places the crimp accordingly. Most players unthinkingly cut the deck at the approximate center. If the player on the right consistently cuts at the ends of the deck instead of the sides, the Neocheater simply crimps at the ends, using the end-crimping technique described in Chapter II and illustrated in Figures 7 and 8.

The crimp used for high-card cutting (as described in Chapter II) is gapped on only one side of the deck. In the course of a game, however, as opposed to high-card cutting, players are less alert to the cutting process, and your crimp will usually be more effective if it exists on both sides of the deck. Crimping both sides of the deck is described below:

First, crimp as you would when cutting for an ace, but instead of bending the lower left corner of the deck with your right thumb as described in Chapter II, push down with your right thumb at the center of the lower rear end of the deck. That will cause both sides of the deck to gap. Too much pressure from the thumb, however, will create a glaring crimp.

Some professionals use “agents” (other players working in collusion) who sit to their right. They will cut at the dealer’s crimp every time or use a convincing false cut (such as the three-way false cut described on pages 102-107) that leaves the stack intact. The colluding partners also use a variety of other techniques to drain opponents of their money; those tactics will be covered in Chapter VII. This book, however, primarily teaches the lethal techniques of Neocheating — techniques increasingly used by ordinary people who walk into games on their own and walk away with stuffed wallets, without ever using confederates, marked cards, or artificial and dangerous devices. But for the sake of comprehensiveness, all cheating methods and contrivances will be identified in later chapters.

A Neocheater’s effectiveness and margin of safety lies in his own ten fingers. Anyone who can perform the maneuvers described up to this point with a degree of smoothness is already on par with most working professionals. Now you are ready for the stacking techniques covered in the next chapter. None are exceptionally difficult, two are relatively easy, and all are based primarily on techniques you already know.

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Chapter V

Culling And Stacking — The Invisible Way

1. Culling and Stacking the Neocheating Way.

Neocheaters extensively use the discard-culling and discard-stacking techniques described in Chapter III because easy opportunities to cull from the discards exist almost every time they deal. But also, with only a few hours' practice, anyone can pick up any deck without knowing the whereabouts of a single card and then cull and stack a hand in the "normal" course of riffing and shuffling. Indeed, the Neocheater will frequently cull and stack during the shuffle *in conjunction* with his discard stacking. Assume, for example, he has stacked only one ace using the discards. He can easily add a second and a third ace to his stack during the shuffle by using the techniques taught in this chapter.

This chapter will progress from the easiest to the somewhat more difficult stacking techniques executed while shuffling. Every stacking technique has its advantages and disadvantages. The first technique described is the undercut shuffle. It is the easiest and fastest way to stack a deck during the shuffle. With a little practice, you can stack any hand with any number of players in any game *in one undercut shuffle* — you can stack yourself a pair, three of a kind, full house, four of a kind, straight flush, royal flush, or in lowball, a pat wheel.¹⁹ In fact, you can execute undercut stacking with some degree of skill in ten minutes. In thirty minutes, you will be competent at stacking. And in an hour or two, you will stack with professional ease.

While the undercut shuffle is less subtle than other techniques, Neocheaters execute the undercut with speed and confidence to dissipate any suspicion. Moreover, undercut stacking is safe in neighborhood games and informal sessions, especially in low-stake to medium-stake games. But Neocheaters would not use the technique in knowledgeable company, and

¹⁹ *As identified in Chapter XI, the Neocheater can easily, but will seldom, stack himself powerful, sure-thing hands. He makes much more money over the long term by creating more modest but consistent advantages that do not arouse suspicions or resentments*

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almost never in professional high-stake games. Yet, the undercut is often used with great success in high-stake games with naive or unalert players and is a powerful money pump in the average Friday-night poker game.

The first step in undercut stacking requires culling. You already know two culling methods: Culling from discards described in Chapter III, and riffle culling described in Chapter II. Riffle culling is the only practical technique to stack a deck cold (i.e., when no discards are available such as with a new deck, a deck just put into play, or when alternating decks are used for every other hand). With a few hours of practice, you can control any cold deck through riffle culling. If you can cull one ace in one riffle, you can cull four aces in four riffles. Riffle culling is taught in more detail later in this chapter.

But for now, assume you have culled a winning hand by using one of the discard-gathering methods. For example, someone tosses you his folded two pair, kings over sixes, while someone else folds a hand with a pair of kings. You then maneuver those four kings on top of the deck by using the discard-squaring method described in Chapter III. You are now ready to execute the undercut.

a. Undercut Stacking

Your four culled kings, however, must be on the bottom of the deck to execute the undercut. You can cull discards to the bottom instead of the top of the deck, but culling to the top is usually smoother and more natural appearing. Moreover, the technique that switches culled cards from the top of the deck to the bottom is very easy and takes only a few seconds: Lift the deck in your right hand for an overhand shuffle and rapidly slide off your four culled kings, one by one, with your left thumb into your left hand. Then overhand shuffle the rest of the deck from the right hand onto those four cards in your left hand. Now your four kings are on the bottom of the deck ready for the undercut.

In the previous chapter, you practiced running cards one by one off the deck with your left thumb. The undercut depends on running off cards rapidly and smoothly. The maneuver is easy if your thumb and fingers are not too dry. Some professional stackers keep in their pocket a thin, small diameter container of

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a moistening conditioner such as Sortkwik or Tacky Finger used for bill-counting. As their deal approaches, they moisten their fingertips to make the undercut easier. But such conditioners must be used sparingly so as not to leave any residue on the cards and are generally avoided by Neочеaters.

Now, returning to undercut stacking: Your four kings are on the bottom, and you must deal six hands. So grasp the deck in the right hand for an overhand shuffle. With your left thumb and left two center fingers, simultaneously grasp both the top and bottom cards of the deck and pull them together into your left hand as illustrated in Figure 19. That move is called the undercut and is used here to place bottom cards (i.e., your four culled kings) in the desired stacked position. Now, with your left thumb, rapidly run off four cards from the top of the deck in your right hand onto the two cards in your left hand. Repeat the process: Top card and bottom card from the right hand are pulled together into the left hand, then four successive cards are pulled from the top of the right-hand portion of the deck onto the cards in your left hand. Repeat the same process twice more to finish stacking your four kings for a six-handed game.

Then pull one more card onto the left-hand cards; jut that card towards you about one eighth of an inch.²⁰ Next, overhand shuffle the remaining deck from the right hand onto that jutting break-card in your left hand. Now complete your blind shuffle by pulling out all the cards beneath the break-card with your right hand and tossing them in a single block back on top of the deck portion still in your left hand. That move puts your stack on top of the deck.

After a little practice, you can stack by using the undercut an entire five-card pat hand in fifteen seconds, complete with a concluding series of blind shuffles. The effectiveness of the undercut depends upon speed and rhythm. Your left thumb and fingers should not be too dry, and the cards cannot be too worn or they will tend to stick together and slide off the deck in blocks of two rather than one by one.

You will soon be doing the undercut so rapidly that removal

²⁰ *A moment before you jut the break-card, you may need to square the stacked cards in your left hand by quickly tapping the rear of those cards with your right little finger.*

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Figure 19
Pulling Cards from the
Deck During the Undercut

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of the bottom cards becomes an invisible blur, giving the appearance of a legitimate overhand shuffle. But you can then slow down the subsequent blind shuffles for a reassuring effect.

The mathematics of stacking hands for any number of players is simple: After getting the culled cards to the bottom of the deck and after simultaneously slipping off the top and bottom card from the deck, run off two less cards than the number of players from the top of the right hand portion of the deck onto the cards being stacked in the left hand. Repeat that process the same number of times as cards to be in your stacked hand. For example, repeat the process twice for a pair, three times for three of a kind, four times for four of a kind, and five times for a full house or other pat hands.

When stacking for gin rummy or any two-handed game, simply continue to slip off the top and bottom cards together into the left hand, as many times as the number of cards to be stacked in your hand. Then pull off one more card, jut it, and blind shuffle. In all cases, however, begin with your culled hand on the bottom of the deck, stack the cards with the undercut, and conclude with convincing blind shuffles.

b. Undercut Stacking Two Hands Simultaneously

Besides its simplicity, the undercut has another powerful advantage: Two hands can be stacked at the same time — one for the Neocheater and one for his victim. Again the first step is culling. The dealer can, for example, use *discard culling* and the undercut to deal his victim — preferably a heavily-winning or well-monied opponent — a six-four low in lowball while dealing himself a five low. (*Riffle culling* two hands simultaneously is generally too cumbersome and time consuming.) And in high draw, the dealer may cull four jacks for his victim and four kings for himself while gathering discards. In such a case, the dealer maneuvers his four kings to the bottom of the deck and his opponent's four jacks to the top while culling. Or he may put both hands on top of the deck. In that case, his hand should lie above his opponent's hand, (e.g., the four kings above the four jacks²¹). Now to get his own hand to the bottom of the deck while avoiding excessive blind-shuffling maneuvers, he simply overhand shuffles his four kings, one by one in quick

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succession, off the top of the deck and slides them to the bottom of the deck. He now has the losing four jacks on the top of the deck and his winning four kings on the bottom of the deck.

For two-handed poker, he holds the deck in his right hand for an overhand shuffle and simply pulls with the left thumb and middle finger the top card and the bottom card together simultaneously into his left hand, four times in succession. He then slides one more card from the deck onto the cards stacked in his left hand and juts that top card, completes a blind shuffle, and ends up with the two hands stacked on top of the deck. He can then false cut or foil the cut and proceed to annihilate his opponent: On being dealt four jacks, the victim will lick his lips in anticipation of draining every penny from his opponent, but instead he will be cleaned by the Neocheater.

The undercut stacking maneuver is ideal for gin rummy and other two-handed games. If the Neocheater stacks two hands and if the deck is cut at the crimp, the victim is doomed.

Now assume the Neocheater is playing seven-handed poker and has run four aces to the bottom of the deck and four queens to the top of the deck. How does he arrange his stack so he will get the four aces and, say, the third player from his left (a big winner or a monied fat-cat) will get the four queens? First, he simultaneously runs together with his left thumb and fingers the top card and the bottom card four times in a row from the deck in his right hand, just as if he were stacking for a two-handed game. Then he overhand shuffles the rest of the deck on top of those eight cards in the left hand. The interlaced aces and queens are now on the bottom of the deck ready for the final stack.

Putting the deck back into his right hand and selecting his monied victim as the third player from his left, the Neocheater executes a two-step maneuver — **Step One:** he again pulls off the top card and the bottom card of the deck together into the left hand, but then pulls two extra cards from the top of the deck

²¹ If during the culling, the four jacks end above the four kings, the dealer reverses their order by simply overhand shuffling those eight cards one by one off the top, then pulling off one more card, jutting it, and blind shuffling to leave those eight cards back on top with his four kings now above his victim's four jacks

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onto those two cards. **Step Two:** he repeats the process of pulling the top and bottom cards from the deck plus an extra- card from the top and letting those three cards fall on top of the first four cards pulled from the deck in step one.

Each such shuffling maneuver moves seven cards and stacks the cards for one round of dealing to seven players with the stacked cards going to the dealer and the third player from his left. He executes that two-step shuffling maneuver a total of four times (the number of cards to be stacked in his hand) and slides the final extra card *plus* a break-card from his right hand onto the stack in his left hand. The break-card is jugged and used to execute a concluding blind shuffle. The third player will now receive the four queens and be relieved of his bankroll by the dealer who will receive the four aces.²²

Two limitations exist for the undercut when stacking two hands simultaneously: (1) In games with more than two players, the hand stacked for the victim cannot be dealt to the player directly on the dealer's left or right, regardless of how many players are in the game. And (2) the undercut cannot be used to stack two hands when only three players are in a game... Except for two-handed games, undercut stacking always results in at least one non-stacked hand between any two stacked hands.

²² *To deal the four queens to the second (instead of the third) player on his left, the dealer pulls off the top and bottom cards plus three extra cards for the first half of the stacking maneuver; he then pulls off the top and bottom cards with no extra cards to complete the stacking for the first round of dealing. After all the cards are stacked, he pulls off only a break-card for blind shuffling. Now, if the victim is the fourth player from his left, the dealer pulls off one extra card for the first step of the maneuver and two extra cards for the second step. The formula for figuring the extra cards pulled off for step one is: [# of players] - [# of players from dealer's left + 2]. And for step two: [# of players] - [# of extra cards in step one + 4]. Realizing that cards pulled from the deck during stacking are in reverse order than when they are dealt will help you visualize exactly how the undercut works. ...And do not fret if the mathematics of stacking seem complicated. It is simple arithmetic. When practicing the stacking maneuvers, continually try different combinations for various numbers of players in various positions and the arithmetic of stacking will quickly become routine.*

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Discard squaring described in Chapter III is the most convenient method to cull cards for the undercut. But any method or combination of methods for culling is practical as long as the Neочеater gets the hand he wants without being suspect. A Neочеater, of course, avoids suspicion by never using four of a kind, a full house, or even trips just played. Instead he would use, for example, a pair from one discarded hand and matching single cards from other hands to cull three or four of a kind.

The undercut is ideal for lowball since hands previously played can be used directly because no one will remember the exact hands or suits of previously played hands. The Neочеater, however, will generally not use the undercut for stud-type games since faster and more efficient culling and stacking techniques exist for those games (such as the discard culling and stacking techniques described in Chapter III).

Neочеaters always conclude undercut stacking (or any other stacking technique) with a series of blind shuffles or false riffles, often topped off with a false cut.²³

Detecting the Undercut

- Suspect any dealer who repeatedly runs single cards off the deck just prior to overhand shuffling.
- By detection methods described in Chapter IV, look for blind shuffles, false riffles, or false cuts that must follow any undercut-stacking maneuver.
- The undercut can be done so swiftly that no one can see the top and bottom cards being pulled off individually, but the alert player can sometimes detect the snapping sound of cards being pulled together from the top and bottom of the deck.

* * *

²³ *Table 3 on page 113 shows the number of cards involved in culling and stacking various hands according to the number of players in the game. As Table 3 indicates, when stacking more than three cards in games with over six players, the stack becomes rather unwieldy for convenient manipulation.*

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**TABLE 3
CARDS REQUIRED FOR CULLING AND STACKING**

# Cards Stacked per Stacked Hand	<i>One Hand Stacked –for Dealer–</i>		<i>Two Hands Stacked –for Dealer plus Victim–</i>	
	# Cards Culled	# Cards in Stack	# Cards Culled	# Cards in Stack
<i>2 players in game</i>				
1	1	2	2	2
2	2	4	4	4
3	3	6	6	6
4	4	8	8	8
5	5	10	10	10
<i>3 players in game</i>				
1	1	3	2	3
2	2	6	4	6
3	2	9	6	9
4	4	12	8	12
5	5	15	10	15
<i>4 players in game</i>				
1	1	4	2	4
2	2	8	4	8
3	3	12	6	12
4	4	16	8	16
5	5	20	10	20
<i>5 players in game</i>				
1	1	5	2	5
2	2	10	4	10
3	3	15	6	15
4	4	20	8	20
5	5	25	10	25
<i>6 players in game</i>				
1	1	6	2	6
2	2	12	4	12
3	3	18	6	18
4	4	24	8	24
5	5	30	10	30
<i>7 players in game</i>				
1	1	7	2	7
2	2	14	4	14
3	3	21	6	21
4	4	28	8	28
5	5	35	10	35

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**TABLE 3
CARDS REQUIRED FOR CULLING AND STACKING**

# Cards Stacked per Stacked Hand	<i>One Hand Stacked —for Dealer—</i>		<i>Two Hands Stacked —for Dealer plus Victim—</i>	
	# Cards Culled	# Cards in Stack	# Cards Culled	# Cards in Stack
<i>8 players in game</i>				
1	1	8	2	8
2	2	16	4	16
3	3	24	6	24
4	4	32	8	32
5	5	40	10	40

Before proceeding to the next stacking technique, riffle culling must be examined in more detail:

c. Riffle Culling

Even in the strictest games with alert or fussy players, the Neocheater can usually cull a high pair and often three of a kind using one of the discard-gathering techniques taught in Chapter III. But assume he has been unable to cull a single card from the discards or no discards are available such as occurs when a new or different deck is brought into play. He must then work the deck cold in order to cull a favorable hand. One easy and effective method to cull directly from the deck is to use the riffle cull described below.

As in the technique described in Chapter II for cutting aces, pick up the deck, and begin parting the deck by riffling through the cards with your thumb. Stop the moment you spot an ace, and let that ace drop. Now separate the deck so that the ace becomes the top card of the deck-portion in your left hand. Then riffle shuffle the two deck halves together, but retain the top ace with your left thumb and drop that ace last on top of the shuffled deck. Now riffle again and locate a second ace — or other desired card — and place it on top of the first culled ace with another false-riffle shuffle, controlling the deck halves with your thumbs so the second culled ace falls on top of the first ace without any unwanted cards falling between them. Repeat the process for the third and fourth card, or until you have culled

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your desired hand to the top of the deck, ready for stacking.

With practice, you can riffle cull four aces to the top of the deck in less than twenty seconds. Four aces are merely an example. Actually you can riffle cull any desired cards or hands.

A Neocheater, however, seldom relies solely on riffle culling for stacking full or big hands, although he could. Instead, he usually uses riffle culling as an auxiliary to discard culling. For example, if he is able to cull only one ace to the top of the deck while squaring the discards, he can then quite easily riffle cull a second and third ace on top of that first ace. Whether he tries to cull the fourth ace depends on how long he took to cull the previous two cards, on the location of the final ace (it may be too close to the top or bottom of the deck), and especially on his objective. (Neocheaters can but seldom need to stack themselves blatantly powerful hands.)

After culling your desired cards to the top of the deck, run those cards quickly to the bottom of the deck in one overhand shuffle and stack them with the undercut or one of the other stacking techniques described later in this chapter.

A high pair can almost always be culled using discard squaring. One quick riffle cull should produce a third matching card in less than five seconds. After an hour's practice, you should be fairly adept at riffle culling. Remember always to keep the deck squared when riffle parting the deck so that the cards pass by individually, smoothly, and at the proper speed for quick selection.

When working a deck cold, you should be able to cull a pair of aces to the top with two riffles. And starting with a pair of aces provides an enormous advantage in draw poker and an even greater advantage in stud games.

A problem you will encounter when first practicing the riffle cull is flipping past your selected card by an extra card to leave an unwanted stranger on top of the culled card. If that happens, you have three options:

First, when interlacing the parted deck portions, retain both top cards (your culled card and the unwanted card) with your left thumb and drop those two cards last on top of the deck. Then execute a quick, single card overhand shuffle to get rid of the extra card by simply pulling it off the top with your left

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thumb and slipping it beneath the deck. And against alert or sophisticated opponents, the removal of that top card can be camouflaged by a subsequent blind shuffle.

Second, assume you have a pair of aces already culled on top of the deck and you have passed your third ace by one card while riffing through the deck. Just riffle shuffle that third ace right back into the deck, making certain the two aces in your right hand still fall last — on top of the deck. Then make another attempt to cull that third ace during your next riffle.

Or, third, as you will learn in Chapter VI, use a split-second cut that instantly gets rid of any extra cards on top of your stack.

Spend thirty minutes practicing the riffle cull. See how fast you can get a pair and then three of a kind to the top of the deck. The riffle cull is a potent ally when used with discard culling. Also, riffle culling is the most practical method for culling a deck cold (or when discards are unavailable). But remember, Neocheaters keep their eyes in natural motion, glancing but never staring at the cards being riffled.

Used with or without other culling techniques, the riffle cull is a valuable asset in the Neocheater's repertoire. With even a minimal mastery of the riffle cull, he can control cards in any deck under most circumstances.

Detecting the Riffle Cull

- A good riffle culler is almost impossible to detect. A person usually must detect Neocheating in earlier stages such as during discard manipulation or in later stages such as during the blind shuffle or false cut. Watch for the dealer who habitually glances at the passing cards while riffle parting the deck. (Most players do that, but if a dealer never looks at the riffing cards, you can rule out the riffle cull.) Also watch for the dealer who extensively uses riffle shuffles while consistently dropping one, two, or three cards last on the deck from his left thumb.

Continuing now with the next stacking technique:

d. Overhand Stacking

The Neocheater regularly uses the overhand stack to stack pairs and three of a kind with ease; but he seldom uses this

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technique to stack four of a kind, a full house, or other pat hands, unless he has already used discard stacking (described later) or the undercut to initially stack part of the hand — such as a pair or three of a kind.

Like many stacking methods, this technique is particularly effective when used in conjunction with other stacking techniques to build the desired stack. All Neocheating knowledge and skill is cumulative; the more the Neocheater knows, the more effective and resourceful he will be at the card table. If a Neocheater stacks a high pair using discard-stacking, he can easily overhand stack or riffle stack the third matching card and probably the fourth, if he wishes. Or, say someone tosses him discards that contain a pair that matches his stacked pair. He may use the overhand stack to add that pair to his stack, giving him four of a kind.

