LALO SALAMANCA



FEATS DOCUMENT

This document, made by Saul Badman, will address the feats and statements of Eduardo "Lalo" Salamanca, a character from the Breaking Bad universe, who serves as the main antagonist of Better Call Saul from the latter part of Season 4 onward.

Current Status:
Before Show: 100%
Season 4: 100%
Season 5: 100%
Season 6: 100%
Breaking Bad: 100%

Special Thanks:
AgentMcBacon
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Doc Keys

Blue - Observation, Perception, Cold Reading, Information Gathering

Cyan - Full Scale IQ, Fluid Intelligence, Crystalized Intelligence, Knowledge Application, Overall Intelligence

Lime - Manipulation, Deception

Orange - Emotional Intelligence, Social Intelligence, Adversity Capacity

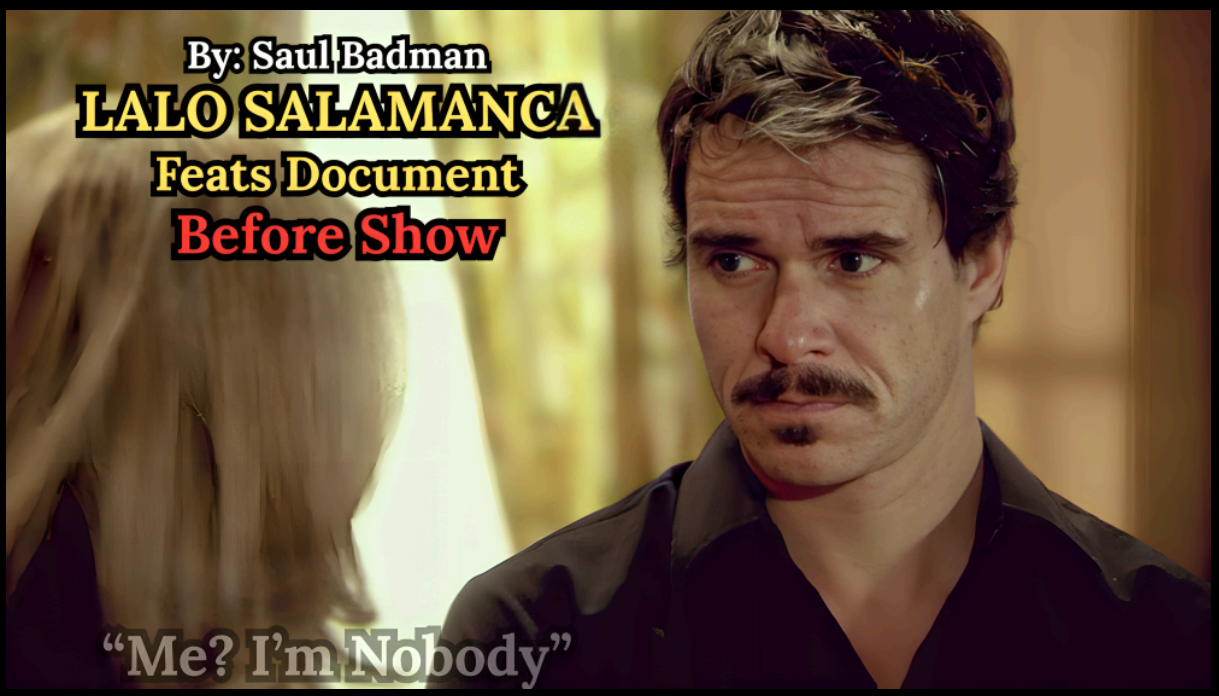
Pink - Logical Reasoning, Logical Prediction, Anticipation, Trap Evasion, Intuition, Intuitive Prediction

Purple - Psychology, Metacognition, Mental Fortitude, Psychoanalysis

Red - Strategy, Planning, Tactics, Setting Traps

Yellow - Others

Before Show



This section of the document will discuss certain aspects related to **Lalo Salamanca**, basically the events that occurred before **Better Call Saul** as part of his backstory.

Eduardo "Lalo" Salamanca was born in Mexico and raised by his uncle Hector Salamanca as part of the Salamanca family's role within the cartel, growing up to become an enforcer like his cousins. From early on, he was involved in extreme cartel violence, such as assisting Hector in torturing and killing a hotel owner who had disrespected them, even keeping a bell from the incident as a souvenir.

Over time, Lalo rose through the ranks to become a highly important figure in the cartel. Before the events of **Better Call Saul**, his family already controlled a major portion of cartel operations, and Lalo himself was a veteran leader, second only to Don Eladio and operating at a similar level of authority to figures like Gustavo Fring. He led men, managed drug trafficking operations, and built a reputation as both an experienced fighter and strategist.

He established himself in a heavily fortified compound in Chihuahua, where he maintained a "found family" consisting of trusted staff and bodyguards.