In any case, suppose you begin with a culled pair of aces on top of the deck and want to stack the cards so those aces are dealt to you in a six-handed game. You can accomplish that in three quick moves by using the overhand stack:

Move 1 — Hold the deck in the left hand. From the lower portion, pull out about half the deck with the right hand. Then using your left thumb, rapidly slide five cards, one by one, from the right-hand portion onto the two culled aces in your left hand. (You are stacking for a six-handed game.) Then with your left thumb pull off one more card from the right-hand deck portion onto the left-hand deck portion and jut that card so it sticks out an eighth of an inch or so from the back end of the deck. That card is your break-card needed to blind shuffle. Next, overhand shuffle the rest of the right-hand portion on top of that break-card. Then complete your blind shuffle by pulling out all the cards below the break-card with the right hand and throwing them in a single block back on top of those cards still in your left hand. You now have *five cards* above your two aces on top of the deck.

Move 2 — Now transfer the entire deck to your right hand for an overhand shuffle. Rapidly pull off six cards, one by one, from the top of the deck with your left thumb and then, without hesitation, slide those cards back on top of the deck. Or more precisely: the right hand which holds the bulk of the deck simply moves forward, sliding the deck behind those six cards in the

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left hand and repositioning those six cards (now in reverse order) back on top of the deck. The hardest part is now done: you have stacked your second ace. Next, allowing the deck to rest in the left hand with the right hand remaining around the deck, immediately make the next move to stack your first ace.

Move 3 — With your right hand, remove the lower half of the deck leaving the top half of the deck in your left hand. Then using your left thumb, rapidly slide (run off) five cards, one by one, from the cards in your right hand onto the top of the deck portion in your left hand. Immediately follow with a blind shuffle by sliding off one more card, jut it as your break-card, and overhand shuffle the rest of the right-hand portion of the deck onto the left-hand portion. Now complete the blind shuffle by pulling all the cards from beneath the break-card with the right hand and tossing them in a single block back on top of the cards still in your left hand. The pair of aces is now stacked to be dealt to you.

With practice, the overhand stack becomes so rapid that the Neocheater often must execute a few extra blind shuffles or false riffles to make the deck appear thoroughly shuffled.

The overhand stack is ideal for adding one card to a pair or three of a kind already stacked by either discard stacking or undercut stacking. For example, assuming the Neocheater has discard stacked a pair of queens for draw poker and has managed to get a third queen to the top of the deck, either through discard culling or riffle culling.²⁴ To stack that third queen, he removes the bottom half of the deck with his right hand for an overhand shuffle and simply runs off one card less than the number of players from the right-hand deck portion onto the cards in his left hand. He then runs off one more card, juts it, and completes a blind shuffle. He now has stacked three queens for himself.

As you practice this technique, pause at each step to review the progressive journeys of the cards you are stacking so you can understand precisely what is happening to them.

One drawback of the overhand stack is running the stacked

²⁴ *When riffle culling a partially stacked deck, the dealer must consciously protect that stacked portion by not culling a card too high in the deck. He must also protect his stack when false riffling the deck halves together.*

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cards off the top of the deck and then sliding them right back on top of the deck. But that move is camouflaged by promptly executing an overhand blind shuffle. And when your stack is complete, crown it with a few extra blind shuffles and a false cut to completely dissipate any suspicion.

If you have practiced running the cards one at a time off the deck for the undercut, you will have little trouble with the overhand stack. When executed properly, both the undercut and the riffle stack (described later) are generally superior to the overhand technique. Yet, in some situations, the overhand stack is ideal. Most Neocheaters learn the overhand stack because of its simplicity. And they often use the technique to add one card or a pair to their stack. With only an hour or two of practice, the overhand stack can be executed with relative ease and rapidity.

While it is possible to stack three or four of a kind using the overhand stack, Neocheaters seldom do. Stacking such hands is usually more effectively done by combining the overhand stack with either the undercut or the riffle stack. Neocheating stacking techniques rely on flexibility and improvisation. Indeed, Neocheaters usually combine or overlap various techniques for the easiest, safest, and most effective results. So the more familiar the Neocheater is with the different techniques, the more effectively will he drain opponents.

Most Neocheaters master the overhand technique for stacking at least a pair, especially since the technique is so convenient when combined with discard stacking or riffle stacking (described later). And the overhand technique is particularly effective for stacking two or three of a kind when combined with riffle culling. Still at times, the Neocheater finds it easier to simply discard stack his entire hand, thus avoiding all shuffle-stacking techniques.

Detecting the Overhand Stack

- Watch for the dealer who runs individual cards off the deck after parting it or prior to overhand shuffles.
- Especially watch for the dealer who runs a few cards off the top of a deck and then slides the deck behind those cards. That is a big giveaway.
- Watch for blind-shuffle and false-cut maneuvers following an overhand shuffle.

e. Knowing Everyone's Hole Card

What if you are playing five-card stud and want to use either the undercut stack or the overhand stack to deal yourself kings back-to-back, *plus* you want to know everyone's hole card? As explained in Chapter III, that is easy to accomplish when using discard stacking. But neither undercut stacking nor overhand stacking offers opportunities to glance at the cards as they are being stacked. So, how do you get to know everyone's hole card without discard stacking?

Assume you have stacked yourself a pair of kings for a six-handed game of five-card stud by using either undercut stacking or overhand stacking. Now to learn everyone's hole cards, simply execute a false riffle in the following manner: Part the stacked deck for a riffle shuffle. Now execute a false riffle, remembering to protect your stack as an undisturbed block of fifteen cards or so by riffling the left-hand portion more rapidly than those cards in the right hand, dropping the stack in a single block just prior to dropping the last card — the single card retained by your left thumb. But, as you finish the riffle, instead of dropping your stack in a single block, riffle those cards with your right thumb. Then slow the riffling motion for the last six or seven cards while bending those cards with your thumb just far enough to read their values as they fall in succession.²⁵ Remember the values of the last five cards above your stacked king. (That slow riffling action is easy to control and takes only a few minutes of practice to learn.) You then drop the single card retained by your left thumb last, having memorized the sequence of those five cards above your first stacked king. To get rid of that extra top card, you can simply slip it to the bottom of the deck and avoid suspicion with a subsequent blind shuffle.

Now the top five memorized cards will be your opponents' hole cards. If, for example, when you spotted your king during

²⁵ *While interlacing the cards, hold the two deck portions in a sharp V formation in order to see the value of the cards flash at their outer corners as they riffle from the right thumb. Or still better, whenever you want to read the cards, reverse the parting procedure so the left hand removes the top portion of the deck containing the stack. Then the stack will be riffling by the left thumb with the corner designs directly facing you. From that position, the values of the cards are more visible, easier to read, and can be flashed with less suspicion.*

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the riffle and then memorized the next five cards as say 4-Q-9-J-7, then the player to your right will receive the 4 and, counterclockwise, the next player will receive the Queen, the next player a 9 and so on. ...You will have given yourself a tremendous advantage, not only by dealing yourself a wired pair of kings, but by knowing everyone's hole cards.

f. Riffle Stacking

If you have practiced riffle culling and can perform the false riffle with any degree of smoothness, then you already know the moves required for riffle stacking. For example, look again at Figure 2 on page 58. Notice that four cards are retained by the right thumb while the single ace is retained by the left thumb. That picture suggests a shortcut method for stacking your first ace: Instead of dropping that ace last, drop it first and then drop the four cards from the right thumb on top of the ace and, presto, that ace is stacked for you in a five-handed game. In other words, the first ace has been culled in one riffle and the right thumb simply retains and then releases four cards on top of the ace in order to stack it for a five-handed game. Each additional ace or card to be stacked for the dealer's hand must be culled and singly passed to the top. Then as explained in Step 1 below, the left thumb subsequently builds the stack by releasing the required number of cards on top of each card culled to the top of the deck.

Beginning with a completely shuffled deck, you can riffle stack aces back-to-back for yourself in stud poker while knowing what every opponent has in the hole by taking the following two steps:

Step 1 —Place the deck in your right hand. Using your right thumb, riffle the deck until you spot an ace. Let that ace drop and immediately stop riffling. Then pass that lower portion of the deck with the ace on top into your left hand; and as in Chapter II when culling an ace, riffle shuffle the left and right hand cards together, but retain the ace with the left thumb in order to drop that card last on top of the deck. Again part the deck by taking the top portion into your right hand and passing the lower portion into your left hand for another riffle shuffle. But do not cull another ace yet. Instead, execute a false riffle; and with your left thumb retain and drop at least two, preferably three or four cards on top of your ace. Begin practice by retaining

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and dropping only two cards at a time from your left thumb. Practice until you can easily drop with accurate control four or more cards on top of your ace.

Suppose you cull an ace. Execute two false riffles while each time dropping on that ace two cards retained by your left thumb. You then will have four cards on top of your first ace. If you are playing in a five-handed game, your first card is stacked. If more than five are playing, you must drop the required number of additional cards on top of the ace so that it will be dealt to you.

Although your first riffle-stacking attempts may be awkward, you can with an hour or two of practice do the riffle stack with relative speed and ease. Keep in mind that you are essentially executing a false riffle but striving to get more than one card on top of the stack with each riffle shuffle. Quickly square the edges of the deck with your thumbs and fingers before each riffle for better control.

Step 2 — Cull your second ace exactly as you did your first, retaining it in your left thumb while protecting your stack with a false riffle. Drop that second ace on top of your stack as the last card. Should you fail to cull a second ace during that riffle, simply execute a false riffle which will leave an extra card on top of your stack. For now, remove that card with a blind shuffle. In the next chapter, you will learn an easier method to remove extra cards accumulated during false riffles.

After culling your second ace, you must riffle the required number of cards on top of that ace to stack it while protecting your first stacked ace. Proceed with the same method used to stack your first ace by riffle shuffling the proper number of cards onto that second ace while protecting the stack. But when playing stud, remember to bend the top cards upward with your left thumb²⁶ in order to briefly glance at and remember their sequence while riffling them onto the stack above your second ace. By remembering those cards, you will know everyone's hole card

²⁶ *Whenever possible, arrange for your left hand and thumb to riffle cards to be glanced at and memorized. When riffled from the left hand, the designs on the card corners are on the inside facing the dealer and are, therefore, easier to see and read. If riffled from the right thumb, you must position the two deck halves in a V formation in order to see the card designs flashing by on the outside corners.*

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in addition to dealing yourself a pair of aces.

Remembering opponents' hole cards is easy: Assume a six-handed game of five-card stud in which you have already stacked your first ace and culled your second ace on top of those stacked cards. Now with your next riffle, say you drop two cards on top of your stack while bending those cards slightly upward with your thumb and noticing they are, for example, a jack and a four. Your mind registers J-4. You riffle again dropping two more cards onto your stack while observing they are a king and a ten. Your mind registers K-10-J-4. Another riffle and you drop a single card, a nine, to complete your stack. Now you know the other players' hole cards will read clockwise 9-K-10-J-4 around the table, and you will be dealt aces back-to-back. ... For seven-card stud or hold'em, execute the riffling process twice while remembering both sets of cards stacked above each ace. You will then know both hole cards of each opponent.

Your thumb will gradually become accustomed to retaining and controlling batches of three and four cards to be dropped on your stack while mentally counting them (and, when advantageous, remembering them). Your goal is to smoothly cull and accurately stack with a minimum number of riffle shuffles.

You can cull and stack four of a kind or pat hands with riffle stacking. But usually stacking such hands is easier done by combining the riffle stack with other stacking techniques. For example, the riffle stack is especially convenient for adding the third or the fourth-of-a-kind card to a pair or three of a kind already culled and stacked from the discards.

Still, the riffle stack alone is often ideal for five-card stud, seven-card stud, and hold'em since you can cull and stack a high pair for yourself while knowing everyone's hole card (or cards) in fifteen seconds or less. In draw poker, however, using the riffle stack alone to stack four of a kind or a pat hand is generally not as easy or practical as using a combination of other stacking techniques.

Another stacking variation consists of initially culling all your cards in consecutive riffles. This method gets the culling out of the way first. For example, cull two kings, then proceed to stack them by retaining the top king with your right thumb and injecting the required number of cards between the top and

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second king with a couple of riffles. When that move is completed, riffle shuffle the required number of cards on top of your second king to complete the stack.

Neocheaters normally avoid the repetition and time required to riffle stack three or more cards by combining two or more culling and stacking techniques. (See Combination Stacking later in this chapter.) Various combinations can provide safer, easier, and faster routes to stacking four or five cards. As pointed out in Chapter XI, however, the pure Neocheater finds maximum advantages in the simplest and easiest maneuvers — he seldom has to stack more than one or two cards for himself. And often he does not stack any cards for himself, but simply remembers his opponents' hole cards while riffling (or he simply follows what-to-do signals from a colluding dealer, especially from a colluding house dealer in a casino) to gain unbeatable advantages.

Detecting the Riffle Stack

- Watch for the symptoms of false riffles as described in Chapter IV.
- Watch for the dealer who consistently uses his left thumb to retain one to five cards that are dropped on the deck last after interlacing all the other cards.
- Watch for the dealer who squares the deck before each riffle.

g. The Las Vegas Variation

As a refinement of the riffle stack, the Las Vegas variation uses the same principles learned so far, but the position of the hands while culling and riffling is different. For culling, the thumbs riffle and split the deck along the sides of the cards, as shown in Figure 20, instead of at their ends. This method of culling has the advantage of concealing all the moves from opponents with your hands and fingers. Also, after several hours of practice, the Las Vegas variation cull becomes faster and smoother than the regular riffle cull. Note the position of both thumbs in Figure 20; the moment the culled ace drops to the top of the lower deck half the left thumb is ready to split the deck. Then the two deck portions can be promptly riffle shuffled together while keeping the culled ace on top.

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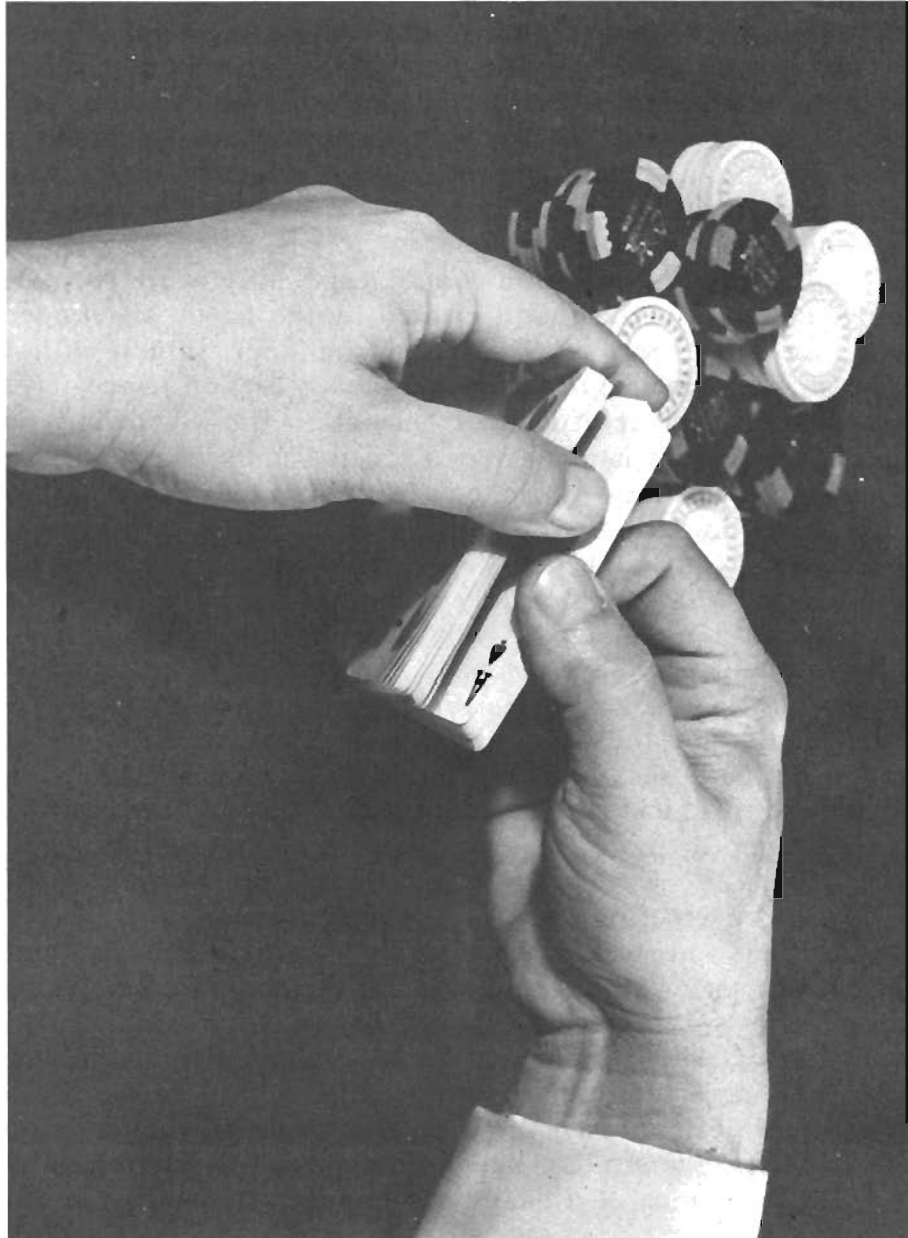


Figure 20
Riffling and Splitting the Deck at the Sides
in the Las Vegas Variation

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With the Las Vegas variation, the cards are completely shielded by the fingers of both hands while being stacked as the deck lies flat on the table (see Figure 21). After interlacing, the split deck portions are then pushed together and squared with the palms of both hands. Because the cards are shielded, the riffing process can be slowed not only for greater accuracy while culling and stacking but for greater ease while memorizing the value and sequence of everyone's hole cards.

The Las Vegas variation works especially well for false riffing. Because of the shield created by the hands and fingers, you can easily keep two-thirds of the deck intact without suspicion. Experiment for awhile with this variation to see if you prefer it to the regular riffle stack and false riffle. Switching over to the Las Vegas variation requires several hours of practice, but the technique will look smoother and offers more flexibility and control over the deck.

The advantage of the Las Vegas variation ironically produces its only disadvantage: ostensibly the cards are shielded to keep them from flashing — that is why dealers in casinos commonly use this variation. In naive company, however, or in neighborhood games, the Las Vegas variation may appear too expert or professional, and the shielding may appear to be done for questionable purposes. (Which it is!) Against such opponents, the regular false riffle and riffle stack may be preferable because their maneuvers appear more amateurish, open, and natural.

Detecting the Las Vegas Variation

- Culling and stacking by the Las Vegas variation is harder to detect than other culling and stacking methods. But, while this riffing method is extensively used by honest casino dealers, private players rarely hold and riffle the cards by their sides unless they are manipulating or peeking at the cards. So be suspicious of dealers (even certain casino dealers) who shield the cards and riffle them along their sides instead of at their ends.
 - Be suspicious of a dealer who squares the side of a deck just before another player cuts it.
 - Be especially suspicious of any dealer offering a crimped or gapped deck.
 - Watch for other suspicious moves by any dealer who

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Figure 21
Shielding the Deck from Opponents
with the Las Vegas Variation

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glances at the cards when riffling. (Most honest players also glance at the cards while riffling and shuffling; so if a dealer never glances at the riffling cards, he is neither cheating nor Neocheating—at least while riffling.)

h. The Intermediate-Stacking Variation

The intermediate-stacking variation is an abbreviated, faster version of the Las Vegas variation used for both false riffling and stacking. In both variations, the cards are culled along their sides as shown in Figure 20. But instead of placing the two deck halves flat on the table for riffling, the dealer holds the cards in his hands above the table and riffles them at an angle as shown in Figure 22. Otherwise, the stacking movements are the same as in the Las Vegas variation. And after the riffle shuffle by either variation, the deck halves are pushed together and squared with the palms of both hands.

While the shielding is less than in the Las Vegas variation, the advantage of the intermediate variation is its increased speed for culling and stacking cards. With a dozen or so hours of practice, rapid culling and stacking can be executed by using the intermediate variation. The action is fast, but remember that the sides of the deck must be smoothly squared after each riffle so the thumbs can effectively control individual cards when culling and stacking. Some Neocheaters prefer this variation, especially for stacking high pairs in stud or hold'em. And, of course, casino dealers who collusion cheat almost always use one of the two variations when manipulating or peeking at the cards.

Detecting the Intermediate-Stacking Variation

- Use the same methods for detecting the Las Vegas variation as described on page 128.

i. Combination Stacking

Combination stacking involves switching from one technique to another while stacking the deck. For example, if someone discards two pair, you can get them to the bottom in one overhand shuffle, stack them with the undercut, and then riffle cull another matching card to the top of the already stacked cards. Next, you can use either the riffle stack or an overhand blind

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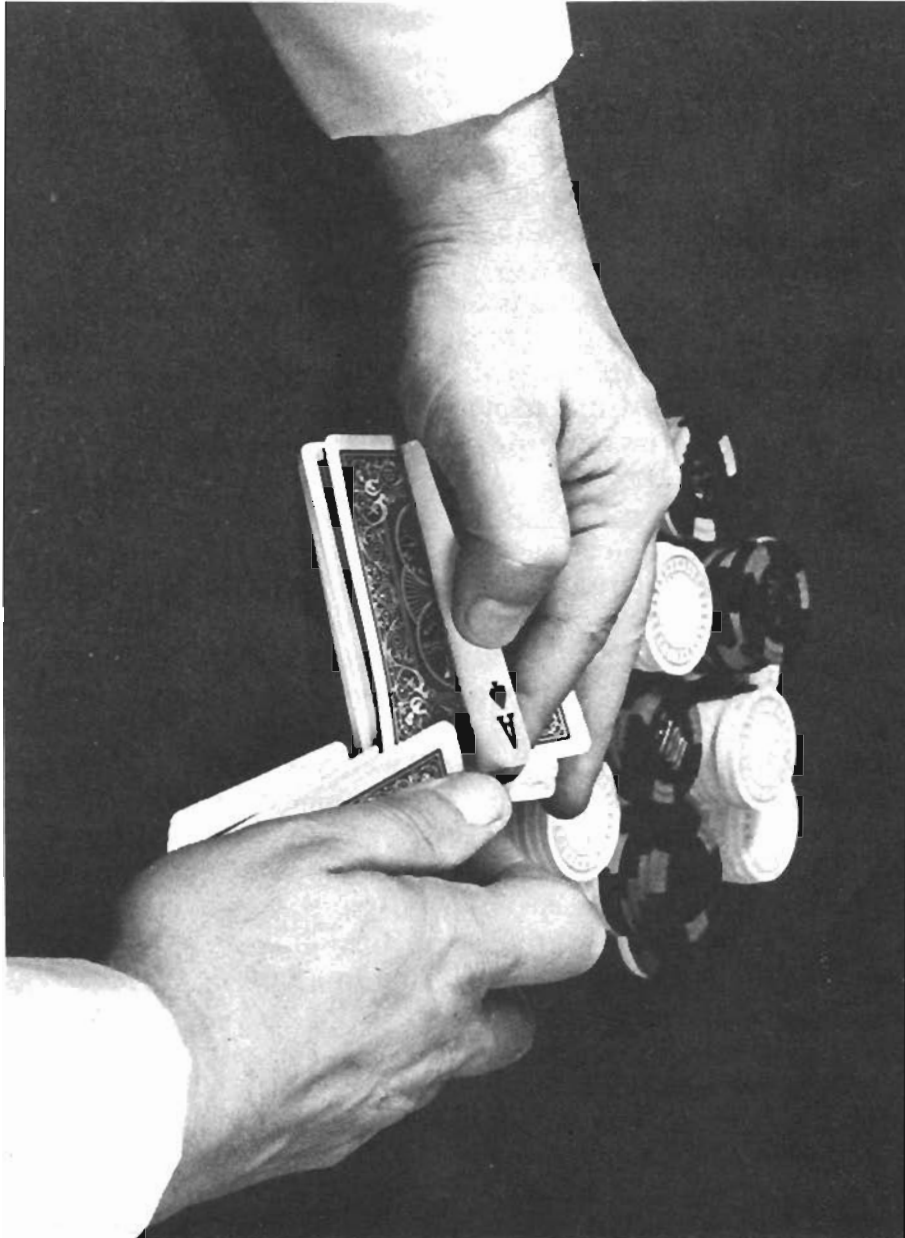


Figure 22
Shuffling Cards at an Angle for Speed
in the Intermediate-Stacking Variation

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shuffle to add the required number of cards to properly position that fifth card into the stack. Then, after a false cut or foiling your opponent's cut, you will automatically deal yourself a pat full house.

Or, if you have managed to stack an ace, deuce, and trey for lowball from the discards, you can riffle cull a four and a five or a joker in two consecutive riffle shuffles and use the overhand stack to position those two final cards so your stack will provide you with a pat wheel.

The stacking combinations are limitless. But even if you can perform nothing more than the preliminary stacking techniques described in Chapter III plus the blind shuffle, the false riffle, and the false cut described in Chapter IV, you will possess formidable power for draining money from almost any game or opponent.

Detecting Combination Stacking

- Review the detection methods described for each culling and stacking technique in this chapter. In order to detect or even suspect a Neочеater, you must be aware of one or more of his specific techniques (e.g., discard stacking, crimping, false riffling, blind shuffling, false cutting, foiling the cut).

j. Stacking for Blackjack (or Twenty-One)

Any simple culling or stacking technique that applies to stud poker, applies nicely to blackjack. The requirements for blackjack — an ace with any picture card or ten — are simple to stack. Blackjack is, in fact, the easiest card game to stack. Remember to add one extra card to your stack for “burying” or “burning” (discarding the top card or placing the top card of the deck face up on the bottom of the deck before dealing).

k. Neочеating for Bridge

A technique for dealing grand slams in bridge is described in Chapter VIII. The technique involves a unique false riffle (called the Complete False Riffle, also known as the Pull-Through) that is used in poker and other card games as well as in bridge. During that riffle, every card of the deck is kept intact while seemingly being shuffled with complete thoroughness.

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2. Detecting and Defending Against All Stacking.

- Review detection techniques for blind shuffles, false riffles, and false cuts in Chapter IV, pages 92, 93, and 101.
- Review the nine methods listed in Table I on pages 33 and 34 for methods to eliminate cheating or cheaters.
- Insist on cutting the deck whenever the cheater or Neocheater deals, and then ruin his stack with deliberately thorough cuts.
- Sit to the Neocheater's right and carefully cut at the crimp plus one extra card. You will then be dealt the stacked hand intended for the dealer. But beware of the extra alert Neocheater who will adjust the stack so when you cut one extra card you will set yourself up for a bankrupting loss.

Chapter VI

False Cutting — The Easy Way

Suppose you are playing stud poker, and the player on your left seems to be winning too consistently whenever he deals. But the deck seems free of marks or gaffs; he is not using a shiner; and after careful observation you conclude that he is using Neocheating techniques to stack the deck. Moreover, you have been unconsciously cutting at his crimp. Yet, you cannot actually see him cheat. What should you do?

First, you could openly accuse him of cheating. But since you have no direct proof, accusing him may be the worst option. If, for example, you publicly revealed his subtle techniques, you could become suspect as being “too knowledgeable about cheating”, thus tainting your reputation and perhaps even threatening your tenure in that game, especially if you are a consistent winner. Also, accusing the cheater could be risky, especially if you do not know how he will react. He may try to deflect the accusation by acrimoniously accusing you of cheating. Or he may try to bury the accusation by attacking you (even physically attacking you) for “questioning his honesty” or “besmirching his reputation”. ...Accusing anyone of cheating without direct proof is risky business.

A player using Neocheating techniques to stack the deck is always safe —you cannot catch him in the act or prove his cheating. You may not like the way someone shuffles or riffles, or the way he cuts the deck, but that is his individual prerogative and cannot be the basis for an accusation. In fact, when it comes to shuffling and dealing, many innocent players look far more suspicious than most cheaters. A Neocheater’s movements are natural; his methods are designed to allay suspicion. Moreover, many impeccably honest and experienced cardplayers know nothing about stacking or crimping, yet they shuffle and riffle the cards with very suspicious maneuvers: clumsily squaring the deck with the cards flat on the table facing them, shuffling the deck with mechanical and laborious motions, sifting awkwardly through discards, even riffling the cards face up.

A better move against the Neocheater is simply to miss his

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crimp by inconsistently cutting the deck extremely high or low. (For defense or counterattack purposes, try to sit on the immediate right of a suspected cheater so you can control the cut.) That would ensure a fair game and cause mounting frustration for the cheater, who would sooner or later realize the futility of further stacking. You could also destroy his stack by pulling a block of cards from the center of the deck, placing those cards on top, and then executing a regular cut.

Missing the crimp by purposely cutting very high or very low has a cat-and-mouse effect since the cheater will not be certain that you suspect him. Initially at least, he will probably classify you as one of those annoyingly erratic types who cannot decide where to cut next. He may try to change seats. Or he may simply give up his stacking efforts as long as you remain seated on his right.

Leaving the game is another way of responding to cheating. In fact, most “authorities” on cheating advise that the best course is to promptly leave any game in which you suspect or detect cheating. Following that advice is generally the least profitable route. Although in a few situations such as identified in Chapter I and XI, leaving is the only choice. But usually such action is unnecessary since the cheater can almost always be foiled and often be soundly beaten.

The above example of foiling the cheater is the simplest way to counter him. Below is a more profitable way to counter him. And Part Two of this book (DEFENSES AND COUNTERATTACKS) presents a full array of techniques designed to nullify, counter, and beat all cheaters.

1. False Cutting the Neочеating Way.

a. The Special Cut (The One-Card Cut)

With the special cut you can turn a cheater’s stacking efforts to your advantage. Sit to the immediate right of the suspected cheater and deliberately cut at the crimp, restoring the deck to his stack. But then give the deck an additional, rapid single-card cut (the special cut), and you will get the dealer’s stacked hand. The cheating dealer may not know exactly what you have done. And since the special cut looks like a normal center cut when executed swiftly, he will assume his stack was destroyed during

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that extra cut. The cheater will then be surprised and confused when you get his stacked hand. But because he knows that you did originally cut at or near his crimp, he will probably doggedly stack the deck another time or two until he realizes that you are not only aware of his cheating, but are taking advantage of him. At that point, he may leave the game, frustrated and outsmarted.

But beware of the extra alert cheater who knows the special cut. If he anticipates a repeat of that one-card cut the next time he deals, he can simply set you up for a big loss by adjusting his stack so you will cut yourself powerful cards while leaving him or a collusion partner with even more powerful cards.

The special cut is easy and takes about an hour of practice to perform smoothly. The major function of the cut is to remove the top card from the stack, while leaving the rest of the stack intact on top of the deck. Thus if you are sitting to the right of the dealer and remove the top card from his stack, you will receive any hand that he has stacked for himself.

Also, the special cut is ideal for removing an extra card from your own stack — such as removing the extra card placed there by a false riffle (as described on page 125). Moreover, the special cut is an excellent follow-up to the false riffle and is much faster than blind shuffles that are normally used to remove extra cards.

To perform the special one-card cut, first pick up the deck with your left hand. Then referring to Figure 23, use both hands to grasp the deck. Grasp each end between the thumbs and middle and ring fingers. The forefingers (index fingers) of each hand are positioned on the top card, but the left finger presses *firmly* down, while the right forefinger rests *loosely*. Also the left ring finger grips the bottom half of the deck while the left middle finger is held loosely.

Now, grasping the upper half of the deck with the right middle finger and thumb, smoothly pull that portion of the deck out with a straight sliding motion as the left forefinger exerts pressure to hold back the top card as shown in Figure 23. Now drop the left-hand portion of the deck with that retained top card onto the table and complete the cut by slapping the right hand cards gently on top of those just dropped on the table. Then square the deck.

Rapidly executed, the special cut gives the appearance of a normal center cut. When practicing the special cut, note that the deck is gripped by the left hand at the bottom half mainly with

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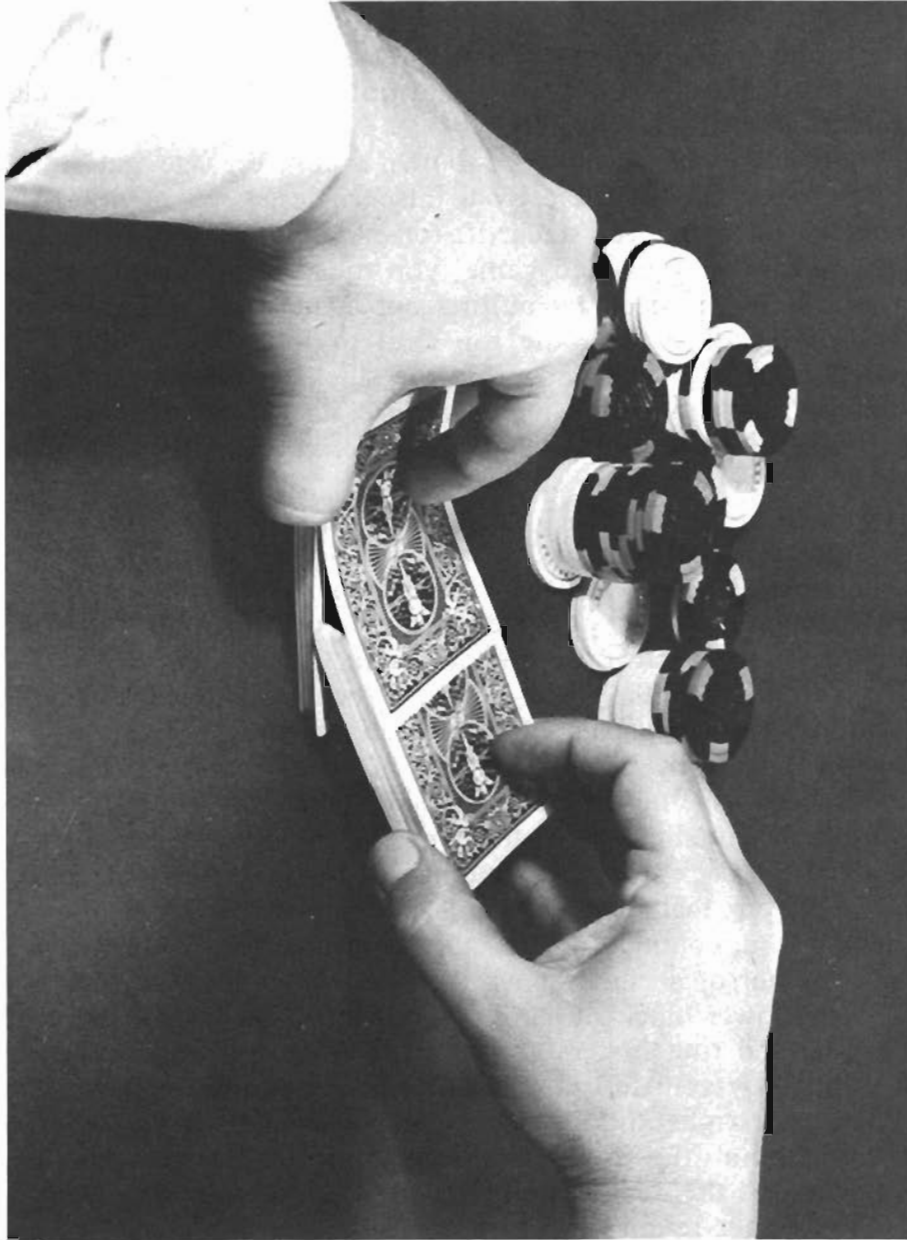


Figure 23
Getting Rid of the Extra Top Card
(The One-Card False Cut)

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the thumb and left ring finger. With the right hand, tilt the block of cards slightly upward while pulling them from beneath the single top card retained by the left forefinger. The right forefinger should exert no pressure against the top card so as not to hinder its retention in the left hand.

When using this cut for your own stack (e.g., to get rid of an extra top card left there by a false riffle), keep in mind the number of cards in your stack. If, for example, you have stacked a pat hand in a six-handed game, you must then control the top thirty cards of the deck by pulling out at least thirty cards with your right hand (or else the top card of the deck retained by your left forefinger will end up in the stacked portion, damaging the stack). But normally, unless you are stacking pat hands, you can routinely pull out about half the deck without disturbing the stack when executing the special cut.

b. The Four-Block Cut

The next false cut looks incredibly thorough, but leaves the stack completely intact and is nothing more than an elaborate extension of the basic false cut taught in Chapter IV.

To help visualize the finger positions for this cut, refer to Figure 24 which shows the four-block cut in its final stages. Begin practicing this cut by first holding the full deck with your left two center fingers and thumb along the sides, near the end. Hold the left forefinger out slightly, not touching the cards. Next, grasp about a fourth of the deck from the bottom with your right forefinger and thumb, pull out that block of cards and place it over the top of the deck — but continue holding the right-hand end of those cards about a quarter of an inch above the deck. Now separate (roughly in half) the lower block of cards in your left hand by parting your left middle and ring fingers about a half an inch. The side of the deck gripped by your left thumb will remain solidly together.

Then your right middle finger (or ring finger, if easier) and your right thumb dip down and seize about half of that bottom, split portion of the deck. But at the same time, your right thumb and index finger retain their grip on the topmost block of cards. As shown in Figure 24, the right thumb and middle finger then partially withdraw (about two inches) that lower block of cards along with the upper block. At that juncture, each hand holds

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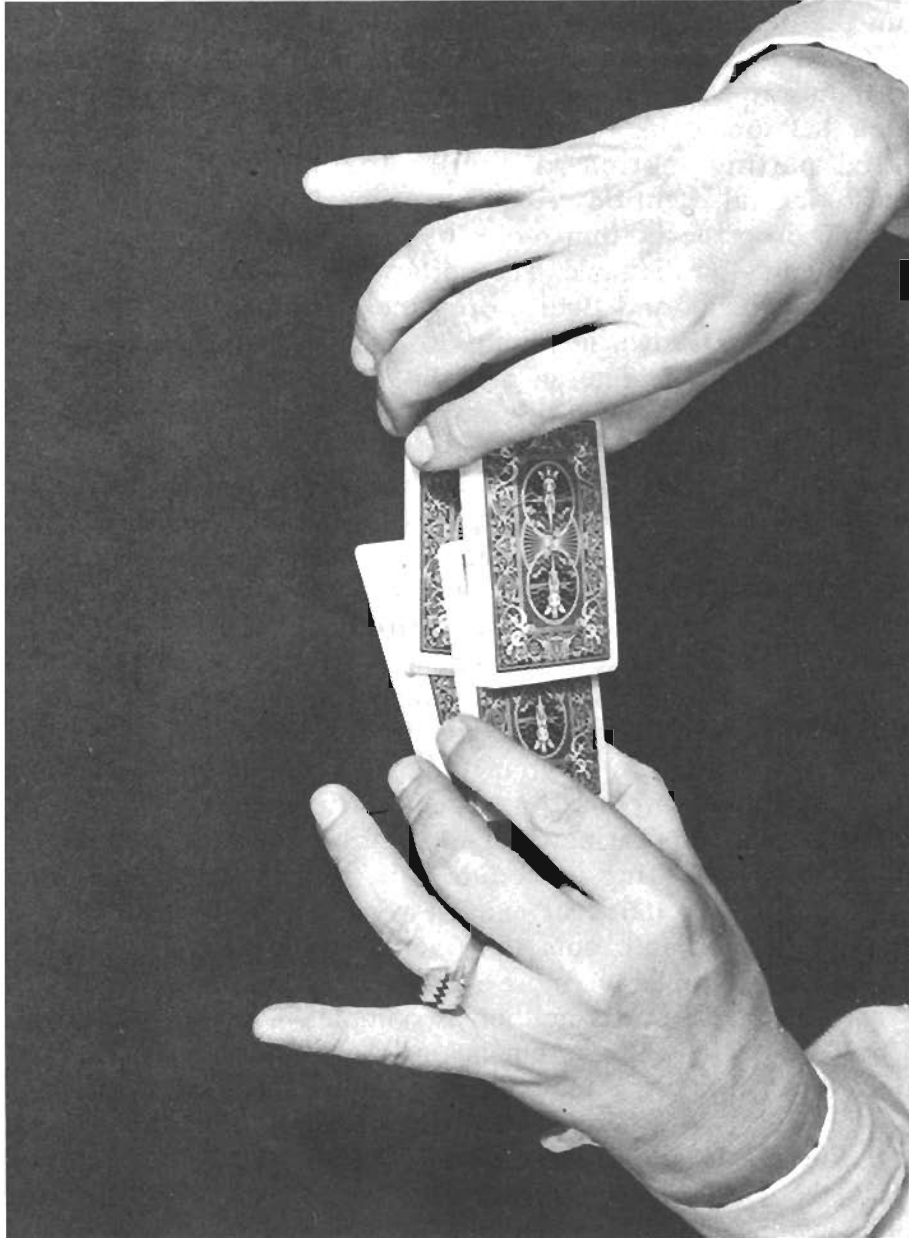


Figure 24
Separating Cards During
the Four-Block False Cut

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two separate blocks of cards, parted but not completely separated from the deck (as shown in Figure 24).

Both hands now tilt upward slightly and the right index finger and thumb release only the top block of cards as both hands part to let that top block fall through to the table. (This upward V-angled parting motion is similar to that used in the basic three-block false cut described on page 102.)

Now drop the bottom block of cards in the left hand on top of those cards on the table. Then drop the remaining block of cards in the right hand, and finally drop the last block of cards still in the left hand as shown in Figure 25. ...Your stack remains on top, completely intact despite an incredibly thorough-looking cut.

Like many Neocheating maneuvers, the description seems much more intricate than the actual execution. The entire four-block false cut takes no more than five or six seconds to execute, even when done without haste. The moves are relatively easy to execute, especially if you have practiced the three-block cut described in Chapter IV. And, as in that three-block cut, the first step of bringing the bottom portion of cards to the top is performed faster than the subsequent card-dropping steps. After an hour or two of practice, you will be executing the four-block cut smoothly. And if you decide to master this cut, you will develop a nimbleness in your fingers that will be valuable for executing almost any card-manipulation technique.

The intricate-appearing, four-block false cut adds a convincing finality to any stacking procedure. But against certain opponents (e.g., against very naive or against very savvy opponents), extra thorough or elaborate cuts may actually increase suspicion. In such cases, a simpler or more straight forward cut is best.