Nearby, he supported a couple financially (**Mateo Ramos** and **Sylvia Ramos**), going as far as paying for Mateo's teeth to be fixed, but this was actually a calculated move tied to a contingency plan. The couple had been moved into his territory, and the husband notably resembled Lalo, which allowed him to switch their dental records in case he ever needed to fake his own death. This objective was further reinforced by additional safeguards, such as a hidden tunnel built from his bathtub to outside the compound, giving him an emergency escape route if necessary.

Lalo is part of the Salamanca family network, which includes his cousins **Tuco Salamanca**, **Marco Salamanca**, **Leonel Salamanca**, and **Joaquin Salamanca**, all of whom are tied to the cartel's power structure.

(Influence Building, Leadership, Social Integration, Experience)

Season 4



This section of the document will include everything **Lalo Salamanca** does in Season 4 of **Better Call Saul**. He appears at the end of Episode 8, and Episodes 9 and 10 are filled with events involving him.

Season 4, Episode 8 **(50:00) -** Lalo tests Nacho Varga as he heard Nacho was fairly smart. So after he offered him some food he cooked and they made small talk, Lalo says "it's a special recipe, a family secret" while talking about the food he made to see if Nacho can use context clues (for example, Lalo cooking himself a meal in a cartel owned business despite never being seen there, suggesting he's not an employee) to figure out he's a Salamanca, to test if he's actually sharp. When Nacho figures it out Lalo says "they told me you were smart", confirming it. This will not be the last time Lalo tests people, the pattern will become clear as Lalo tests his opponents and allies more in various ways throughout the show/doc.

(Cold Reading)

Season 4, Episode 9 (28:30) - Lalo has suspicions Gus might be involved in Hector's incident, and is working against the Cartel. He decides a test is in order to see where Gus stands. In Gus's office, Lalo uses multiple methods to try and make Gus break character or composure, even if ever so slightly just so he could notice and determine his intentions. Firstly, Lalo flatters Gus, saying how building his restaurant chain from scratch is impressive and how great his food is. Meant to achieve: lowering Gus's guard by making Lalo appear casual and non threatening, concealing Lalo's real intentions, gauging Gus's reactions and how his facial muscles contract and move during a usual conversation (for Lalo to later notice anything "unusual", he has to know what "usual" looks like first). Secondly, he thanks Gus for helping Hector during Hector's incident, and says how grateful he and his family are. Meant to achieve: making Lalo look sincere, seeing if Gus was sincere in his attempts to save Hector and thus if he holds any resentment towards him. Thirdly, he switches to Spanish when he's about to say the most reaction worthy stuff yet - shit talking Eladio, talking about how he enjoys the bad blood between Gus and the Salamancas, and how he sits on his throne accumulating money while they work their ass off. Him switching to Spanish promotes Gus to answer in Spanish, this was intentional. Lalo did this as lying in your native tongue is harder than lying in a foreign tongue, at least in this context. I'll elaborate.

Behavioral and autonomic costs of lying in a native compared to a foreign language - PubMed

This isn't the end of it though. The study I linked was released in 2018 while **Better Call Saul** takes place between 2002 - 2004, years before the study came out. Even if a similar study existed in the BCS universe (for some reason), without the existence of the internet, it stands to question the odds of Lalo ever seeing it. And although Lalo likely had a good education considering he was born to the Salamancas - a rich family, nothing ever indicated Lalo had any expertise in psychology. All of this to say that the odds are really high Lalo understood all of this by himself. As he's a person who speaks both English and Spanish and lies a lot, he found this out by perceiving his own emotion. The reason it wasn't though perceiving the emotions of other people when they lied is because for this to happen a person would have to lie in Lalo's presence in their native tongue and in a different one, and for this to happen multiple times because a pattern can't be established with just with one example, as that could be considered a fluke and the person lying (while in their native tongue) could have just did a worse job for a variety of other reasons. Lalo was in Mexico prior to his

introduction in BCS to this happening multiple times prior to the show is extremely unlikely.

However, who do we know that knows more than two languages, frequently talks in both, and lies a lot? Lalo himself of course. The most likely interpretation is that Lalo first noticed this in himself and only after reasoned this must not be something specific to himself. So essentially, when lying in both languages Lalo perceived a small but noticeable (for him) difficulty to lie in his native tongue, more specifically speaking in Spanish caused him to get marginally more "emotionally aroused" about whatever topics he was talking about when compared to English. This must have happened multiple times because as I already mentioned previously this happening one or two times can be chalked up to various other factors. So this did happen constantly? Unlikely. As we know (or will know soon if you haven't watched the show but reading the doc) Lalo is not a very emotional person and has extremely high mental fortitude, so him getting emotional over topics, even if only slightly so is unlikely to be a common occurrence. This goes to show Lalo's impressive level of alertness, which manifests not only in observation or emotional perception of others, but also by monitoring his own emotional state and surveying potential factors for whatever emotions he's feeling.