The next false cut is neither as complex nor as flourishing as the one above. Instead, the cut has a crisp businesslike appearance and is worth mastering for both its simplicity and efficacy.

c. The Basic Workhorse Cut

Lift the deck from the table and grasp the cards with both hands by placing the thumbs and middle fingers along the sides at each end and resting the forefingers lightly on top. Next, create a slender gap along the inner side of the deck (as shown in Figure 26-A) by pushing down (crimping) the right inside corners of the bottom

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Figure 25
Completing the Four-Block False Cut

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few cards with your right thumb; and then with your right thumb and middle finger pull out about half of the lower deck and place that crimped portion on top of the other deck half. The exposed side of the deck facing opponents should be even, with no visible gaps. The right fingers shield the gap on the right end, and the right forefinger pressing down on top of the deck keeps the gap from being visible along the inside edge and on the left end.

With the left thumb and middle finger, proceed with a series of shallow cuts by pulling small blocks of cards from the top and placing them one above the other on the table as shown in Figure 26-B. When you approach the gap let it open wider by releasing the pressure from your right forefinger (which has been pressing down on top of the deck) — with the wider gap you can more easily and accurately hit your crimp. Continue pulling off small blocks of cards up to that crimp. Then with an air of finality slap the remaining entire block of cards on top of those already on the table. ... Your stack now sits undisturbed on top. Square the deck on the table with your thumbs and fingers.

In thirty minutes to an hour, you should be able to execute this basic false cut with speed and smoothness. The series of small-block cuts should be fairly rapid and without hesitation, especially when you reach the gap.

The basic workhorse cut is popular among clever mechanics and, for the Neocheater, is well worth mastering. Also, this false cut can preserve a bottom cull or stack by making the first cut up to the gap, followed by a series of small-block cuts with the remainder of the deck.

2. Detecting and Defending Against False Cutting.

Detect false cuts by:

- Watching for the same block of cards consistently ending on top of the deck.
- Being suspicious of fancy cuts, extra thorough-looking cuts, and quick multi-way cuts. Also watch for simple crimp cuts.

Defend against false cuts by:

- Using the methods described at the beginning of this chapter to foil the cheater's cut or to get his stacked hand.
- Using the defenses against blind shuffling as described on page 98.

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Figure 26
A. The Gap During the False Cut
B. Pulling Off Small Blocks of Cards

Chapter VII

Peeking And Colluding — The Safe Way

1. Peeking the Neочеating Way.

Peeking — seeing a card in the deck while dealing — without making any suspicious movements is easy to master and can be worth a fortune. In fact, certain peeking maneuvers are so easy and invisible that they are Neочеating. Peeking can be an especially useful Neочеating tool for stud poker and blackjack. And knowing (by an invisible peek) the last card dealt to an opponent in lowball offers a crushing advantage. Even in gin rummy, a Neочеater can through an invisible peek always know the next card to be drawn from the deck by his opponent.

a. Stud and Blackjack Peek

The first peeking technique is particularly suited for stud and blackjack (but is also useful for draw poker, especially lowball). Suppose the Neочеater is dealing seven-card stud, and only he and one other player are left in the action. One face-down card remains to be dealt. The Neочеater's opponent has raised, probably on three fours plus a four-card flush. The Neочеater must now drop, call, or reraise. With three wired aces, he has his opponent beaten, but could be destroyed if that opponent improves on the next card.

To know the next card, the Neочеater simply grips the deck in his left hand as he normally would when dealing — his index finger curled across the top edge, his three fingers wrapped around the bottom, and his thumb across the top card. With understandable caution, the Neочеater then decides to “recheck his hole cards”. To help camouflage his peek, he may check his two hole cards one at a time — not peeking while checking his first hole card.

But as he lifts his second hole card with his right thumb and index finger, his left hand moves in (ostensibly to prevent opponents from seeing his hole card). During that shielding process, the dealer inverts the deck in a casual and normal manner as shown in Figure 27. Now with the top of the deck

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Figure 27
Stud and Blackjack, Top-Card Peek

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concealed from everyone's view except the dealer's, his left thumb slides back slightly and then pushes forward on the top card to warp that card just enough to see its value in the upper corner. Immediately, his left thumb releases the pressure, and he casually brings the deck face down again while simultaneously releasing the hole card from his right thumb.

In private blackjack, the dealer follows the same procedure to peek at the hit card to be dealt to himself as he checks his hole card or cards. (This peek is not practical for casino 21 because the dealer hits himself according to fixed rules.)

The peek is done without hesitation or hurry. With both hands synchronized, it takes only a few minutes of practice to execute smoothly. When inverting the deck, arrange your finger and hand positions as shown in Figure 27 to completely shield the peek. Ironically, during this natural-appearing move, the most an opponent might object to or worry about is someone seeing the relatively insignificant bottom card flash (without ever realizing that the dealer is simultaneously peeking at the crucial top card). To avoid that objection, simply hold together your left fingers that are wrapped around the bottom card to completely conceal it. But the Neochearer may purposely expose that bottom card to the other players in order to diabolically distract them by letting them think that they are gaining a sneaky advantage over the dealer (since he cannot see the bottom card from his angle).

b. Stud-Peek Variation #2

An alternative peeking technique designed for stud poker is illustrated in Figure 28. As the top card is turned over while being dealt, the dealer holds that card in his right hand momentarily over the top of the deck while announcing the card's value. As shown in Figure 28, that card provides a shield for the peek. And that peek is especially effective when only one opponent remains because that peeked-at card will be dealt to him on the next round.

c. Stud-Peek Variation #3

This peek differs from the previous two peeking techniques in that the bottom corner rather than the top corner of the top card is read. Figure 29 shows the position of the deck for this

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Figure 28
Stud Peek Variation #2

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Figure 29
Stud Peek Variation #3

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peek variation. The dealer holds the deck well down in the left palm with the middle finger meeting the right corner and with the left thumb resting parallel across the top. He wedges the upper left edge of the deck tightly against the fleshy base of the thumb. His left thumb then reaches slightly forward (across the top card) and slides back that top card so it can be read as shown in Figure 29. After the peek, a push with the base of the thumb quickly moves that top card back into normal position for dealing.

As with peek variation #2 the dealer does not have to feign looking at his hole cards to execute this peek. He peeks in conjunction with any natural movement that momentarily conceals the deck, such as when putting chips into the pot with the right hand while peeking with the left hand (as shown in Figure 29) or when counting chips or bills with the right hand. Some peekers keep an ashtray to the front and left of their chips and peek while using the right arm as a cover when putting out a cigarette or flicking ashes. ... Neоcheaters always glance, never stare when peeking. And they expose only enough of the card to glimpse its value.

d. Bottom-Card Peek

The bottom-card peek is easy. The deck is held in the left hand. The right hand then comes over to either square the deck or put it on the table. As the right fingers grip the top of the deck, the left index finger slips beneath the deck. The first joint of the left index finger then presses against the bottom card and slides it out about a half inch from the rear of the deck. Immediately the right thumb grips that bottom card and bends it up, flattening it against the rear of the deck (as shown in Figure 30) so the card can be quickly read. The entire move can be done in one or two seconds. The moment the card is read, it is released and the left index finger pulls the card forward, square against the deck again.

A player does not have to be a bottom dealer to take advantage of this peek. Simply knowing that bottom card can give him a slight edge and at times a very important edge, especially in stud poker.

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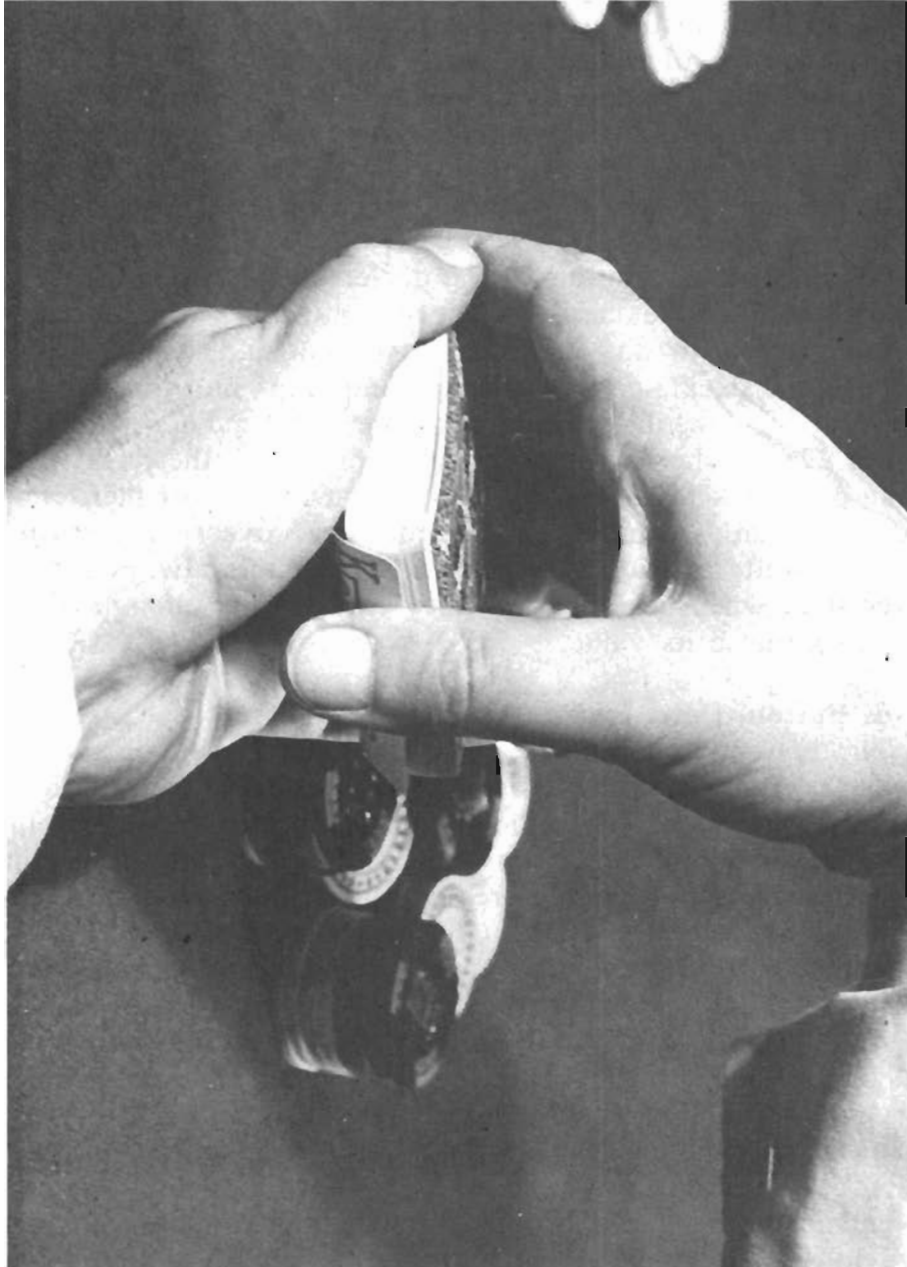


Figure 30
Bottom-Card Peek Variation

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e. Gin-Rummy Peek

The gin-rummy peek is used in rummy games or in any game in which cards are drawn off a deck that sits on the table. The dealer's right center finger slides the top card towards him with just enough pressure to drag the second card out slightly over the edge of the deck. The right thumb then lifts both cards at the same time as shown in Figure 31. Immediately after glimpsing at the second card, the forefinger quickly flattens both cards down again before removing the top card from the deck. With a little practice, this maneuver is invisible and undetectable.

2. Colluding the Neocheating Way.

Neocheating is a concept — a concept of safe and easy cheating. Actually, *any* cheating technique including any traditional or classical technique that is safe and easy is Neocheating. Even collusion cheating becomes Neocheating when it delivers safe and easy advantages. In fact, one of the ultimate Neocheating ploys involves collusion.²⁷

That collusion ploy is one of the subtlest and most potent of all cheating techniques. The anecdotes in the first chapter show two examples in which John Finn encounters collusion Neocheating in stud and hold 'em poker in public casinos. Even with all his poker expertise, John cannot beat that kind of cheating.

Such collusion Neocheating involves a dealer who casually remembers the sequence of gathered cards. He then blind shuffles and false riffles those cards. Thus after dealing, he knows everyone's hole cards and proceeds to signal the appropriate moves (bets, raises, folds, calls) to his partner. With those instructions from an all-knowing dealer, the partner gains natural-appearing but unbeatable advantages. ... The dealer in effect makes his partner function as a super good player who plays flawlessly by "reading every hand perfectly". Moreover, by being totally indifferent to the fall of the cards, the Neocheating partner cannot be read. To beat that kind of collusion Neocheating, a player would have to know what the dealer knows (i.e., everyone's hole cards) through perfect reading of all opponents. But unfortunately, perfect reading of all opponents is not possible.

²⁷ *For details on that and other forms of collusion cheating, see Chapters I, VII, and XI.*

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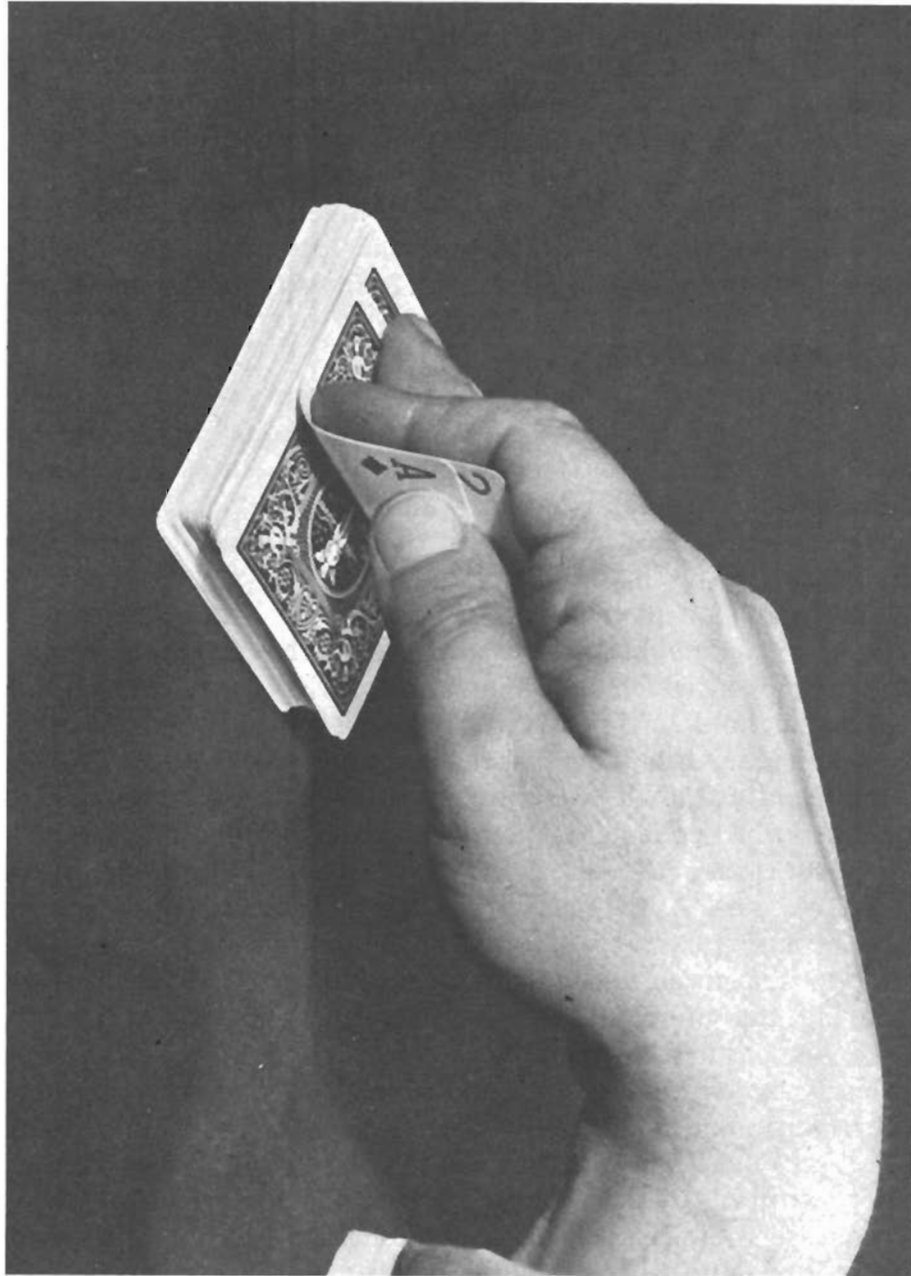


Figure 31
Gin-Rummy, Second-Card Peek

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Collusion Neocheating flourishes in casino poker because the house dealer totally controls the cards and deals every hand — no player ever touches or cuts the deck. (Ironically, one reason casinos employ poker dealers is to prevent cheating.)

Recently, a similar form of potent Neocheating has begun penetrating private games. In private games, however, the Neocheater does not need a partner. He simply learns (by methods described in previous chapters) and remembers all opponents' hole cards during his deal. While unlike the casino dealer and his partner who have their collusion advantages available for every hand, the Neocheater's advantages in private poker are available only once every round —during his deal. Still, that advantage is sufficient to generate unbeatable long-range advantages in most games. And most importantly, that Neocheater cannot be caught because he not only never needs to use tell-tale devices or gaffs, but he never even needs to stack the cards. In fact, no direct evidence is ever available for accusing him of cheating.

3. Detecting and Defending Against Peeking and Colluding

Detect peeking by:

- Watching for the deck being turned sideways or inverted during any movement by the dealer.
- Watching for any unnecessary movement of the dealer's free hand toward the hand holding the deck.
- Watching for any suspicious movement of cards below the top card wherever a player draws from the deck in games such as rummy.

Defend against peeking by:

- Demanding an immediate cut of the deck on detecting any suspicious movement such as described above.
- Using the knowledge that the dealer has peeked at your card to bluff or beat him (must wait for the right setup or situation).

Detect and defend against colluding:

- See pages 29,171, and 191; Chapters I, X, and XI.

Chapter VIII

Degrees Of Neocheating And Future Neocheating

1. Degrees of Neocheating—More Difficult Neocheating

An essence of all Neocheating is its simplicity and ease of execution. But the ease of execution for different Neocheating techniques varies somewhat. Some Neocheating maneuvers require more effort than others. But any maneuver must be safe, easy, and effective to qualify as Neocheating. And all Neocheating maneuvers are easier and safer than classical or traditional cheating.

An example of a difficult classical-cheating technique evolving into a relatively easy, invisible Neocheating maneuver is the complete false riffle. While that false riffle requires several hours of diligent practice and is one of the more difficult Neocheating maneuvers, it is still easy compared to classical techniques and safe compared to traditional techniques.

a. The Complete False Riffle (the Pull-Through)

The complete false riffle is also called the pull-through. It is invisible and hinges on a unique false riffle that keeps the *entire* deck intact. The complete false riffle can be effectively used not only in poker but in any card game. The maneuver is executed as follows:

With the deck on the table, remove the top half of the cards with the right hand and proceed to riffle shuffle as you would in the Las Vegas variation (described on pages 128-130) with two exceptions — (1) riffle shuffle the deck legitimately, *without* keeping the upper right-hand deck portion intact, and (2) keep the right-hand portion of the deck angled as shown in Figure 32 (half the deck is turned face up to illustrate the moves more clearly).

For the Las Vegas variation, you continue shielding the cards with your hands and fingers while using your palms to push the deck halves together. But for the complete false riffle, you stop shielding the deck as your hands shift immediately after interlacing the deck halves and before pushing the halves together. Your hands shift so that the middle fingers and thumbs

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Figure 32
Pull-Through, Step One
Angling the Deck Halves During the Riffle Shuffle
(face-up deck half for illustrative and practice purposes)

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grip the sides of the deck halves near the ends and the ring fingers press against the deck ends as shown in Figure 32.

Keeping the deck angled, push the deck halves together as far as they will go so the angled halves move completely through each other and protrude at opposite ends as shown in Figure 33. Next, grip the protruding corners of the deck at their sides between the middle fingers and thumbs of both hands while keeping the outer fingers close together to shield *only* the deck ends. Now with your thumbs and fingers square the sides of the deck, *but not the ends*.

At that moment, the deck halves are no longer angled, but form a straight line as the interlaced halves protrude about a quarter to a half inch from each end. Those protruding ends are hidden by the fingers of both hands that are squaring the sides of the deck and *seemingly* squaring the ends as the little fingers caress the ends of the deck. The entire side-squaring maneuver should take no more than two or three seconds.

With the fingers still shielding the ends of the deck, the thumbs and middle fingers firmly grip both sides of the deck at the corners. Now with a tight grip, swing the far left edge of the deck toward you an inch or so with your left hand and pull those cards smoothly outward to extract the entire original right-hand portion of the deck (the original stacked, top portion) as shown in Figure 34. Press down with your left forefinger as you extract those cards—the entire block should slide out easily. Then simulating a cutting motion, slap that block of cards on top of the right-hand block and square the deck. All the cards, including the stacked cards, are now back in their original positions.

Done properly, the complete false riffle is undetectable. With practice, it can be done very rapidly and gives the appearance not only of thoroughly shuffling but of capping each shuffle with a solid cut. The key to executing that maneuver lies in lightly and *loosely* riffling the cards and then gently pushing the halves inward. After the side-squaring motion and without groping or fumbling, the original top block of cards is pulled out intact with the left hand.

Since the complete false riffle looks so reassuring, the maneuver is valuable to the Neocheater—especially when he is discard stacking. But the Neocheater must be willing to invest a

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Figure 33
Pull-Through, Step Two
Pushing the Halves Together Until They Protrude at Opposite Ends
(face-up deck half for illustrative and practice purposes)

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Figure 34
Pull-Through, Step Three
Completing the Pull-Through

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few hours of practice to master the maneuver. Three or four rapid repetitions of the complete false riffle, followed by a crimp and a false cut is a perfect, invisible maneuver for the discard stacker.

Note particularly the difference in the position of the hands between the Las Vegas variation riffle and the complete false riffle: In the former maneuver, the deck remains completely shielded during the entire riffle shuffle. In the latter maneuver, everyone can clearly see that the dealer has thoroughly “shuffled” the deck when his fingers grasp the sides of the deck and push the interlaced card together. Only after that push-through does the dealer shield the deck to falsely square its ends. That allows him to pull the deck apart again with all the cards in their original positions.

When practicing the pull-through, go slowly at first and concentrate on accuracy — speed comes with practice. Also when practicing, invert one of the deck halves as shown in Figures 32-34 to ensure that the entire deck stays intact during each complete false riffle. Your stack can be ruined if a card or two from one block of cards get caught and end up in the other block of cards.

b. Winning at Bridge

The complete false riffle is not only effective in poker, but is especially effective in bridge for dealing premium hands to you and your partner, even for arranging grand slams. Bridge seems tailored for discard stacking since players can handle and spread out tricks on the table in order to “check, think about, and memorize” the cards that have been played. The object is to discard stack a few extra honor cards or to concentrate suited cards for the next hand by casually placing the desired cards in the proper stacking order as the tricks are handled and gathered.

Assume you have easily discard-stacked aces, kings, and queens for yourself and your partner by placing them in the proper sequence as the tricks are spread and then collected. Now, after the hand is played and the cards are stacked and gathered, use the complete false riffle to “shuffle” the deck four or five times. Next, crimp and cut the stacked deck at about the middle and offer it to your opponent for a cut. Four out of five times he will cut at your crimp. Thus with the complete false riffle, you can regularly deal you and your partner cards with unbeatable

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advantages. ...And *your partner never needs to know what you are doing*. He along with everyone else will simply believe you are both lucky.

But suppose your opponent misses your crimp and cuts so that he and his partner will be dealt the premium hands. In that case, you can “accidentally” expose a card during the deal and insist on redealing.

Detecting the Complete False Riffle

- Watch for the Las Vegas variation grip.
- Watch for the shuffling and pushing together of the deck halves at an angle that leaves the corners of both deck halves protruding at opposite ends.
- Watch for the dealer who squares the sides of the deck while shielding the ends so you cannot actually see him squaring the ends.
- After the dealer seemingly squares the deck and as he pulls it apart into split halves with both hands, look for the deck being pulled apart from an interlaced position.
- Notice if after each riffle shuffle, the dealer seemingly cuts the deck soundly.

Defending Against the Complete False Riffle

- On suspicion, simply demand and make a cut that will destroy any possible stack — center cut several times and square the deck before the dealer picks up the cards to deal.

2. Future Possibilities.

Most Neocheating techniques have evolved from difficult or risky forms of classical or traditional cheating. If a safe and easy Neocheating maneuver presently does not exist for a particular function,²⁸ such a maneuver may possibly evolve in the future. For example, no Neocheating method presently exists for *very* rapidly stacking culled hands for two or more players. But a

²⁸ *Once the Neocheating maneuver fills a function, all other more difficult or detectable forms of cheating for that function become obsolete. That is why, as demonstrated in Appendices A and C, Neocheating has obsoleted essentially all classical and traditional cheating techniques.*

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classical cheating maneuver called the interlace (also known as the faro shuffle) can stack culled hands for two, four, or eight players in less than five seconds. The interlace, however, is not Neocheating because it requires too much skill when used to stack cards, as described below:

a. The Interlace Stack

Ironically, the basic interlace maneuver is innocently used by many honest players executing sloppy wedge or butt shuffles. But when the interlace is purposely executed with *precision*, it is far from innocent: The deck is split into two equal portions as it sits on the table. (The deck need not be split precisely in half.) Each half is then gripped at the ends along the sides between the thumbs and third fingers. With the edges of the deck halves perfectly squared — an absolute necessity — the ends are pressed *lightly* together as the halves are held at a slight V angle (i.e., the inner ends are pressing together while resting on the table-top as the outer ends are held about an inch above the table as shown in Figure 35). After some diligent practice, the cards will interlace perfectly one by one as the butted deck halves are lifted while being *lightly* pressed together. With light pressure, the alternating interlacing action commences from the top and works its way down. (The interlace is easier to execute with plastic cards than with cardboard ones.)

The interlace is effective for *quickly* stacking culled hands. The technique, however, is applicable only to two, four, or eight players. With the culled hands on top of the deck, one interlacing riffle stacks for two players, two interlacing riffles stack for four players, and three interlacing riffles stack for eight players. But since so many other easier and effective Neocheating techniques are available for stacking, the interlace is rarely used in poker.

The interlace, nevertheless, can be ideal for stacking gin rummy and bridge hands. But a player must be willing to invest much more time and effort in mastering interlace stacking than the easier Neocheating stacking techniques. And since so much practice is needed to achieve the required perfect alternation of the cards, chances of encountering an interlace stacker today are rare. Still, as with all stacking methods, any suspicious move can be countered simply by demanding and making deliberate center

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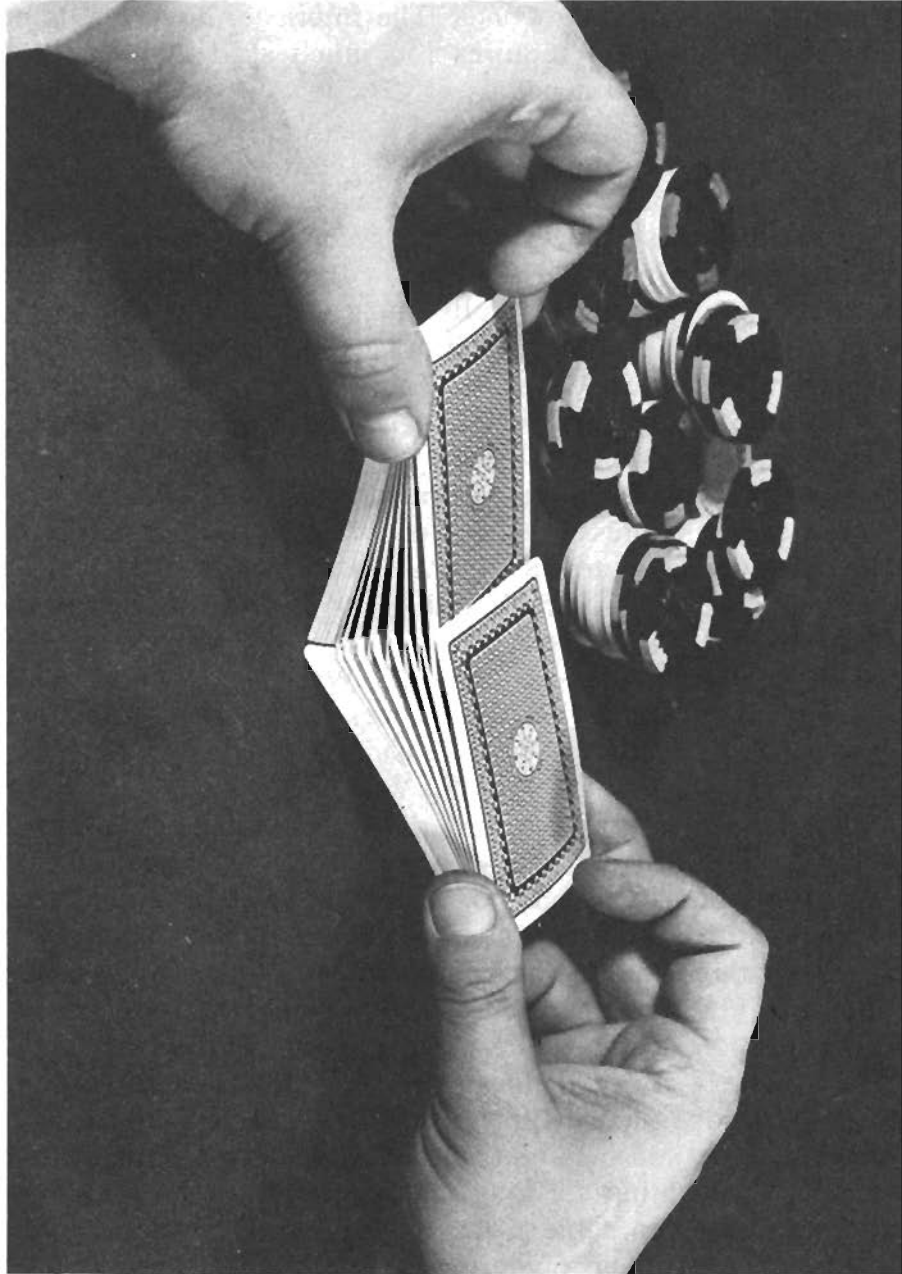


Figure 35
Holding the Cards for a Perfect Alternating Interlace

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cuts that would destroy any possible stack. And to prevent the cut from being foiled by the dealer, always cut in noncrimped areas, complete the cuts, and square the deck before the dealer picks up the cards.

* * *

While interlace stacking is a safe and innocent-looking maneuver, its proper execution currently requires too much practice and skill to be classified as Neocheating. But if a *sufficient* need or advantage exists for very quickly stacking culled hands for two, four or eight players, interlace stacking could evolve into Neocheating. Shortcuts might evolve — perhaps just a certain angle of the cards or a turn of the wrist would make interlace stacking easy and nearly skill-free. The technique then would become Neocheating.

But if another maneuver were developed or evolved that could also *quickly* stack culled hands to several players, safely and easily, cheating techniques filling that function, including the interlace stack, would become obsolete. ...Thus as safe and easy Neocheating techniques evolve, all corresponding classical and traditional cheating techniques become obsolete.

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Chapter IX

The Inevitable Spread Of Neocheating

While public poker differs from private poker in many respects, new developments in the more dynamic and cosmopolitan public-poker arena are almost always harbingers of future developments in private poker. Recently, the increasing spread of Neocheating throughout public poker suggests that such Neocheating will increasingly menace private poker and all other card games played for money or prestige. In fact, Neocheating is already spreading throughout private poker as well as into blackjack, bridge, and gin. And as in public poker, Neocheating will probably spread geometrically because it is so safe, easy, and effective to execute. In fact, all who have ever yearned to cheat but were afraid of being caught or were unwilling to spend the years of practice required to master the classical cheating techniques can now Neocheat safely, easily, and effectively.

But another reason that Neocheating is spreading — especially in public poker — is that the quality of poker itself is rapidly improving with the availability of several good poker books and with the advent of the Advanced-Concept player (described in Chapter XI). Because of the improving competition, more and more serious players are searching for ways to compensate for the diminishing supply of easy opponents. And professionals especially are seeking to bolster their sagging profit margins due to steadily increasing competition that threatens their livelihood. Also, escalating inflation puts increasing pressure and desires on all players to extract more money from their games. Neocheating offers a quick and easy solution to those problems and needs. Thus more and more serious players of blackjack, bridge, and gin are discovering and using Neocheating.

PART TWO
DEFENSES AND COUNTERATTACKS

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Chapter X

White-Hat Neocheating And Other Defenses And Counterattacks Against Cheating

1. Understanding the Cheater's Philosophy and Psychology.

The following quoted paragraphs are the unedited, written words of a professional cheater. Although filled with overblown phrases and confused assertions, his statements unmistakably reveal his philosophy — his justification for cheating:

Man is basically an aggressive creature. In spite of the high-sounding platitudes with which so-called 'leaders' have soothed mankind for so many generations, very often while manipulating and exploiting them for maximum profit, the simple truth is that it's going to take many eons of evolution to eradicate the instinct that provokes certain men to take advantage of others. The instinct may never be extinguished. In the meantime, there are two basic alternatives:

You can either try to escape the harsh realities of life by seeking spiritual solace in the here and now rather than the hereafter, thus detaching yourself from the inevitable grief and sorrows of human existence. You will also, however, detach yourself from the numerous pleasures and profits of the same existence. Anyone who wants absolute protection in any game, poker or otherwise, will only achieve it by refusing to play.

Or you can be a stark realist and accept man's folly and greed, and align yourself with those who decide to play for maximum enjoyment and profit. Whether or not you decide to exploit the flaws of others in the process is up to you. The term "cheating" is often inflicted on those individuals who refuse to abide by social rules which are very often rigid and repressive, deliberately stifling individual resourcefulness and imagination. Conscience is

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a social invention (in spite of the nonsense we're taught as infants), and it's necessary for the survival of society; without it chaos would be rampant. But, in the final analysis, if a man plays at all, he plays by his own rules or by the rules of others, with the choice of his life all too often made by others who dominate.

Your habitual style of playing poker reveals your habitual life-style, since it's only a miniature stage, which deceives many players; they think that by entering a sideshow they're escaping the main tent. This is self-deception on a grand scale. Nowhere does character ultimately display itself more clearly than in a man's poker game. Complainers will complain, even when they're winning heavily. Stoics will be philosophic and taciturn whether they win or lose. The rash and improvident are punished equally along with the timid. The bold are almost always the biggest winners, because nature favors the bold. Exploiters will milk every opportunity, creating their own if none exist, and losers will (and must, by their own unconscious preference) be victimized.

Whether you choose to be a victim or an opportunist is your decision. If a man develops his talents and potential, he is said to be exploiting himself, and he's viewed with admiration and acclaim for his achievements. If he exploits others, he's accused of being dishonest and immoral. The difference, you'll note, is in the label; the principle is the same.

The above rationalization for cheating not only expresses the philosophy for that particular cheater, but expresses the philosophy of most professional cheaters who retain their self-esteem by justifying their cheating. By positing their cheating as superior knowledge, they project themselves as superior to honest players. In fact, only by justifying their cheating can they develop the calmness and gall needed to cheat professionally. And not only do professional cheaters justify their cheating, but they base their self-esteem on cheating: they begin to crave cheating — the more they cheat, the more superior they consider themselves.

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Understanding the psychology *as well as* the philosophy of cheaters is helpful for beating them: In public or casino poker, many professional players eventually involve themselves in surreptitious cheating cliques. How and why do they involve themselves in such cliques? Imagine a lonely public-game player struggling against the house cut to crack the nut — to become a full-time professional. He then suddenly discovers a friendly professional establishment with an ongoing cheating system — an undetectable cheating system requiring no special skills and available for his immediate profit. Such a player, especially if he is of mediocre ability struggling to survive as a professional, will often embrace that establishment. He begins tacitly cooperating with the cheating cliques. He accepts their collusion as a trade tool required for playing competitive, professional poker.

As he gains advantages from those professionals and adopts their system, he becomes increasingly dependent on their collusion to survive. He loses his independence and becomes a stereotype, public-game professional. Indeed, with a sense of professional righteousness, he becomes a collusion cheater.

In a sense, all chronic cheaters become entrapped with similar physical and psychological dependencies on cheating. Moreover, professional cheaters learn to feel little or no conscious guilt about their dishonesty. And only the honest player knowledgeable about cheating can stop them.

2. Stopping Cheating and the Cheater.

What to do when you encounter a cheater depends on (1) the type of cheater and, (2) your objectives:

As explained in Chapter I, most traditional cheaters are losers who often lose more money *because* of their cheating. For that reason, a good player usually tries to keep such cheaters in the game as sources of income. But the continued presence of a cheater can cause suspicion or resentment among other players, possibly jeopardizing the game and future profits by causing valuable losers to quit.... If the cheater adversely affects your game or profits, you must stop his cheating. And if the cheater is a steady winner or a Neocheater, you must get him out of the game quickly and permanently.

You can usually eliminate a cheater or stop his cheating by

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using one of the nine methods in Table 1 on pages 33 and 34. But you may instead want to profit from his cheating. To do that, follow John Finn's example of staying one step ahead of the cheater as John did in Anecdote A and D of Chapter I. That approach, however, requires much effort. An easier way to profit from cheaters is through white-hat Neocheating as described below.

3. White-Hat Neocheating.

Neocheating used to benefit all honest players is called white-hat Neocheating. For example, you can benefit honest players by bankrupting cheaters with Neocheating.

By bankrupting the cheater, you rid the game of a menace to benefit the other players. While you can win extra money directly from the cheater with Neocheating, a prerequisite of white-hat Neocheating is that no player (except the cheater) lose money because of the cheating.²⁹

You can also benefit the other players with white-hat Neocheating by arranging for the cheater to lose directly to the other players, especially to the cheater's biggest victims and the game's weakest players (Robin Hood cheating). With no one realizing what you are doing, you can use white-hat Neocheating to assume a God-like role with the responsibility of keeping the game honest while temporarily helping the cheater's victims and weak players.³⁰

Assume, for instance, you detect a player marking cards. You could use one of the several noncheating approaches listed on page 35 to stop his cheating or to break him. But why not bankrupt him with white-hat Neocheating? By breaking that cheater, everyone else not only becomes safe from his cheating,

²⁹ *Neocheating is the best way to white-hat cheat. Classical or traditional cheating techniques could be used to beat cheaters, but those techniques require too much skill, effort, gall, or risk to be practical, especially since easier and safer Neocheating as well as noncheating methods (such as listed on page 33) are available to stop cheaters.*

³⁰ *After arranging for weak players to bankrupt the cheater through white-hat Neocheating, the good player can then proceed without cheating to win all the money from those weak players*

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but benefits from his losses.

Because you attack only the cheaters and especially when you arrange for other players to win, white-hat Neocheating need not be as subtle as dishonest or black-hat Neocheating. For that reason, white-hat Neocheating is especially effective for beating Neocheaters. Moreover, out of fear of having their own actions revealed, cheaters cannot effectively defend themselves against white-hat cheating. And few would dare accuse someone of cheating them.

Through white-hat Neocheating, you can fearlessly arrange powerful hands such as four aces to a loser and four queens to the cheater to drain that cheater. And if you are not the winner of those big hands, no one would suspect anything more than coincidence. In addition, most players root for losers and weak players to win big hands and are glad when they do because extra money in the hands of losers and weak players is easier to win.

4. Defending Against Neocheating.

By now you know the techniques of Neocheating. But that knowledge alone does not assure complete protection. You must also know what actions to take against cheaters. Directly detecting a properly executed blind shuffle, false riffle, or discard stack is essentially impossible, even if you can flawlessly execute those maneuvers yourself. In addition, as explained in the next chapter, the Neocheater selectively uses only a fraction of his power, making him even more difficult to detect. And unlike those cheaters using marked cards, shiners, strippers, cold decks, holdouts, punches, and daubs in gaffed games, the Neocheater leaves no direct evidence of cheating. The Neocheater provides nothing tangible — nothing that can be identified or proven.

Alert and knowledgeable players, however, can sense a Neocheater through the illogical playing and betting patterns inherent in any cheating. And usually that is the only way to detect or, more precisely, to sense the Neocheater. Even then, no one can actually prove his cheating. Still, with (1) knowledge of Neocheating and (2) knowing what defensive action to take against cheaters, anyone can protect himself against all cheating, including Neocheating. Those defensive actions could range from white-hat Neocheating to leaving the game.

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As evident from the verbatim quote at the beginning of this chapter, the professional cheater feels no guilt or sympathy for his victims. In fact, he usually feels contempt for them. And most Neочеaters genuinely believe that they are rightfully exercising superior knowledge over their opponents. But this book has shown how to recognize, nullify, and even beat those Neочеaters. Other defenses and counterattacks that are effective against both cheaters and Neочеaters are listed below:

a. Cutting Aces

If you practiced an hour or so cutting high cards as described in Chapter II, you can now cut aces at will. But if you merely read that chapter without actually trying the technique, you will still understand the nature of culling and crimping enough to sense and counter any cheating when cutting high cards for money:

(1) Insist on cutting your card first if you suspect Neочеating—but do not insist on cutting first until after the cheater has shuffled and placed the deck on the table. Indeed, he will probably inquire about your choice while shuffling in order to determine whether to crimp a high card for himself if he cuts first — or a low card for you at the approximate center (a high card for himself very low in the deck) if you cut first. Tell him he can cut first, but change your mind once he has placed the deck on the table.

(2) If he refuses to let you cut first, you can assume he has crimped himself a high card. In that case, simply refuse to cut. But if he agrees to let you cut first, which he usually will do to avoid suspicion, run your thumb or fingertips lightly from the bottom of the deck up until you locate the crimp. Then cut the high card he had crimped for himself to win the bet.

That counterattack can generally be used only once against the same cheater. If the bet was large enough to break the cheater, the action is over anyway. But if he wants another cut, he will probably switch tactics and crimp a low card near the center of the deck for you to hit, whether you cut first or last. When the cards are on the table ready for cutting, suddenly insist on cutting for low card (i.e., the lowest card wins). If he refuses, simply avoid cutting at the crimp . . . or refuse to cut altogether.