So after establishing a pattern, he likely reasoned something similar to the study, about the effects of language on people's ability to lie effectively, as his usage of this phenomenon on Gus implies he understands this is not something specific to him but a universal psychological phenomenon. And lastly, Lalo says he was just joking with him, and that he would be crazy to go up against Eladio. Meant to achieve: seeing if Gus has any actual intentions to kill Eladio.

During the conversation, despite Gus's extraordinary composure, Lalo manages to spot the cracks he created in Gus's facade using these methods, and perceives Gus's underlying resentment towards Eladio and the Salamancas, his vengeful intentions to kill Eladio and take over the cartel and his cautious nature. These were perceived by a combination of infinitesimal details, such as minor changes in Gus's tone frequency at key moments, certain micro expressions lingering for a moment too long, and so on.

From this point forward, Lalo acts against Gus on the basis of knowing he's planning on betraying the Cartel, and even later mentions to **Juan Bolsa** how he believes Gus still holds resentment towards Eladio and the Salamancas.

In this tactic, using multiple verbal traps Lalo manages to ever so slightly break Gus's composure, and to anyone who knows Gus that is no small feat. The main reason this tactic works though is because Gus had no time to potentially prepare responses for Lalo's questions as he not only didn't know Lalo would come, but also because he didn't know much about Lalo. Lalo knows his family and also knows they were in contact with Gus, and thus he knows what kind of expectations Gus has for the Salamancas, and that he is an outlier in his family. He uses these facts to leave Gus no room for preparation and begins his barrage of verbal traps. After this conversation, Lalo also partly psychoanalyzed Gus as well. Understanding not only his main motivations - being hatred and resentment towards his fellow Cartel members, model of operating being using one carefully put together facade of a polite, grateful, hard working businessman making him a pleasant person and model immigrant, this is displayed not only by his mannerisms and tone of speaking but by the fact he's in his restaurant actually working alongside his workers despite being the head of a seven restaurants chain, making him seem humble, down to earth and likable. By the difficulty of making Gus crack he understands the caution Gus takes with every step he makes, and that secrecy is of utmost importance to him, which makes extra sense considering his plans with the Cartel.

During this entire conversation, Lalo keeps his act of the casual, charismatic, cheerful guy even when finding out Gus is planning on betraying the Cartel, killing Eladio and that he hates them deeply, managing to keep himself composed despite the obvious implications and immediate anger and dislike - potentially hatred he felt for Gus, the man who in his eyes might have poisoned his beloved uncle.

With a partial understanding of Gus and his motivations, Lalo leaves the restaurant satisfied. Worth noting that Lalo understood that if Gus wasn't stopped he would kill Eladio. This conversation happens in **Better Call Saul** episode 9 and Gus kills Eladio in Breaking Bad episode 10, likely as a homage to Lalo's prediction of the event. Bravo Vince!

(Direct Manipulation, Acting, Verbal Deception, EP, ER, EU, EM, Psychoanalysis, Metacognition, Logical Prediction, Inductive Reasoning, Tactics, Cold Reading, Information Gathering, Observation)

Season 4, Episode 10 (11:40) - Lalo spies on Gus and his delivery line to collect information with goggles, he collects the numbers on his delivery tracks, the times they leave and return, and maps out the layout of the perimeter.

(Information Gathering)

Season 4, Episode 10 (35:40) - (context) Werner Ziegler is a German architect that was hired and flown from **Germany** to New Mexico by Gus to build a **meth lab**. He's not a goon of Gus in any way shape or form, he can't handle himself, and he isn't a seasoned criminal.

After Lalo gets access to the cameras he observes **Michael "Mike" Ehrmantraut** taking a bunch of brochures of a few hotels and that Werner took a sum of money for something. Lalo already knows Werner's name and that he was an important figure that was somehow connected to Gus.

So in these few seconds (4-5), Lalo connects his deduction:

Werner is obviously doing something wrong, because there's no reason Mike wouldn't know where he is if they were working together, Mike having to find him means something went wrong. Why? The drug business Gus operates is top secret, and the construction Werner is building even more so because Gus needs to hide it not only from the police, but from the cartel as well as he's working against them. Wener is confined to one facility and he isn't allowed to leave, he's only left once after getting permission from Mike for him and his boys to go to a pub to drink, and Mike accompanied them all through the evening. When Werner got a little too drunk and just told some people he's an architect, Mike quickly pulled him aside, as he was revealing too much information. A German architect being in New Mexico was already too much information to be exposed to random people.

The operation they're doing is so top secret even the most miniscule amount of information getting leaked is a problem. Werner is in one place all day and mike is responsible for him, of course if mike doesn't know where Werner is it's a problem.

Now, lalo didn't know ALL THIS.

But he knew:

- Gus had to keep everything secret, and a (Werner is a german name) German guy in Albuquerque already raises suspicion, with Gus being an extremely cautious individual, it's extremely likely Werner would be confined to one place only during his stay, and even if not, at the very least, he'll have people watching/monitoring him at all times. As Mike was responsible for him, naturally a situation where he wouldn't know his location would be a disaster. And at this point, Lalo already knew Mike was responsible for Werner.