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(3) If the Neocheater (or any cheater) does not ask who will cut first while preparing the cards for cutting, he then is probably crimping a high card for himself very low or very high in the deck and assuming you will not cut that low or high. Or, he is crimping a low card near the center of the deck and assuming that you will cut at the crimp. In any case, be sure that *you* cut first. Then before cutting, slowly and lightly run your thumb or fingertips up the side of the deck to locate the crimp. If the crimp is very low or very high, you will probably get a high card by cutting at that crimp. If the crimp is near the center of the deck, move past that crimp to avoid cutting a low card.

(4) You also have other options to nullify or beat the Neocheater when cutting high cards:

- (a) Riffle-shuffle the deck yourself and then white-hat Neocheat the cheater. You can use a foolproof Neocheating ploy by crimping a low card with a high card positioned directly behind that low card. Then offer your opponent the cut. If he is unsuspecting of your crimp, he may simply cut that low card at the crimp to lose. If he misses the crimp or is suspicious and purposely avoids your crimp, you can put your fingertips on the crimp during your cut, but leave the low card behind to cut the high card and win.
- (b) Refuse to cut with him at all — *especially* if you suspect him of using the foolproof Neocheating ploy described above.

b. Blind Shuffling, False Riffing, False Cutting, and Crimping

Blind shuffling, false riffing, false cutting, and crimping are key maneuvers for cheating, but by themselves they do not constitute cheating. They are *covers* — the tools and props for cheating maneuvers such as stacking. Three basic ways, therefore, exist to detect cheating: (1) detect the “covers” of cheating: blind shuffling, false riffing, false cutting, crimping. Those covers always indicate previous cheating moves, even if no cheating move can be detected; (2) detect or sense the cheating itself: stacking, peeking, memorizing opponents’ hole cards, culling, collusion; and (3) detect or sense the *results* of cheating by

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observing illogical or omniscient betting and playing patterns that could occur only by gaining unnatural advantages through cheating as described in Chapter I.

Blind shuffling properly done is invisible and undetectable. But with alertness and with the right knowledge, cheating can be sensed without ever seeing an illegal move. Still, blind shuffling ineptly or awkwardly done is detectable by simply observing the portion of the deck that never gets shuffled. Any player, however, unfamiliar with the mechanics of blind shuffling will not suspect, much less detect, even a clumsy blind shuffler.

If a cheater is blind shuffling, he has already stacked the deck or perhaps has memorized everyone's hole cards *without* stacking. If he is using Neочеating techniques, you will probably never see his stacking. Nevertheless, you can indirectly sense the results of his stacking or memorizing hole cards by observing omniscient betting patterns that would be possible only if that player had stacked the deck or knew everyone's hole cards. Once his cheating moves are detected by, for example, the methods listed in Chapters III and IV, or are sensed as described in Chapter I, you can then use the defenses and counterattacks listed on the next page to protect yourself or beat the cheater.

False riffing can often be spotted if you are looking for it, *except* for the Las Vegas variation during which the deck is covered with both hands while riffing (as described in Chapter IV). Such false riffing cannot be detected with certainty, only suspected.

Spotting or sensing a false cut depends on the cut used. The standard, three-block false cut described in Chapter IV and its more elaborate four-block false variation described in Chapter VI can be detected, or at least suspected, once you know their basic movements. The shifting block cut in which small blocks of cards are moved rapidly from top to bottom (also described in Chapter VI) is a fairly common, legitimate cutting procedure. Still, be alert for cheating whenever a player uses such a cut. And finally, the cut used to remove one card from the top of the deck is hard to detect when done rapidly, but shifting that single card often makes a recognizable snapping sound.

Any time you can see an obvious crimp, you are playing against a careless or inept cheater (or an oafish player who innocently but brutally bends the deck when shuffling). An

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intended crimp always indicates a previous cheating maneuver, usually stacking. On suspecting a crimp, you can defend yourself by taking one of the following steps:

Defenses Against Stacking

(1) After the deck has been cut by the player on the dealer's right, request another cut whether you suspect the dealer of having an agent next to him or not.

(2) If you are sitting on the dealer's right, purposely hit his crimp but leave one card behind when you cut. Or cut at the crimp and give the deck an additional rapid cut to remove only the top card as described on pages 137-139. Those counterattack maneuvers will give you the dealer's stacked hand. And after the first or second time the cheater deals you his hand, he will not only realize that you know about his cheating, but that you are counterattacking him.

(3) If you are not sitting on the cheater's right, ask (or demand) to shuffle the deck after the cut. Such a move, however, is an indirect accusation of the dealer. But if you can get the deck and have mastered the basic Neocheating maneuvers, give the deck a quick blind shuffle. When you reach your gap, simply run off, one by one, the number of cards equal to the number of players *clockwise* from you to the dealer. For example, if you are the third player from the dealer's right, run off three cards. Then toss the rest of the deck on top of those cards, execute a false cut, and hand the deck back ready for dealing. The cheater will then deal you the hand he had stacked for himself.

(4) Maneuver yourself into the seat to the right of the cheater. You can then collect his stacked hands by using the one-card-removal cut after hitting his crimp. Or, of course, you can simply destroy his stacks with your cuts. With complaints about "luck" or other excuses, you can often exchange seats to position yourself on the cheater's right — unless that seat is held by his agent or collusion partner.

Be careful on repeating counterattacks that involve, for example, the one-card-removal cut. An alert cheater can set you up for a big loss by stacking two powerful hands and then placing an extra card at the crimp. Upon removing that extra card, you will be setting yourself up to receive, for example, four jacks to another player's four aces.

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c. Discard Stacking

Knowing about Neочеating lets you quickly learn effective discard-stacking techniques. But that knowledge will not make you infallible in detecting another discard-stacker, especially a Neочеater. Stacking hands with discards can be done as fast as the cards can be scooped up. The moves will appear completely natural.

When the cheater gathers face-up cards, especially in stud poker, you can often predict the hand or hands being stacked by seeing the bottom face-up card of each scoop. But as explained in Chapter III, Neочеaters will alter their scooping motions so the bottom face-up card of each scoop will not be one of the stacked cards. And discard-stackers using both hands can grab cards and turn them face down so fast that the scooped cards appear only as blurs and are impossible to follow. Moreover, if discard stacking is done in segments before the betting rounds are complete, you can at best only suspect but can never be certain that the dealer is stacking.

Nevertheless, you can detect or sense all such discard stacking by using the methods described on pages 86-87 in Chapter III. You can then counter the stacking by taking one of the four steps listed on pages 176 and 177.

d. Undercut Stacking

The undercut stack done by amateurs is easy to spot. But when done very rapidly and followed by a number of blind shuffles, false riffles and false cuts, the undercut is hard to follow. In any case, the review on pages 86 and 87 in Chapter V shows how to detect the undercut. As with all stacking techniques, however, blind shuffling and false riffing are used as effective covers once the deck is stacked.

Professional cheaters generally reserve the undercut for naive company or when setting up two hands for a killing as described on pages 113-116 in Chapter V. Defenses and counterattacks against undercut stacking involve the same techniques listed on page 179 for all stacking techniques.

e. Overhand Stacking

The tipoff for overhand stacking is the dealer pulling cards

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one by one rapidly off the deck during the shuffle and subsequently sliding those same cards back on top of the deck followed by a blind shuffle. But again, the maneuvers can be done so fast you must be alert to detect overhand stacking. You must know exactly what moves to look for — such as the moves listed on pages 86 and 87.

f. Riffle Stacking

Riffle stacking is essentially impossible to detect when done properly, especially when done with the Las Vegas variation. If you suspect expert riffle stacking, notice if the dealer wins too consistently when he deals or if his betting seems illogical or too omniscient (as explained in Chapter I). Indeed, because of its invisibility, the riffle stack is favored by many Neocheaters. Review pages 125, 128, 130, and 132 in Chapter V and page 179 in this chapter for detecting and defending against the riffle stack and other stacking variations.

g. The Pull-Through

Technically, the pull-through is a false riffle, not a stack. But the pull-through always indicates a stack, often a discard stack. The tipoff for the pull-through occurs when the dealer cuts the deck into approximate halves for each riffle shuffle and then angles those halves as he riffles them together.

Some professional cheaters use nothing more than discard stacking and a pull-through to operate profitably. That routine is also very effective for bridge. For defending against the pull-through, follow the procedures listed on page 173.

h. Collusion Cheating and Crossfire Betting

The anecdotes in Chapter I show how an alert player who understands cheating can soundly beat most collusion cheaters once he detects them. Still, even knowledgeable and alert players can be helpless against dealer-partner Neocheating collusion as revealed in Chapter I and further described in the next chapter.³¹

³¹ See Appendix B for information about efforts to find an effective way to counter and defeat “unbeatable” dealer-collusion Neocheating

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Recourses against such “unbeatable” Neocheating include simply getting out of the game as John Finn did in anecdote B of Chapter I; not playing in games suspect of dealer-partner Neocheating as John Finn did in anecdote F of Chapter I; making a secret arrangement with the dealer to trap his original collusion partner in a bankrupting loss; or, in private games, using white-hat Neocheating to drive colluding partners from the game.

In private games in which you deal, however, you can effectively counterattack even Neocheaters in dealer-partner collusion with white-hat Neocheating. Or you can drive those Neocheaters from your game with still other methods described later in this chapter and in the next chapter.

i. Peeking

You can easily detect inept or careless peekers by simply noticing the awkward manner or unnatural angle in which they hold the deck when peeking (or while waiting to peek between dealing moves). But peeking by a professional or a Neocheater can be impossible to spot.

The effective peeker not only synchronizes his movements, but he acts with his body as well as with his face. His full attention, for example, focuses on the actions performed by his right hand as he peeks at a card in the deck resting in his left hand. Such misdirection is magnetically distracting as he rivets his entire body — his neck, arms, shoulders, spine — in the direction of his right hand. But his eyes will flick briefly to peek at a card in his left hand. ... For the amount of practice invested, peeking is one of the safest and most profitable cheating ruses.

If you can spot someone peeking, he is neither an expert nor a Neocheater. Effective responses on detecting or sensing a peeker include: (1) immediately demand a cut the moment you sense a peek. If necessary, you can announce as the reason for cutting is, for example, that the top card was flashed, and (2) politely or rudely (whatever the situation calls for) insist that the deck *stay* on the table whenever cards are not actually being dealt. For other detection and defense methods against peeking, see page 156 in Chapter VII.

When the peeker realizes someone suspects him of cheating, he usually stops peeking. If he persists, simply refuse to ante

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whenever he deals. Repeated refusals will not only protect you, but should soon stop his peeking.

In gin rummy, if you suspect someone of peeking, spread the deck slightly and carefully watch him draw his cards. With the deck slightly spread, you can more easily notice movement of the spread cards if anyone peeks at the second or any other card.

5. Stopping the Neocheater.

If you are playing against a consistent winner, he may be a complete Neocheater (as defined in the next chapter). If so, he will execute such mild, smart cheating — just enough to give him unbeatable long-range advantages — that you may never detect or even suspect him of cheating. In fact, you may never know for sure if he is a Neocheater or simply a good player.³²

Regardless, you need not know if he is a cheater or simply a good player to get rid of him — you need only to know that he will be a steady winner, thus a financial liability. In fact, the defense against the unbeatable Neocheater is the same as the defense against the unbeatable good player: get him out of your game before he drains your opponents of their money — money that you could win.

The following anecdote is a final defense against both the Neocheater and the good or Advanced-Concept player. The anecdote was paraphrased from Wallace's "Advanced Concepts of Poker" and describes John Finn's encounter with a player who may have been either a Neocheater or a good player, but a certain winner in either case.

* * *

³² *Even if a Neocheater's attack is so subtle you can never detect his cheating, his playing will still be distorted by his cheating. If constantly alert to his performance versus his quality and style of play, you can sense if he is cheating by illogical and inconsistent betting patterns that would result only if he were omniscient or had gained unnatural advantages through Neocheating. Still, you can never accuse him because you can never prove his cheating - he leaves no trace or evidence of cheating*

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In one of his private games several years ago, John Finn encountered what may have been a Neocheater. At that time, however, Neocheating had not been identified. But while John Finn did not know about Neocheating, he knew that a particular player — a newcomer to the game — would be a consistent winner who could steadily drain money from the game. John, therefore, realized that the new player would be a financial liability and wanted him out of the game promptly and permanently:

Throughout the evening, Boris Klien played tightly, but strangely loosened up on his deal. And when he dealt, he won about twice as often as he would when other players dealt. Moreover, he was the game's biggest winner — up nearly five-hundred dollars. He then engaged John Finn in a lowball hand. The pot was large. By the last bet, only Boris and John remained. Boris turned his cards face up and declared his hand. John said nothing, so Boris reached for the pot.

"Keep your hands off my money," John snapped.

"Uh? What do ya mean?" Boris asked. "I won, didn't I?"

John snorted, turned his winning hand face up on the table, and snatched the pot from under Boris' stiffened fingers.

"Why didn't you declare your hand?" Boris complained.

"This is a poker game, buddy boy," John growled out of the twisted corner of his mouth. "Cards speak for themselves, remember?"

"I'm getting a bad time," Boris mumbled.

"Listen," John said shaking his finger close to Boris' face, "No one made you play. If you don't like our game... get out!"

"No, don't leave!" a big loser cried. "You're winning all our money."

"I started out losing three hundred," Boris said, "I'm still stuck a hundred."

"Liar!" John shouted. "You're up over four-hundred bucks!"

"This is my last round," Boris said. "I've..."

"The bore's even a hit-and-run artist!" John yelled while slapping his hand on the table. "Plan on this being your last round... permanently!"

Boris frowned and glanced toward the door. John had

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been riding Boris that way all evening. Boris did not like his treatment. But he was still the big winner.

“Seven-card stud, high-low with qualifiers and one twist,” John announced as he dealt. “Trips-eight,”³³ he added in a whispering voice.

After the sixth card, John raised on his low hand and drove out the other low hands. By the last card, only John and Boris remained. He shrugged and called John’s final \$30 bet.

“Don’t know why you wasted our time betting,” he said showing his two pair. “We split the pot. Obviously you’re low and I’m high.”

“Look at that hand!” John hooted while pointing at Boris’ cards. “The sucker calls all my big bets and doesn’t even qualify for high. I get the whole pot!”

“What do ya mean I don’t qualify?” Boris sputtered. “I got two pair.”

“Three of a kind qualifies for high, you creep,” John said shoving Boris’ cards into the deck.

“Trips for qualifiers!” Boris cried. “They’ve been two pair all night.”

“I announced trips-eight,” John said laughing. “Clean your ears, clod.”

“I heard him announce it,” one of the players said weakly.

“Yeah? . . . Well, then it’d be impossible for me to call,” Boris said reaching for the pot. “I’m taking back my last bet

“It stays in the pot,” John said slapping his hand on the money. “You make a stupid play, buster, you pay for it.”

“I’ve had enough,” Boris said getting up to leave.

“You’re winning big,” a losing player whined. “Sit down and play awhile.”

“Let the rock go,” John said. “We’ll play longer without him bothering us.” Then turning to Boris, John made a sharp hitchhiking motion toward the door. “So long, sucker, hope we never see you again.”

“I won’t be back,” Boris huffed.

“Good!” John yelled. Boris grabbed his coat and left, slamming the door. . . . John was somewhat surprised at how

³³ *Trips-eight means that three of a kind or better are needed to win for high, and an eight low or lower is needed to win for low.*

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little harassment was needed to drive Boris from a game in which he could have won a fortune.

* * *

The above anecdote describes an overtly harsh defense against good players who are steady winners. That approach is even more effective for getting rid of Neocheaters. The Neocheater is basically lazy and works entirely by the policy of easy money through smart but easy cheating. Thus if you make his job difficult or make him work hard for his money, he will quickly leave for an easier game. The good player, on the other hand, being guilt free and willing to work harder, will fight more tenaciously for his rights in a game. He cannot be driven from a game as easily as a Neocheater.

In a private game, the alert player can eventually determine if a consistent winner is a Neocheater rather than a good player by detecting illogical playing and betting actions that win too consistently. In other words, a Neocheater wins too consistently—his quality of cardplaying is not commensurate with his frequency and amount of winnings. A good player, however, can legitimately beat cheaters even Neocheaters by knowing their moves and staying one step ahead of them. For example, against a cheater, the good player can—

(1) save money by quickly folding against the cheater's winning hands made more readable by his cheating.

(2) lure the cheater into making expensive bluffs and double bluffs.

(3) use the cheater's aggressive but readable bluffs to drive out the players with better hands. With the other players out, the good player can then simply call the cheater's bluff or, when necessary, double bluff the cheater with a final raise.

6. Counterattacking with White-Hat Neocheating.

A powerful counterattack weapon against cheaters and Neocheaters is white-hat Neocheating (honest cheating). The white-hat approach ranges from directly wiping out cheaters to neutralizing the Neocheater's advantages and then winning simply by playing better poker when the honest players deal.

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The Neocheater, by nature, is lazy and relies on his cheating to win. If you neutralize his cheating advantage, then, in a sense, you make the game “honest” again, allowing the better players to win all the money over the long term.

A white-hat Neocheater can quickly drain cheaters including Neocheaters with big-hand traps that dishonest or black-hat Neocheaters would rarely if ever dare attempt. The white-hat Neocheater does not always win for himself when he cheats. And he eliminates suspicion when he arranges for the cheater’s victims or big losers to beat the cheaters (Robin Hood cheating). So even if the white-hat Neocheater were discovered, he would be hailed by everyone, except the cheater, as a hero.

As you counterattack, however, the Neocheater may turn on you with all his power and cunning. Still, by being aware of his techniques, he cannot really harm you. And you can always avoid his cheating by simply not anteing during his deal. In any case, the Neocheater will usually give up and quit the game on realizing he has been discovered — especially on realizing he is being beaten by white-hat Neocheating. ...The black-hat (dishonest) Neocheater normally quits easily because he can usually find safer and easier games to drain.

7. Electronic Cards.

Someday, electronic cards will eliminate most cheating and Neocheating. Players will hold small devices showing images of their electronically shuffled and dealt cards transmitted from a tabletop micro computer. Without physical cards for manipulation, essentially all cheating will disappear (except for collusion signals, which can be easily detected and countered). ... Moreover, electronic cards will accelerate the action, remove everyone’s fear of cheating, and lower the costs of public and casino games by eliminating the dealer and automating the house collection.

The advantages of electronic cards will overwhelm any nostalgic desire to physically handle cards as low-cost, tamper-proof devices begin replacing cards and dealers. And further in the future, electronic checkbook betting will reduce the need for physical cash (also reduce armed robberies of high-stake games).

PART THREE
BECOMING THE NEOCHEATER

Chapter XI

The Unbeatable Neocheater And Black-Hat Neocheating

Black-hat Neocheating is the use of Neocheating for personal gain of money or prestige — or both — at the expense of honest players. And with the information in this book, anyone can easily black-hat neocheat his opponents. Thus, all cardplayers are vulnerable to financial injury by black-hat Neocheaters.

1. Understanding the Neocheater.

Up until now, this book has revealed *Neocheating*, but not necessarily the *Neocheater*. An important distinction exists:

Properly revealing Neocheating requires exposing the full extent it can be applied. Chapter III, for example, explains how anyone can quickly learn to stack four aces. But the Neocheater operates with quiet subtleness and rarely needs to stack powerful hands. In fact, stacking such hands is seldom desirable and often works against his extracting maximum money from card games.

The complete Neocheater operates on the principle that only small but consistent, casino-like advantages are needed to extract all available money from all opponents. But traditional and classical cheaters usually strive for overwhelming short-term advantages —often far beyond the point of diminishing returns.

The complete Neocheater creates advantages that safely deliver maximum long-range profits. He applies his Neocheating power in small doses so his opponents keep losing money to him game after game without ever suspecting him of cheating.

The Neocheater has the following characteristics:

- Works in harmony with his characteristics or symptoms as explained in the Introduction on page vii.
- Knows all the subtle, invisible maneuvers of Neocheating, but uses only a fraction of his power to safely extract maximum, long-range money from all opponents.
- Operates on concepts of maximum smartness and minimum skill.
- Plays against opponents who are naive about Neocheating.

The earlier chapters in this book show how to detect

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Neочеating. But detecting the Neочеater may be more difficult — his strategy of subtly using Neочеating makes his moves appear natural and completely normal.

The Introduction to this book speculates that many card games will be damaged or even destroyed as Neочеating spreads. The Introduction also speculates that the information in this book will eventually eliminate most card cheating. But perhaps a third alternative exists: While most card cheating techniques, including most Neочеating, may eventually be eliminated, the low-profile Neочеater might never be caught or even suspected. Indeed, he could quietly rule the card tables without creating any paranoia or suspicion among his opponents. And most dangerously, he considers Neочеating no more wrong than bluffing or normal card deception.

Concepts for winning maximum money in poker without cheating are identified and developed in Wallace's book, *Poker, A Guaranteed Income for Life by Using the Advanced Concepts of Poker*. That book develops 120 Advanced Concepts along with a concept called the Maximum-Win Approach. All Advanced-Concept (A-C) players³⁴ use the Maximum-Win Approach, but so does the Neочеater. While the following paragraph quoted from Wallace's *Poker Manual* describes the Advanced-Concept player using the Advanced Concepts, that same paragraph could also describe the Neочеater using Neочеating:

The Advanced-Concept player plays solely for his own benefit. He is not a gambler because he bets only when the odds favor him. By contrast, gamblers bet money at unfavorable odds and eventually lose all the money they risk. The Advanced-Concept player cannot lose because he functions like a casino; he fixes the odds permanently in his favor by using the Advanced Concepts and eventually wins all the money that all the gamblers risk.

With constant hard effort in applying the Advanced Concepts, anyone can consistently win money in poker. But with little effort in applying Neочеating, anyone can consistently win money in any card game. The Advanced-Concept (A-C) player, however, is honest; the Neочеater is dishonest. Nevertheless, neither player can be beaten over the long term because they both fix the odds in their favor.

³⁴ *The Advanced-Concept player is also referred to as the A-C player.*

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In addition to both being certain winners, The Advanced-Concept player and the Neocheater have other similar characteristics. Both maintain low profiles. Neither uses the full force of his winning power. And by operating below full power, each gradually extracts maximum money from all opponents.

Furthermore, the Neocheater can enhance his profits by actually using various Advanced-Concepts for —

- increasing the betting stakes and pace
- planting the desired emotions in opponents
- developing congenial relationships with valuable losers
- creating attractive atmospheres in profitable games
- controlling money situations (e.g., credit, cash flow)
- influencing and controlling the house rules
- encouraging loose and poor play
- creating nonthreatening images and concealing winnings
- forcing winners out of the game
- holding losers in the game
- detecting and exposing other cheaters.

While adopting many characteristics of the Advanced-Concept player, the Neocheater differs markedly from other cheaters. For example, traditional or common cheaters must constantly worry about and concentrate on their cheating techniques as they press for maximum advantages. They usually strive for big killings. By contrast, the Neocheater casually and easily gives himself lesser but safe, casino-like advantages that let him gradually extract maximum money from everyone.

Consider the differences among the following three cheaters:

*Stan Smith is a municipal property inspector for a large midwestern city. He is also a crude, **traditional cheater** who struggles to cheat in almost every hand he plays. He constantly executes blatant and dangerous cheating ploys, such as switching cards and using marked cards. Much gall is needed to pull those crude ploys, and Stan feels the pressure. In fact, he worries so much about getting caught that he often feels relief when he loses a big pot in which he has cheated. Moreover, Stan cannot concentrate on his cardplaying as he is constantly consumed with worry about being caught and publicly castigated — perhaps even physically assaulted — because of his cheating. ... Stan is a loser*

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and his cheating makes him lose even more.

Jim Butler is a full-time classical cheater from El Paso, Texas. He possesses much skill that took years to master. He is forty-two years old, but looks sixty. Although maintaining a dignified and prosperous appearance, Jim endures great pressure while performing at high stakes. He constantly presses for big killings to survive. Indeed, his whole life is centered around cheating and finding victims. He cannot settle down; instead he must constantly run from games and victims he has fleeced and then travel to find new high-stake games for more quick killings. He cannot find games often enough and constantly worries about hustling enough new opponents. And he worries about seeing the same face twice. Indeed, he has become somewhat paranoid. Also, traveling and living expenses add to Jim's worries. Aside from his strenuous, worrisome life and belying his prosperous appearance, Jim is far from being financially secure. In fact, he lives with constant anxiety, feeling at times he is only one step from being a hobo.

Professor Arthur G. Gallbreath teaches consumer economics at a prestigious Eastern university. He has been mentioned as a possible Nobel laureate. He is also a Neочеater. Once a week he plays in a local, high-stake poker game. His winnings average \$1200 per game. Yet, Professor Gallbreath could easily rip \$10,000 from the game in one night with big-score, cheating setups that he is perfectly capable of executing. But unlike Jim Butler who always tries for maximum kills, Dr. Gallbreath never does. Big killings would quickly eliminate his opponents and destroy his game. Instead, the Professor devotes a few easy hours each week to collect sure and consistent profits. In the long run, he garners higher net profits from poker than does Mr. Butler. He has no expenses and apparently leads a relaxed, normal life. And everyone in his game likes him. Moreover, he is a respected member of his community. Professor Gallbreath does, however, spend thousands of dollars a year on visits to his psychiatrist and increasingly disappears on drinking benders.

2. The Advanced-Concept Player Versus the Neочеater.

The Advanced-Concept (A-C) player achieves his unbeatable advantages through hard work. The Neочеater achieves his

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unbeatable advantages through easy Neocheating. The Advanced-Concept player represents the ultimate evolution of honest poker. The Neocheater represents the ultimate evolution of dishonest cheating. Thus, in a sense, the Advanced Concepts and Neocheating are opposites. Still they both result in extracting maximum money from opponents and are linked by the same basic principle — the Maximum-Win approach.

Until recently, only the Advanced-Concept player would incorporate and apply the Maximum-Win approach. And only the Advanced-Concept player could win a steadily increasing income from poker. But the evolution of cheating has produced the Neocheater. By using easy and invisible Neocheating techniques, the cheater can now base his poker strategy on the Maximum-Win approach to win as consistently as the Advanced-Concept player.

The diverted concentration involved in using traditional cheating techniques and the extraordinary skill involved in using classical cheating techniques simply do not allow most traditional or classical cheaters enough capacity or time to think about winning long term, game after game. But the Neocheater with his easy, subtle attack has both the capacity and time to think and act long term.

Past cheaters have sweated and worked for their gains, but the Neocheater collects his gains with ease and relaxation. And the long-range, more subtle Maximum-Win approach makes his cheating even easier and safer to execute. Indeed, Neocheating becomes a simple, invisible tool for garnering money from opponents.... From the smallest penny-ante game to the largest table-stake game, all money eventually flows to the Neocheater. His key weapon is Neocheating.

Both the Advanced-Concept player and the Neocheater strive to maintain their long-term advantages; they never compromise their advantages for the sake of others. They share their advantages with no one; both play solely for their own benefit. They are not gamblers; both set the odds in their favor.

Gamblers bet money at unfavorable odds and eventually lose all the money they risk. Poor players and most traditional cheaters are gamblers who eventually lose everything they risk. The Advanced-Concept player and the Neocheater are not gamblers;

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they eventually win everything that the gambling players risk.

Both the Advanced-Concept player and the Neocheater direct all their actions toward winning maximum money. They never give anything away or help others without the motive of eventual profit. But they treat their opponents with care and respect; their opponents are their sole sources of income — their sole assets.

a. Exploiting Emotions of Opponents

The Advanced-Concept player and the Neocheater direct their reactions and actions to the same principle — to win maximum money. The only difference is that one extracts money honestly while the other extracts money by cheating. But both the Advanced-Concept player and the Neocheater purposely evoke emotions in opponents that cause those opponents to play a looser, happier, and poorer game. Each also strives to evoke carefree and pleasant emotions in opponents to keep them less concerned and less aware of their losses.

But at times the Advanced-Concept player may evoke negative emotions in a *financially* undesirable player (e.g., a steady winner) to upset him, causing him to play poorly or even to leave the game. The Neocheater, on the other hand, seldom if ever needs to evoke negative emotions in opponents. Against good players he simply extracts their money by neocheating them while striving to keep all opponents happy and unsuspecting.

The Advanced-Concept player and the Neocheater recognize and exploit the misguided attitudes and erroneous actions of their opponents. Some of those exploitable attitudes and actions are summarized in the table on pages 197 through 199. That table also contrasts the attitudes of ordinary players and cheaters to Advanced-Concept players and Neocheaters.

b. Controlling Winnings

The Neocheater, like the Advanced-Concept player, designs games to his maximum advantage by controlling the game, its players, and the money flow. The Neocheater wants to win maximum money; and like the Advanced-Concept player, he must be careful not to win too much too quickly. Uncontrolled winning can arouse angry suspicion, drive out valuable losers, or even destroy the game. The Neocheater, like the Advanced-Concept player, thinks

**TABLE 4
GENERAL ATTITUDES OF PLAYERS AND CHEATERS**

Situation	Poor Player <small>(loser)</small>	A-C Player <small>(winner)</small>	Crude Cheater <small>(loser)</small>	Neochheater <small>(winner)</small>
Poker game	A relaxing mental diversion to escape reality.	A mental discipline requiring full focus on reality.	A situation to establish big-win cheating setups.	A situation to establish favorable casino-like odds for steady, long-term winning.
Evaluation of a play	Winning the pot is most important.	Playing the hand properly is most important.	Winning when cheating is most important.	Making odds favorable is most important.
Winner or loser	Play according to winnings or losses.	Never be influenced by winnings or losses.	Cheat more frequently (and more carelessly) when losing.	Neocheat consistently if winning or losing.
Streaks of luck	Chances or odds are influenced by previous events. Luck runs in cycles.	Past means nothing, except for the psychological effects it has on opponents.	Believes bad luck, not poor poker concentration causes losses.	Does not consider luck. Considers only his advantages from Neocheating.

TABLE 4
GENERAL ATTITUDES OF PLAYERS AND CHEATERS

Situation	Poor Player <small>(loser)</small>	A-C Player <small>(winner)</small>	Crude Cheater <small>(loser)</small>	Neocheater <small>(winner)</small>
Wild games	Such games require less skill and are scorned by “good” players.	Wild or complex games require more skill and benefit good players.	Cheating is less effective in wild or complex games.	Wild and complex games increase opportunities to neocheat at improved odds.
Play past quitting time	Chances of winning decrease.	Advantages for good player increase as opponents get careless and think less.	Burned out from worry and pressures. Chances of winning decrease in late hours.	Relaxed and confident — remains fresh and alert during late hours.
Rule violations by opponents	Enforce rules equally.	Interpret rules equitably, but enforce less rigidly against weak players.	Carefully abides by decisions about rules to avoid suspicion.	Encourages rule violations that help obscure his Neocheating distortions.

**TABLE 4
GENERAL ATTITUDES OF PLAYERS AND CHEATERS**

Situation	Poor Player (loser)	A-C Player (winner)	Crude Cheater (loser)	Neocheater (winner)
Opponents' errors such as betting out of turn	Scold or penalize the culprit.	Benefits the good player. Encourages sloppy play.	Becomes upset by any action that interferes with his plans.	Does not faze the relaxed Neocheater.
Cheaters	Throw any cheater out of game.	If a cheater is a loser, say nothing and let him play.	Upset by any competition.	Drains cheaters by neocheating them.
Neocheaters	Unaware of his existence.	Get him out of the game.	Unaware of his existence.	Get him out of the game.

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long range. Consider, for instance, the following two examples:

Example A: Opponent loses \$1000 to the Neocheater during one big night, becomes angry and permanently quits the game. Net worth to Neocheater = \$1000.

Example B: Opponent loses to the Neocheater an average of \$300 each week throughout the year. Net worth to Neocheater = \$15,000 per year.

Example B demonstrates the Maximum-Win approach, which is not only more profitable but is generally an easier, more pleasant way to extract money from opponents. To use the Maximum-Win approach, the Neocheater shifts the odds only slightly in his favor by using the easiest, safest, and most subtle Neocheating techniques (e.g., perhaps by knowing the opponents hole cards each time he deals).³⁵ The Neocheater's Maximum-Win, high-frequency, low-intensity approach is opposite to that of the traditional cheater's low-frequency, high-intensity approach.

c. Handling Winners and Losers

Unlike the Advanced-Concept player who tries to drive steady winners from his game, the Neocheater often welcomes winning players as they can help balance and camouflage the Neocheater's attack. He can, for example, neocheat to drain money from those steady winners without directly attacking the big losers, thus helping to balance the money flow and stabilize the game.

But like the Advanced-Concept player, the Neocheater tries to keep his losing opponents happy while extracting their money. He may at times stack morale-boosting winning hands for valuable losers to keep them from quitting the game. Or he may stack winning hands for players who are getting upset over his steady winnings and perhaps even suspecting him of cheating. Dealing a few winning powerhouses to suspicious players usually makes them forget their suspicions.

³⁵ *The Neocheater may use his full power as in Example A if the game is a one-time affair, or if he is facing a one-time opponent, or if the game is destined to permanently disband anyway. In such cases, the Neocheater would choose to win maximum money — the \$1000 — in one night rather than, for example, \$300 per session for only one or two sessions. Or he may selectively use his full Neocheating power to drive potential troublemakers, cheaters, or even another Neocheater from the game.*

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d. Keeping a Low Profile

Like the Advanced-Concept player, the Neocheater tries to conceal or deemphasize his winning position by projecting a low profile. When possible, he even tries to appear as a loser. Also, like the Advanced-Concept player, the Neocheater conceals the following facts to avoid arousing unfavorable feelings or suspicions:

<i>Facts</i>	<i>Methods to Conceal</i>
Easiness of game	Never mention the poor quality of poker played in any game. Praise skills of opponents.
Winnings	Never discuss personal winnings. After each game, report less than actual winnings or more than actual losses. But exaggerate only to believable extents. Never reveal long-term winnings. Conceal affluence by driving an old car to the game.
Tight play	Fold cards without comment or excuses. Make wild or loose-appearing plays whenever the investment odds are favorable.
Good play	Never explain the true strategy behind a play. Instead, give erroneous reasoning for strategy. Never brag— downgrade own performance.
Control over game	Assume a humble but assertive attitude.

e. Controlling the Money Flow

The Neocheater, like the Advanced-Concept player, works to increase his opponents' willingness to lose money while increasing the money flow without damaging or breaking up the game. In most games, the majority of players will initially oppose higher stakes. The Neocheater, therefore, may use more subtle ways to increase the money flow. Increasing the betting pace rather than

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the betting stakes, for example, will subtly but effectively increase the money flow. And a faster betting pace usually increases excitement in a way that appeals to most players. In poker, the Neочеater may increase the pace by introducing game and betting modifications such as twists (extra draw cards), split pots (high-low), early bets, additional cards, novel games, wild cards, table stakes or pot limit. Not only can he easily work such modifications into games by using various Advanced Concepts described in Wallace's Poker Manual, but he can also control the money flow by using other Advanced Concepts.

f. Using the Advanced Concepts

The Neочеater may choose to apply any number of the 120 Advanced Concepts taught in Wallace's Poker Manual. By contrast, the techniques of the traditional or classical cheater are too distracting or difficult to allow effective use of the Advanced Concepts to play a good game. That inability to play a good game is why most cheaters end up losers. Neочеating, on the other hand, is so safe and easy that a player can concentrate on executing good card strategy while simultaneously Neочеating. And interestingly, the better the Neочеater plays, the less he needs to neочeat.

Neочеating requires little effort, whereas good poker strategy requires concentrated effort. In either case, simultaneously neочеating and executing various Advanced Concepts in any ratio will deliver consistent winnings.

Other Advanced Concepts that can enhance the Neочеater's advantage are, for example, keeping a friendly attitude towards players, maintaining a healthy game, keeping notes and charts on opponents' reactions to various situations and hands. And most importantly, the Neочеater can use the Advanced Concepts to markedly increase the money size of his game, often by 100 times or more from its initial levels.

In many ways, the Neочеater acts like the Advanced-Concept player: The Neочеater keeps a low profile and disguises his actions to prevent suspicion. When profitable, he is promiscuously friendly. He conceals facts about his poker income, drives old cars to the game, lies about his performance, minimizes or conceals his winnings. He is scrupulously fair in settling all disputes while using

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the Advanced Concepts to become the most trusted person in the game. He acts in a carefree, pleasant, and relaxed manner to loosen up opponents. And at times, he might even accept other cheaters in his game (if they are not too obvious or are not Neocheaters), because they can be good sources of income and can deflect suspicion away from him. By contrast, traditional cheaters fear other cheaters and are often paranoid about being cheated themselves. But the Neocheater has no fear of traditional cheaters or their cheating. He can wipe them out whenever he chooses.

A Neocheater can apply *any* of the 120 Advanced Concepts to any degree. Some of the Advanced Concepts are easy to apply. Others, however, require hard work that demand concentrated discipline, thought, and control — the essence of good playing. But the essence of Neocheating is its easiness. Most Neocheaters, therefore, are not interested in hard work and apply only the easiest of the Advanced Concepts — those concepts that most easily enhance their style and Maximum-Win approach.

In any case, the Neocheater usually tries to extract maximum long-range money from his opponents. He avoids winning too fast by Neocheating in small, subtle doses to win quietly and safely, game after game.

The Neocheater tries to keep everyone as happy as possible while gradually extracting money. To minimize resentments from losers, he extracts more of his winnings from the content players, the better players, and the winners. He may even neocheat for the benefit of losers (Robin Hood cheating) to more evenly distribute his opponents' losses and to keep the game financially stable. At the same time, if an opponent is a financial liability or harmful to the game, the Neocheater can repeatedly attack him until he is broke and driven from the game.

Moreover, the Neocheater is cunning. He may play for hours and not win a single hand. But all the while, he will be neocheating for others — transferring money from harmful players (other cheaters, big winners, good players) to big losers and poor players. Then, when the time is right, he will quietly extract his share of winnings for the evening. ...Neocheating is the easiest and safest way to extract maximum money from any game.

And finally, the Neocheater may control several games or even a network of games. ...Neocheating is that easy.

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g. Combining the Advanced Concepts with Neocheating

Only two certain winning techniques exist: (1) using the Advanced Concepts and (2) using Neocheating. Any honest player wins in proportion to the extent he applies the Advanced Concepts. Likewise, any cheater wins in proportion to the extent he applies Neocheating. But a cheater applying Neocheating is not a *Neocheater* until he grasps and uses certain Advanced Concepts, namely those concepts involving the long-range, Maximum-Win approach as described in this chapter.

The ultimate evolution of good playing *without* cheating is the Advanced Concepts. The ultimate evolution of cheating is Neocheating. A blend of those two ultimate evolutions creates a terrifying player called the Neocheater — the most dangerous threat ever to invade the card tables.

3. The Ultimate Neocheater.

Most Neocheaters will not cheat when they are on a hot streak or winning naturally. They may play the entire evening without cheating. Most will neocheat only when needed to assure that their cardplaying sessions are financially worthwhile. But the *ultimate* Neocheater *never* cheats for himself. Instead, he neocheats only to transfer money from strong, good players to weak, poor players. During his deal, the ultimate Neocheater will, in a sense, Robin Hood cheat for the poor players, using them to drain the good players. After transferring money from strong players to weak players, the ultimate Neocheater then plays legitimate but superior poker to easily win that money from those weak players.

That indirect method of cheating is the shrewdest of all ways for a cheater to extract money from opponents. And as with white-hat Neocheating (described in the previous chapter), he need not be overly subtle when cheating for the benefit of losers. Unlike other Neocheaters, however, he must be a relatively good player to legitimately extract the money once he has transferred it to the poor players.

Often the only way to discover Neocheating is to observe that when a particular player deals he seemingly makes omniscient or illogical bets that uncannily turn to his advantage. And those advantages cause him to win too frequently and too much when

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he deals. But how can anyone discover the *ultimate* Neocheater? When cheating, he is actually losing. Moreover, when cheating, he is not gaining any direct advantages for himself as he delivers unbeatable advantages to weak players and losers. And weak players winning from strong players is almost always a “crowd-pleasing” event.

Those good players extract money from the weak players game after game. So almost everyone likes to see weak players win from strong players. That way, those weak or easy players will remain in the game with extra money to lose. In addition, the weak players themselves will gain euphoric satisfactions from beating strong players. Of course, the ultimate Neocheater eventually ends up with all the money. But ironically, when he cheats, his opponents are the happiest as he builds the weak players’ hopes and egos. Only after he stops cheating does the ultimate Neocheater begin winning for himself.

By “helping” the losers, the ultimate Neocheater creates a perfect rationalization to justify his cheating: he never wins when he cheats. Still, he is *not* a white-hat Neocheater (who ironically will win at times when he is cheating while the ultimate Neocheater will never win while cheating). The white-hat Neocheater is honest since he cheats *only* cheaters. And when cheating, he never seizes advantages for himself at the expense of honest players. The ultimate Neocheater, on the other hand, is a dishonest (black-hat) cheater because he cheats honest players in order to gain unnatural advantages for himself — albeit indirect advantages through the poor players and losers.

By driving the good players from the game while temporarily enriching the poor players, the ultimate Neocheater eliminates his competition and thus his need to cheat. He then extracts money from those weak players — his “regular” players — simply by playing good poker. The ultimate Neocheater works to populate his game with weak players. He uses Neocheating only to drain good players that may enter his game. After driving them from the game, he has no reason to cheat. Still, at times, he may welcome good players in order to drain their money with Neocheating.

The ultimate Neocheater creates an illusion of removing himself from cheating by never winning when he cheats. Instead he

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arranges for poor players to win from good players so that later he can legitimately drain that money from those poor players.

Neочеating is the ultimate concept of cheating. And the ultimate Neочеater is the ultimate application of that concept. Yet, even the ultimate Neочеater can be detected: First you must be aware of his indirect attack and then sense that weak players too often win big hands from good players when that ultimate Neочеater deals. One certain defense against the ultimate Neочеater is simply refuse to ante whenever he deals. You can then win from the Neочеater's retinue of weak players when he is not dealing. By continuing such action, you embarrass the ultimate Neочеater and leave him unable to attack you. And by remaining in the game, you reduce or eliminate his profits. That tactic will sooner or later make him leave and seek other easier, more profitable games.