The way Lalo knew which hotels to call was by seeing the specific row Mike took the brochures from, the row only had a few brochures. With this, Lalo was able to anticipate Mike will call each of those hotels and ask for werner, and he did the same.

We knew he deduced Mike's plan because he took the same course of action as him, and we know he deduced most of the situation with Werner (Werner doing something wrong, defying orders/running away) because the plan to pretend to work for Gus would only work in that scenario. Why? Because Mike is the only person who contacts and informs Werner. Lalo could have easily guessed this because it has to work exactly like this, otherwise any person can easily scam Werner for information by pretending to work for Gus. That's why only Mike does it, which Werner knows. What makes this situation different? The fact that Werner wouldn't willfully answer Mike's calls, because he knows he's doing something wrong, and Mike will just scold him and order him to come back. So it makes sense for Mike or Gus to try and contact him through someone else. Lalo took advantage of this fact. He found the correct hotel, got Werner on the phone, and proceeded to pretend that he worked for Gus to gain as much information as possible. He did it by calling Werner’s hotel and saying he calls on behalf of Gus, after Werner asks Lalo if Gus is upset, Lalo asks "what do you think?" In a tone that suggests the question is rhetorical, despite Lalo not knowing why Gus would be upset. This question, on the surface could be interpreted in two ways:

Lalo simply asks to genuinely find out what Werner thinks.

The second, is basically a way to scold Werner for doing something wrong, implying Werner should know what he did wrong. (Lalo knew Werner was doing something wrong at this point, further proven by this, but he didn't know what he did wrong), and got him to spill more information while appearing as one of Gus's men. Lalo knew Werner would take the question this way.

Essentially it's an ambiguous question that achieves multiple purposes and can be interpreted in two different ways.

From Werner's answers, Lalo was able to gain the following intel:

1. Gus was building something.

2. They were currently working on the south wall.

3. Werner was one of the people working on it.

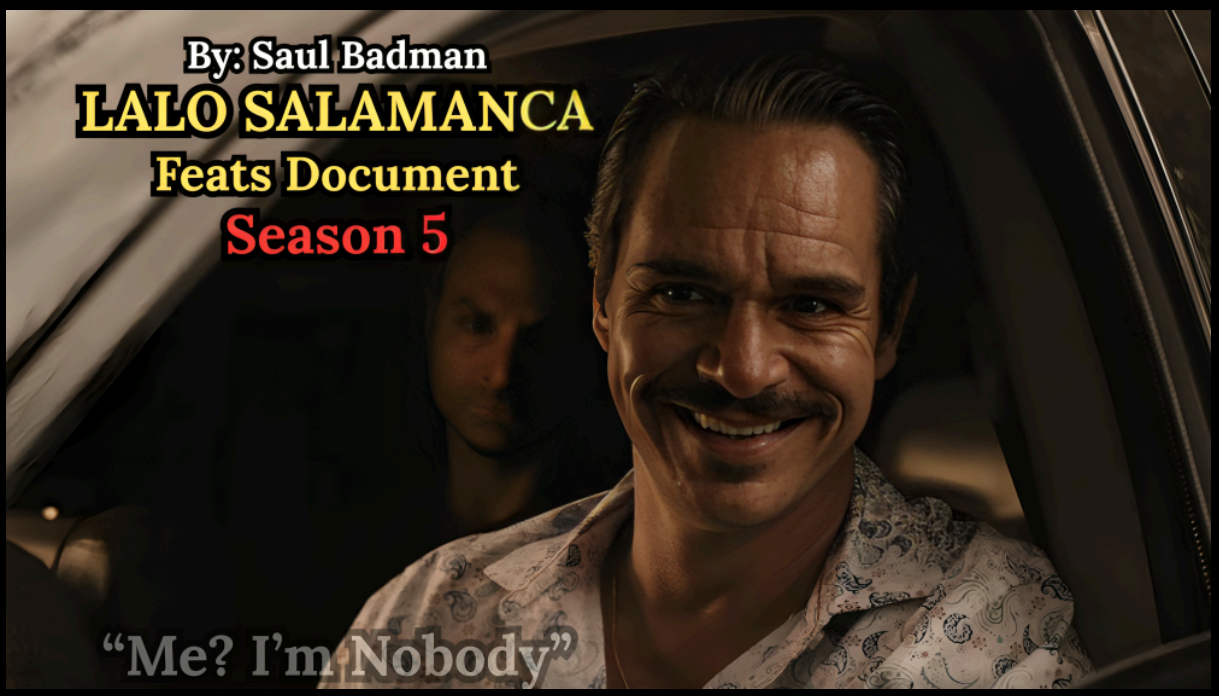
Werner goes silent afterward, after saying his name a few times, Lalo smiles and says:

“Mike… is that you?”