4. The Forbidden Question.

The contents of this book mandate the asking of the forbidden question: Why not allow cheating in card games as a new dimension of skill and strategy? Is not cheating simply another variation of the deceptive strategies that are accepted as integral parts of most card games played for money and prestige? Why not allow deceptive cheating? Why not allow it just as bluffing and other deceptive ploys are allowed?

Actually, anything is allowable if mutually agreed upon. Deception is a universally agreed upon feature of many games, especially poker. So why not agree to allow cheating? The only reason that cheating cannot be allowed is that it has an open-ended nature — it has no limits. Bluffing and deception, for example, are limited by the effectiveness of ingenuity and guile. Likewise, *illegal* cheating is also limited by the effectiveness of ingenuity and guile. But *legal* cheating would be boundless because the need for skilled, subtle cheating would be gone . . . all kinds of crude cheating and blatant stealing would escalate rapidly to destroy any card game.

Openly accepted cheating would cause such chaos and anarchy in card games that they would rapidly become unmanageable and unplayable. *Every* game needs a limitation, a cutoff point. For instance, a polevaulter cannot wear miniature rockets on his back

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—a limitation to keep that sport playable. The football player cannot wear steel-spiked shoulder pads — a limitation to keep football playable. The cardplayer cannot cheat — a limitation to keep card games playable.

5. The Final Showdown.

In the past few years, the quality of poker players has improved markedly, especially in public casino poker. But the Advanced-Concept (A-C) player is still very rare. And although more Advanced-Concept players are developing, they probably will always be rare because full application of the Advanced Concepts requires hard work and constant discipline (but actually, little skill). In private games, the Advanced-Concept player patiently develops control over the game, the rules, and his opponents. He invests many hours in studying, analyzing, and taking notes about his opponents. He develops his games over long periods of time, even years, to steadily increase their pace and stakes while striving to reach the full profit potential of each game. He works hard for his winnings. ... Most poker players, however, would rather take their chances with more luck and less work. *Who wants to work that hard to win when it's time to relax?* most players subconsciously rationalize. That is why Advanced-Concept players are rare.

The Neocheater, on the other hand, will become increasingly common because Neocheating is easy and requires little sustained effort. Moreover, the Neocheater can move into any private game of any size and start winning immediately. Neocheating is a comfortable, fast, and easy way to make money or gain prestige. Many cardplayers, therefore, will prefer to use Neocheating to extract money rather than to put forth the effort required to play well enough to win equivalent money.

Thus in private games, players will encounter Neocheaters with increasing frequency. And Neocheaters will multiply so extensively that they may eventually link together in collusion pacts among private games as they are already doing in public poker. On the other hand, players will seldom if ever encounter the rare Advanced-Concept player. Nevertheless, if a Neocheater did run across an Advanced-Concept player in a private game, he would find that the game belongs to that Advanced-Concept

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player who usually has a substantial investment of time and effort in tailoring that game to his maximum advantage. Indeed, the Advanced-Concept player will strenuously protect his game as his most valuable asset.

Neocheaters are the *only* cheaters the Advanced-Concept player fears. He fears Neocheaters because, if they choose, they can quickly drain money to break valuable players and destroy the game. In addition, the Advanced-Concept player cannot beat certain Neocheaters. He will, therefore, try to drive them from his game using white-hat Neocheating or the harassment methods described in Chapter X.

Most Neocheaters will quickly leave private games in which an Advanced-Concept player is pressuring them because playing under constant stress contradicts their nature of seeking easy money. Instead of taking the abuses and pressures applied by the Advanced-Concept player, most Neocheaters will simply find other games that have no Advanced-Concept player to interfere with their easy-going money extraction.

But what happens when the Advanced-Concept player encounters the Neocheater in high-stake public poker? Consider the following situation in a world-class poker tournament played in a Las Vegas casino:

Forty-two players have entered the freeze-out hold ‘em tournament, each paying a \$15,000 entry fee. The last surviving player wins all the money — over one-half million dollars.

After three days, only two players remain in the tournament — an Advanced-Concept player (John Finn) and a well-known professional poker player. That professional player is also a Neocheater who has made a colluding arrangement with one of the dealers involving an unbeatable form of Neocheating (as described in anecdote B of Chapter I). Through memorized cards, invisible blind shuffles, false riffles, and false cuts, the dealer always knows the nine cards to come off the deck for each round of play. During the play, John can sense their collusion, but cannot accuse them because their cheating is invisible and appears completely natural. Moreover, John realizes that even if he could crack their collusion code, he would still lose because unlike most

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collusion codes that are one dimensional (codes that indicate only present values of hands), their code is two dimensional in that the dealer not only knows both the Neocheater's hand and John's hand at every moment, but he knows all the cards yet to be dealt. Thus that dealer can plan ahead with perfect knowledge and guide the Neocheater with flawless strategy.

Without knowing the cards to be dealt, John has no way to read or forecast the dealer's strategy. Indeed, in such collusion situations, the Neocheater becomes a more-than-perfect player because his moves are perfect through the dealer's knowing every hole card, and his strategy is flawless through the dealer's knowing all the cards still to be dealt. To beat that kind of cheating, a player must not only read everyone's hole cards perfectly, but he must also precisely foretell all the cards to be dealt. And no one can precisely foretell cards without cheating. Thus, John concludes that against such Neocheating collusion, he cannot win. And how can he accuse his adversaries of invisible cheating? No evidence exists. The only possibilities that John has of winning are to (1) refuse to play when that dealer takes his turn, insist on another dealer, and hope that the new dealer will not collude with the Neocheater, (2) meet privately with the dealer during a break and ask him to stop colluding, or (3) find the dealer's price to flash false signals at crucial moments to bankrupt (tap out) the Neocheater. In other words, neocheat the Neocheater. ...John Finn selected option 2 and lost the tournament. He resolved to use option 3 next time.

Neocheating begets Neocheating, and Neocheaters beget Neocheaters. Where will it end?

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Chapter XII

The Neo-Tech Discovery

The Neo-Tech discovery evolved from the earlier discovery of Neocheating. In a sense, Neocheating was not a discovery but an identification of elegantly sophisticated techniques of card cheating that met two criteria: *(1) required little effort or skill, and (2) were undetectable or unassailable as dishonest.*

The effects of Wallace's identification of Neocheating are similar to the effects his earlier identification of the Advanced Concepts of Poker had on the poker world during the 1970s: Like Neocheating, various Advanced Concepts of Poker had been unknowingly used not only by winning poker players but by unbeatable strategists beyond the card tables. And the extent that they randomly used the various Advanced Concepts was the extent that they won. With the 1968 publication of Wallace's book, "Poker, A Guaranteed Income for Life", the Advanced Concepts (a total of 120 advantage levers) were identified for the first time and systematically gathered into one source. That gathering and publishing of all the Advanced Concepts into one book produced big profit increases for those players who had acquired Wallace's book. As a result, the number of professional players, competitive players, successful women players, as well as high-stake games and tournament games escalated dramatically since the Advanced Concepts of Poker were first published.

And now, the 1980 publication of "Neo-Tech" (Neocheating) is having an even more profound impact on poker (and other card games), especially on high-stake casino and public-card-club games. Moreover, the effects are spreading into private poker, particularly into high-stake games. But, at the same time, a counterbalancing phenomenon is occurring: Everyone who learns about Neocheating automatically learns how to effectively nullify *all* cheating. Thus, the continued distribution of Neocheating information will at first greatly increase undetectable cheating, but eventually will ironically eliminate all cheating.

After identifying the Neocheating concepts, Frank Wallace made an even more important discovery by extending those concepts beyond cards — into business, politics, social

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relationships, and other areas of life. His discovery is called the Neo-Tech discovery. Once the concepts of Neocheating are fully understood, their application beyond cards becomes limitless. And more importantly, all Neo-Tech practitioners (who abound with impunity in most areas of life) become fully visible to those who understand Neocheating. Moreover, anyone understanding the concepts of Neocheating can render Neocheaters harmless.

Neocheating concepts used in business and other areas of life are so exquisitely subtle that the initial effect is shocking on realizing the enormous advantages one gains by using those concepts beyond cards.

Neocheating Beyond Cards

Neocheating beyond cards involves gaining easy advantages and power over others through combinations of techniques that meet two criteria: *(1) easy to execute, and (2) not vulnerable to detection or assailable as dishonest.* Once those two criteria are established, Neocheating formats can then be established in any area of life. With such formats, a person not only gleans unbeatable advantages over others, but commands easy shortcuts to profits and power.... Those who use Neocheating formats to achieve wealth or power are called Neo-Tech practitioners.

Examples of master Neo-Tech practitioners are illustrated on pages 214 and 215 and in Appendix A on page 219. Other examples are summarized in table 5 on pages 221 through 223.

Master Neo-Tech practitioners who use subtle, invisible Neocheating concepts to maximum effectiveness can gain enormous power and wealth. Such practitioners range from the President of the United States to the presidents of international banking conglomerates. But anyone can use the Neocheating concepts to gain profits to any chosen degree, ranging from business people neocheating customers (e.g., selling unneeded or fraudulent insurance policies), professional people neocheating clients (e.g., doctors promoting unneeded surgery), husbands neocheating wives (e.g., psychologically or physically abusing spouses into dependence, then into submission and subservience), women neocheating men (e.g., deceiving for entrapment and wealth extraction), teachers neocheating students (e.g., dishonestly attacking

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value producers to usurp unearned power); parents neocheating children (e.g., destructive manipulation for social images).

One major benefit of understanding Neocheating beyond cards is the rapid identification of Neo-Tech practitioners who surround everyone in almost every area of life. Once identified, Neocheaters can be prevented from diminishing one's own well-being.

Perhaps the most startling benefit of understanding Neocheating occurs when viewing network TV news. With knowledge of Neo-Tech, a person becomes acutely aware of the steady stream of Neocheaters (TV commentators, news editors, sociologists, politicians, educators, nutritionists, faddists, mystical gurus, and religious proselytizers) who constantly diminish everyone's life. With the concepts of Neocheating, however, a person not only can nullify those Neocheaters, but can transfer their usurped power from them to himself with honest effective Neo-Tech techniques. For example, manipulating the ego of a Neocheating politician or bureaucrat to remove coercive government regulations that are damaging a company's productive capacity is one example of using the Neo-Tech discovery honestly — of using White-Hat Neocheating.

The three possible approaches for using the Neo-Tech Discovery are the low-power approach, the high-power approach, and the Neothink/Neopower approach:

THE THREE APPROACHES

1. The Low-Power Approach: Neo-Tech is used defensively to avoid losses to Neocheaters. The "Neo-Tech Discovery" reveals (in Parts Two and Three) detailed, specific techniques for the low-power approach, including the original White-Hat Techniques that are effective, ethical, and honest.

2. The High-Power Approach: Neo-Tech is used offensively to gain advantages and profits — in cards or beyond. The "Neo-Tech Discovery" also reveals (in Part One) detailed techniques for the high-power approach, including the Black-Hat Techniques that are unethical but ravagingly effective. Yet, with Neo-Tech information, a person can safely defend himself against Black-Hat Neocheating and all other forms of cheating.

3. The Neothink/Neopower Approach: The Neo-Tech Discovery is used not only to identify and nullify Neocheaters,

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but to gain honest profits *as a result* of Neocheaters. The following table summarizes various Neo-Tech formats that profitably counter Neocheaters:

<u>NEOCHEATING AREA</u>	<u>NEO-TECH FORMAT</u>
Business	Identifying Neocheaters and understanding their techniques provide valuable knowledge that delivers larger profits and decreased losses through more beneficially accurate decisions.
Media	Rapid identification of Neocheaters allows an accurate evaluation of literature, TV shows, news programming, media events, movies... permitting more accurate and profitable decisions. Understanding Neocheating lets one quickly identify the 180 degree inversion of crucial values by devious business practices, political or social demagoguery, religious doctrines, and mystical illusions.
Politics and Education	Knowing the Neocheating techniques of all politicians and many educators provides a powerful tool not only for protection, but for profiting from the machinations of politicians, governments, and educators.
Religion and Mysticism	Understanding Neocheating provides startling realizations of how Neocheating is the essence of mysticism... and how most religious and mystical leaders are expert Neocheaters. That understanding is necessary not

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	only for avoiding the life-consuming influences of religion and mysticism, but for gaining maximum happiness, well-being, and profits from life.
Personal Relations	The Neo-Tech Discovery provides a rapid sorting mechanism for discarding destructive relationships and for winning beneficial relationships that deliver profits and happiness.
Science	Knowledge of Neo-Tech allows one to reject, for example, most warnings by government “scientists” of cancer risks with their accompanying regulations (e.g., the banning of cyclamates). Neocheating with science damages the productive segments of life and diminishes everyone’s well-being.... Knowledge of Neo-Tech permits valid value judgments and delivers peace of mind that Neocheaters constantly seek to undermine.

The Neocheating concepts are not only easy, practical tools for profits, but are crucial tools for thinking. Those concepts allow a person to identify and nullify Neocheaters who have beguiled human life for three-thousand years. Without understanding Neocheating, a person has no way of thinking about Neocheaters or of realizing how they constantly extract values from unknowledgeable people. Without those thinking tools to identify Neocheaters people can only suffer in silent frustration as their lives and dreams are drained by Neocheaters.

But the supreme value of the Neocheating concepts is that those new thinking tools will be the cutting edge for rejecting and eventually eliminating the power of government bureaucrats,

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religious leaders, political leaders, dishonest businessmen, external authorities, and all other Neocheaters.

The concepts of Neocheating as revealed by the Neo-Tech Discovery are among the most powerful thinking tools for future prosperity.

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Chapter XIII

Neocheating Beyond Cards

Neocheating in Business, Politics, Religion and Social Relationships

The first two thirds of this book teach the techniques of Neocheating specific to cards while identifying the differences between Neocheating and all other cheating. The specific Neocheating techniques for cards provide the concrete base needed to understand the *concepts behind* Neocheating. By understanding those concepts, the wider applications of Neocheating become obvious in the last four chapters.

Also, as becomes obvious toward the end of this book, the concepts of Neocheating can be used in any area of life to usurp money, power, respect, or love. But in the long run, people who extract values by Neocheating become dependent on cheating as they undermine their competence and self-esteem by embezzling rather than earning their values. The careful observer will recognize that by far the highest percentage of people involved in building false self-esteems to justify their existences are those pursuing careers in politics and religion. Such careers are by nature anti-productive and depend on Neocheating the public to extract money, respect, and power.

Appendix A

CHEATING AS A METAPHOR

What positive value can be found in card cheating? One magnificent value: Card cheating is a superb metaphor for identifying and classifying dishonest people . . .

The traditional cheater is, for example, the crude sneak thief. He is also the small-time bureaucrat or politician on the take. He needs little skill and much gall to extract his living. But he lives in constant danger of being caught in the act and subjected to the consequences.

The classical cheater is, for example, the elegant con-artist thief. He is also the respected technocrat who, for example, helps develop weapons for a repressive government. Application of his skills (that took years to polish or develop) lets him extract a “good” living. His dishonesty usually remains unseen and uncalled by those who surround him as he cheats countless people out of their assets and lives.

The Neocheater is, for example, the subtle executive thief who climbs to a high-paid corporate position by deceptive machinations rather than by productive efforts. He is also the religious leader who gleans a glorious living by promoting self-sacrifice among the multitudes. And the ultimate Neocheater is the politician gracing the highest office. He usurps a sumptuous living, enormous power, and a hugh ego trip by converting productive assets of the earners into nonproductive waste for the “public good” through the invisible manipulations of government force (e.g., taxes and regulations). His techniques require neither skill nor effort: he is simply shrewd and subtle enough to keep most people from realizing that he is constantly neocheating them — constantly draining their lives and assets. And most dangerously, he considers his neocheating as necessary for the “good of all”.

Neocheaters are by far the deadliest menace to honest and productive people, everywhere.

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Appendix B

AN OBITUARY FOR TRADITIONAL AND CLASSICAL CHEATERS

Neocheating renders all forms of classical and traditional cheating. Once the safe and easy techniques of Neocheating become widely known, difficult classical cheating and risky traditional cheating will cease to exist. As knowledge of Neocheating spreads, cardsharps will abandon their inferior forms of cheating and switch to the more potent yet safer and easier Neocheating. Many will become Neocheaters. Then, in turn, those Neocheaters will wipe out the remaining traditional and classical cheaters.

Neocheaters abhor the traditional cheater's crude or less-than-smart techniques. They also scorn the classical cheater's unnecessary big-win setups that generate suspicion, drain money too fast from valuable opponents, and jeopardize the game. Neocheaters, therefore, will often use their superior techniques to bankrupt those bothersome cheaters still using traditional or classical techniques. Besides, a Neocheater wants opponents to lose only to him in a relaxed, happy atmosphere — without the rush, trauma, or suspicion inherent in the old-style cheating techniques.

All forms of classical and traditional cheating will eventually die as the use of Neocheating accelerates. Many professional cardplayers will adopt Neocheating techniques — so will every player who ever yearned to cheat but was unwilling to spend the time to learn or was afraid of being caught.

Appendix C

A \$1000 REWARD TO SEAL THE COFFIN ON ALL CHEATERS

This book shows how to discover and stop all cheating, including Neочеating. And hopefully this information will eventually stop that new frightening player called the Neочеater. Certainly as more and more honest players read this book, the lid will close on all cheaters. Toward that end, a \$1000 cash reward awaits the first person who can discover a practical technique (acceptable for publication in a subsequent edition of this book) that will let honest players directly beat dealer-partner Neочеating, especially in high-stake casino poker, as described in Chapters 1, X, and XI. Only with that answer will the Neочеater have no out — no long-range survival.

That information will complete this book and eventually seal the coffin on all cheaters. With that last loophole closed, anyone who reads this book can prevent any cheater or Neочеater from operating profitably.

Statistically, the alert player knowledgeable about Neочеating can actually increase his advantage in full games (7 or more players) in which unbeatable dealer-partner Neочеating is occurring. While he cannot beat the dealer-partner Neочеaters directly, by being aware of their all-knowing betting position, he can actually gain more money from the other players than he will lose to the dealer-partner Neочеaters. By assuming the dealer always knows everyone's hole cards (thus making his partner's move always correct), a knowledgeable player can use their moves to read more accurately the other players. For example, if he reads the Neочеater for the best hand or the greatest advantage but the Neочеater suddenly folds, his folding signals that another player has a well-hidden, even more powerful hand or advantage. Such information can eventually save the knowledgeable player considerable money, especially in the "big" pots, thereby increasing his overall profits.

Or, as another example, suppose the knowledgeable player is competing with the dealer-partner Neочеater for catching the best hand, but should fold if another player has already caught

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an even better hand. If the Neocheater bets, the knowledgeable player can read the other player as not having caught his hand. Then if the knowledgeable player catches his hand and the Neocheater folds, the odds favor the knowledgeable player holding the best hand. He can then bet more aggressively or call a bluff more confidently against opponents with better appearing hands.

In other words, the knowledgeable player, through his awareness of Neocheating, can capture some of the advantages created by dealer-partner Neocheaters. If the game has sufficient opponents to exploit such rubbed-off advantages, the knowledgeable player can gain enough advantages to actually increase his winnings because of the Neocheaters.

Still, he cannot directly beat the dealer-Neocheaters. And, in games with too few noncheating opponents, he cannot gain enough advantages over those opponents to offset his losses to the Neocheaters.

Table 5
NEOCHEATING BEYOND CARDS

AREA OF ENDEAVOR	EXAMPLES OF MASTER NEOCHEATERS	NEOCHEATING CRITERIA EASY TO EXECUTE UNASSAILABLE
Business	Prosperous but dishonest stock and real estate brokers.	Mislead customers or clients by taking advantage of superior authority.
Banking	International bankers who gain advantages and profits through governments.	Nothing is illegal about their government funds and manipulations.
Politics	Most elected heads of states	Traditionally that never involve the effort of productive achievement.
Religion	Most religious leaders.	As with politicians, traditionally accepted living from producers. as good and needed.

Table 5
NEOCHEATING BEYOND CARDS

AREA OF ENDEAVOR	EXAMPLES OF MASTER NEOCHEATERS	EASY TO EXECUTE	NEOCHEATING CRITERIA UNASSAILABLE
Social	Dishonest Don Juans.	Manipulate partners through vulnerable emotions.	Others cannot prove bad intent.
Media	Many of the best-known TV commentators, journalists, editorial writers, performers, authors.	Foist inaccurate, dishonest, or out-of-context “facts” on trusting followers.	Others cannot prove immorality of author, actor, newscaster.
Education	Certain professors, teachers, nutritionists who build careers through ideas based on “big lies”, empiricisms, myths, and mysticism	Exploit students and followers through power of teaching positions.	Others cannot prove career-enhancing or ego-boosting abuses of power and authority.

Table 5
NEOCHEATING BEYOND CARDS

AREA OF ENDEAVOR	EXAMPLES OF MASTER NEOCHEATERS	EASY TO EXECUTE	NEOCHEATING CRITERIA UNASSAILABLE
Science	Most so-called environmentalists, and all politically or socially oriented “scientists” who build careers by using facts out of context.	Gain prestige with comfortable income and security.	Appear to be acting in society’s best interest when actually generating unearned prestige by underlining productive achievement.

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