Confirming his anticipation that Mike will be there looking for Werner. After that taunt, Mike hangs up the phone, but it was too late as Lalo has already gained great intel.

(Verbal Deception, Direct Manipulation, Anticipation, Deductive Reasoning, Abductive Reasoning, Cold Reading, Observation, Information Gathering, Tactics, FRI, Fluid Intelligence)

Season 5



This section of the document will include everything **Lalo Salamanca** does in Season 5 of **Better Call Saul**. He already appears in Episode 1 and has appearances in almost every episode of the season, with the exception of Episode 4 and Episode 5.

Season 5, Episode 1 **(17:30) -** When Nacho mentions there's nothing wrong, Lalo notices when Krazy-8's (Maximino Arciniega) head swiftly turns in a sharp manner before quickly turning it back, and realizes something is actually wrong, he asks what's wrong and when Nacho answers that some people complained about the quality of drugs being down, he orders them to go with him to figure out what's wrong, mostly as an opportunity to gather information, as he doesn't think it's a coincidence. He does manage to gather valuable information regarding the quality and manufacturer of Gus's recent batch of drugs he distributed.

(Observation, Information Gathering, EP, Social Awareness, Intuition)

Season 5, Episode 1 (21:26) – Lalo is presented with some bags of meth, all identical looking to the naked eye. Supposedly, there may be something wrong with some of the meth. Using his sight alone, he's able to distinguish between the bags of pure meth, and the bags that have a miniscule amount of cocaine in them.

To illustrate how impressive this is, I'll show what he saw directly.









As further proof if was completely identical looking, nobody else but him recognized anything anything with how the bags looked, not the few dealers in that apartment, who you'd think would be able to differentiate bags of meth from bags with meth and a miniscule amount of cocaine after dealing with drugs, specifically meth for so long, or Nacho.

The only reason Lalo was even there is because the drugs supposedly “went down in quality”, in reality they just hit slightly less hard due to a small amount of the meth being replaced with cocaine.

(Observation, Perception)

Season 5, Episode 1 (28:40) – Gustavo lies about the reason some of his recent drugs are down in quality and Lalo sees through him.

Gus is an important figure in the cartel, who uses his chicken restaurant chain (**Los Pollos Hermanos**) to deliver drugs over the border and launder money. However, he plans to overtake the cartel from Eldaio and become the main leader in his place. He constantly deceives Eladio, Bolsa, Hector and other cartel leaders in meetings, and conversations. On top of that, Gus has to deceive the police, local population and local politicians regarding his restaurant and business, daily. He donates to the police and other organizations, and generally makes himself a part of the community to put on the mask of a kind business man, a person of the people, all as part of his fake persona. Gus is an expert liar that spends a considerable amount of his waking hours deceiving people. Despite all that, he still didn't manage to deceive Lalo.

(EP)

Season 5, Episode 2 (28:40) - Lalo plays poker with a few people including Krazy-8, and wins against him despite having a worse hand. He raises big as a bluff while acting confident, predicting Krazy-8 will fall for it by his subtle facial expressions and mannerisms.

(Acting, EP)

Season 5, Episode 3 (28:40) - The main reason Gus is trusted with power and influence within the cartel despite not really being one of them is his impressive financial results, so Lalo plans to sabotage Gus financially to sever his ties to the higher ups in the cartel. This tactic is simply the first step in Lalo's plan.

This grander plan will be expanded upon later in the doc.

So, when Krazy-8 gets arrested Lalo thinks of a way to take advantage of his arrest. Firstly, he has Nacho get **Saul Goodman (Jimmy McGill)** to a meeting location. Then convinces Saul Goodman to get in on the plan using a carrot and stick tactic, promising money if he agrees to cooperate and violence if he doesn't. An extra layer of this tactic is testing Saul, to see if he could be useful in the future, and to see if he can be trusted.

When talking to the **Drug Enforcement Administration (DEA)**, Krazy-8 tells them he wants to spill information. Then, just as Krazy-8 begins talking Saul barges into the room and urges Krazy-8 not to talk, speaking to him privately to let him in on what they're doing. Krazy-8 follows the plan and Krazy-8 decides he still wants to talk anyway, so Saul offers them a deal, that if he spills information they drop any charges, of course though, any information he spills could be completely false. This is an act, Saul barging in and so on, that is meant to be seen through. The two agents "see right through" the act and get up to leave, but just before they do Saul says the deal would be dependent on the information Krazy-8 gives them being true and leading to arrests, they agree to negotiate and Saul manages to get Krazy-8 protection as well. The fake act was meant to make the situation believable, and the first worst deal also had the effect of making the second deal (who granted was better) even better in comparison. Seeing through the fake act was part of the plan, meaning Lalo predicted their thought process and actions, mainly how they'll react to the initial offer and that they'll accept the second offer, and the fact that it'll be the DEA and not the police interrogating Krazy-8. He predicted their response by a few means, firstly his experience dealing with the DEA as a seasoned cartel member, knowing what kind of deals they get often, which deals they get less

often, what type of tricks criminals/lawyers often try to pull on them, on what conditions are they allowed to or incentivized to accept a deal, knowledge about how rats (snitchers) are often dealt with in the streets, etc. The predicted meeting and thought process from the agents went like this:

- This drug dealer agrees to talk, let's hear what he has to say, no reason not to.
- His lawyer suddenly barges in pleading him not to talk, after they discuss for a bit they suddenly want a deal that guarantees his release if he talks.
- Obviously a trick to make it look like what he has to say is of value, he'll give us useless information and then walk out free, not an uncommon trick.
- After our refusal of the initial deal they offered a deal with conditions, one that depends on results. This is obviously a much more agreeable deal, why didn't they start with that?
- Well, assuming their information is correct, snitching would put Krazy-8 in danger, and his colleagues could consider the fact he'll snitch and thus change their actions to avoid getting caught accordingly, therefore from their point of view it would be worth it trying to first get a deal that doesn't depend on any results as there is a chance his information won't be valuable, but them still offering a deal that's results dependent means there's still a chance his information will be valuable, which means it was true at one point at the very least, and might still hold true.
- This explains their take fake act in the beginning, and their second deal with conditions, therefore their information is likely correct. This deal is worth taking.

Krazy-8 gives them 3 locations (and the times) where money is being delivered. A lot of money that Gus would lose when the police confiscates. The great thing about this tactic is that if the money isn't at the locations, Lalo would know someone talked, and the only two people who knew about this tactic are Nacho and Saul, so he'll know if one of them is a mole for Gus. Lalo then goes on to keep using Krazy-8 as a rat for the DEA, snitching on more and more of Gus's thugs, drug dealers, informants and cash drop points. This is the first time Lalo outsmarted Gus.

(Indirect Manipulation, Logical Manipulation, Information Control, Misdirection, Tactics, Planning, Logical Prediction, Abductive Reasoning, FRI, Fluid Intelligence, Knowledge Application)

Season 5, Episode 6 **(15:30) -** As stated by Nacho, Lalo has multiple methods in mind in order to make the bosses think Gus isn't worth it. Hitting supply lines, going after his restaurants, making his customers sick, shutting down power, busting open pipes, as a few examples.

(Methods)

Season 5, Episode 7 **(13:50) -** Lalo asks Saul about something related to Kimberly "Kim" Wexler, and as Saul wants Lalo to have as little personal information about him, his personal life and especially Kim, he makes up a bluff, and Lalo sees through it.

Saul is an expert con man, the entire show is about him trying to change from the sleazy bastard he is who constantly plots schemes to deceive and trick people into a decent lawyer. It goes without saying Saul is a master at bluffing, making up lies on the spot, gaslighting people and all matters of deception. Yet he's unable to deceive Lalo. Lalo could also tell the reason for Saul trying to deceive him.

(EP, EU)

Season 5, Episode 7 **(21:30) -** Gus gets Lalo arrested in an attempt to stop his barrage of sabotage tactics, and so the authorities are alerted to his existence in New Mexico and his fake identity, making Lalo incentivized to return to Mexico after bailing himself out/breaking out.

Gus does this because his plan is to assassinate Lalo in his own home, for that he needs Lalo to go back to Mexico. Gus understands that he can only kill Lalo in Mexico because if Lalo was killed in the US, in New Mexico which is Gus's territory, it would make him the prime suspect for the murder in the eyes of the cartel. Although Lalo doesn't know about Gus's plan to kill him, he understands why Gus would want him imprisoned and back in Mexico, so he won't be able to continue sabotaging his operation, even if temporarily so.

Lalo also understands that in the current position, they can't kill each other. For the same reason Gus knows he can't kill Lalo. Lalo gets a phone smuggled to him while in prison and calls Nacho, telling him to burn down Gus's restaurant.

This does a few things.

- Firstly - It deals a massive financial blow to Gus, furthering Lalo's financial sabotage plan.
- Secondly - It tests Nacho's loyalty and resolve, as by this point Lalo is quite impressed with Nacho, and plans on introducing him to Eladio as a respected cartel member. And so, one last test is in order.
- Thirdly - It forces Gus to do everything in his power to set Lalo free. Instead of what Gus envisioned, Lalo struggling with his own power to be set free, he basically sends Gus a very clear message “I'll continue to sabotage you for as long as I'm here, so you better make sure I'm out of here as soon as possible”. This ensures Lalo is set free, and confirms he understands every aspect of the situation besides the end goal of Gus’s plan.

Gus miscalculated a few things, mainly that:

- 1: Lalo will understand most of the situation (basically all of it minus why Gus really wants him in Mexico)
- 2: His sabotage methods would get so bold, as Lalo's methods rely on plausible deniability, not dealing too much damage with each blow to mask intentionality and his own involvement
- 3: He'll risk Nacho

And thus Gus orders Mike to make sure Lalo is set free, Mike gets Saul the evidence of his involvement in the case, persuading the main witness to get reinvolved in the investigation, thus calling into question the validity of her testimony due to outside influence.

After that, a bail is set for Lalo of 7 million dollars. Lalo gets Saul to pick up the money for him, as Saul being a white, unsuspecting and unassuming looking lawyer is the perfect person to get and more importantly deliver the money for him. He makes Saul agree to being a “friend of the cartel” and informs Saul of the specific location his cousins will drop off the money. He explains to Saul why it can't be his cousins who deliver the money themselves - basically there are these “competitors” who want to keep him locked up - he's talking about Bolsa - who might try to stop the bail attempt. What he's really talking about is the fact the twins not only are naturally suspicious, not only are not supposed to be on American soil anyway as it's not their territory, but are also wanted, and Bolsa would get them arrested as Gus did Lalo. To avoid this, he decides not to have the twins deliver the money right to the police. Why would Bolsa do this though?

He's using the information gaps between Bolsa and Gus, Bolsa believes they share interests not knowing Gus is planning to cross the cartel. Bolsa believes Lalo being in prison benefits Gus, as he doesn't know the full scope of Lalo's sabotage of Gus's operation and that Lalo can damage Gus even from within prison. This is by Gus's design, he doesn't want Bolsa to know how in trouble he may or may not be in fear of Bolsa switching allegiances or trying to get up in Gus's business trying to "help". Lalo also knows Bolsa has his spies in Mexico, and that the twins taking a massive amount of money from his vault would make noise no spy can overlook. With this, he knew he'll have someone tracking the twins and ambushing Saul.

So, how the hell would Saul arrive safely with the money then? Gus. Lalo is aware Gus has all the same information he possesses in this situation, or all the information that matters I should say. He's aware of the knowledge disparity between them, the bail, the meeting in the desert, etc. And he predicts Gus would predict Bolsa's actions not only due to the information Gus has but his intelligence and analytical style of examining situations, considering all possible situations and outcomes. And so Gus would also send men trailing Saul, but those men would know someone/s would try to rob Saul, and would be ready to ambush them, resulting in victory. Additionally, Lalo knows Bolsa has to appear neutral, so he can't send his own men, and has no reason risking his own men when there's a perfect payment ready for any gang willing to take the job.

This achieves a few things.

Lalo had no way to know Mike will 1v10 the gang and win. In his mind, it's highly likely some of Gus's men he sends would be injured or killed in the fight, thus weakening Gus's ranks. This would also weaken future competition. As Lalo's final end goal is for the Salamancas to take Gus's place as distributors and suppliers in his territory, however territory comes with its own problems, one being rival gangs. And as the gang Bolsa sent would get wiped, or at least some of it, future competition is weakened. Making sure Lalo is set free while not sacrificing/risking the twins. All of this with a single phone call. A single tactic that solved his situation, and still managed to contribute to his main plan.

(EU, Indirect Manipulation, Logical Manipulation, Tactics, Planning, Logical Prediction, Deductive Reasoning, Abductive Reasoning)

Season 5, Episode 8 (35:50) - Lalo figures out why Kim came to visit him as soon as she tells him she's Saul's wife, which is that Saul still hasn't arrived with the money. He figures this out mostly by seeing through the false calmness Kim is putting on, seeing she's actually a nervous wreck. He also figures out Saul didn't run away with the money since Kim came to visit him, if Saul had run with the money he had no reason not to take Kim with him. These realizations are mostly due to Kim's emotional state. He manages to calm Kim down so she won't alert the authorities.

(Abductive Reasoning, EU, EP)

Season 5, Episode 9 (35:55) - Before Lalo leaves Hector, he kisses him on the head and says "family is everything", making his main motivation completely clear. Despite the fact Lalo does enjoy his work and the thrill it provides, it doesn't distract him from his main goal, furthering the interests of his family. Pretty much everything we see him do is for this goal and is fueled by the motivation his love for his family provides. What Lalo said “family is everything” references what Hector said to one of the Salamanca cousins when they were kids while drowning one of them to teach them a lesson, implying Lalo received a similar lesson himself, and not only remembers it but also embraces it and the Salamanca’s ideology.

(EE, ER, Metacognition)

Season 5, Episode 9 (39:30) - (context) Saul is ambushed after receiving the 7 million dollars the Salamanca twins took out of Lalo’s savings and gave him to bail Lalo out of jail. His car gets destroyed in the process. Mike saves him, and they walk out from the desert to a road until they find a gas station, Saul gets serious sun burns in the process. After returning the money to Lalo, Lalo asks what took him so long, Saul gives him a fake story about his car breaking down, Lalo doesn't buy it.

Now, Lalo knew a gang was going to try and steal his money from Saul, and that Gus was going to intervene and ensure Lalo gets his balling money because he wants Lalo back in Mexico. If Saul came back without any trouble, it would be possible to assume the fight between Gus’s men and the gang happened before they reached the spot where Saul got the money.

However, Saul's car being destroyed, him coming late by a couple of days, and lying about why he was late all together is too big of a coincidence. So Saul was definitely involved in some shootout, Lalo just had to figure out why he didn't want him to know about it.

The information Lalo had at his disposal:

- Saul was in some type of shootout, that's how the car was destroyed/damaged.
- He didn't want Lalo to know he was in any shootout.
- The person/people who saved Saul were Gus's men.
- Saul didn't know Lalo knew one/some of Gus's men were going to intervene and save him.

Saul lied because telling Lalo the truth wasn't in his best interest, why is that? As we established, Saul doesn't know Lalo knows Gus's men were going to save him. Therefore telling Lalo the truth establishes that fact, that he was saved by Gus's men. Saul doesn't know exactly why he was saved or the exact details of the conflict between Gus and Lalo, he only knows they're antagonistic to one another. And from Saul's point of view, Lalo doesn't know Gus's men were going to save him, so the obvious conclusion Lalo would reach from the fact Saul was saved by Gus is that Saul is either a maul for Gus at worst, or has some connections to him at best (this part being true), both being bad for Saul as both would turn Lalo antagonistic towards him.

This is how Lalo figured out Saul had connections with Gus.

(EP, EU, Abductive Reasoning, Intuition, FRI, Fluid Intelligence)

Season 5, Episode 9 **(40:10) -** To confirm his suspicions, Lalo drives to where Saul said his car stopped working, just to confirm with 100% certainty he lied about his story. From the car window, he spots the tracks of a car on the desert sand, tracks that are a few days old at this point. They lead him to a dumped car, Lalo jumps down to investigate it and spots two small bullet holes at the bottom of the car.

(Observation, Perception)

Throughout the show - Lalo displays his expertise in a few fields:

- Gun usage and weapon mastery, whatever it be various pistols or assault rifles and so on.
- Some proficiency in drugs.
- Expert mechanic.
- Lalo is a chef.
- Various displays of street smarts and deep understanding of how the criminal world works.

Most of the instances where we learn about Lalo's skills are when he uses them to his advantage, rather than through statements.

Lalo also speaks perfect Spanish and English throughout the show, additionally, when traveling to Germany Lalo displays moderate ability to speak German, ordering a drink in German and recognizing a German word because it's similar to the same English word, on top of the fact navigating in Germany alone likely requires some level of German by itself.

(VCI (Information), VCI (Vocabulary), Crystallized Intelligence, Learning Ability, Knowledge Application)

Season 5, Episode 10 **(28:40) -** When asked about an unimpressive sum of money Eladio got from Gus, Lalo says it's excellent to not raise suspicions he has an agenda against Fring. After that, he reveals a key to an expensive car he bought for Eladio, with a big sum of money being in the car's trunk. This is a successful attempt to please Eladio and improve the Salamanca's standing in the cartel, ESPECIALLY now that Bolsa (Gus's boss and the man who got Lalo imprisoned) and Gus aren't providing well financially. It's part of a grander contingency plan to make Eladio replace Gus, as the reason Gus and Bolsa aren't providing well is due to Lalo's sabotage back in New Mexico, making his sum of money and competency look even better in comparison, making giving the Salamanca family more power in the cartel seem like a wise decision.

(Verbal Deception, Direct Manipulation, Emotional Manipulation, Tactics)

Season 5, Episode 10 **(49:20) –** while assassins are trying to kill him in his own house and are murdering his friends and workers, suffering injuries, suppressing fear, anxiety, grief, anger at the realization he's been betrayed by Nacho and outsmarted by Gus, Lalo keeps a calm attitude and level headedness, and even manages to think of a way to get out of the situation for the sake of his family and to get back at Gus.

(EM, EE, AC)

Season 5, Episode 10 **(49:20) –** After Lalo spots the assassin dressed in black outside his window in the dark while talking to his worker, he uses the worker as a shield, takes cover then uses a pan full of hot oil to dismantle one of the assassins as he gets closer. Then, he makes his escape to the bathroom, lifts the bathtub to reveal a secret tunnel which goes out the house for emergencies, and goes in the tunnel. It's important to understand why he takes the course of action he takes. Lalo quickly understands that trying to run away might not be his best option. Even though he can run away, he's injured and will now have a constant target on his head. Instead, there's a way he can take care of the assassins, prevent future assassination attempts and put himself in a better position to counter attack Gus.

Lalo decides to keep the entrance to the tunnel open so the assassins will see it, which then would lead them to think he ran away, and they would attempt to go in the tunnel to save time chasing him, and also because from their pov the tunnel could lead to a location that's inaccessible or may be difficult to find from upper ground. This would put any assassin crawling through the tunnel in a vulnerable spot, and the rest of the assassins would think he escaped the perimeter as the assassins who saw the tunnel would inform them Lalo escaped, lowering their guard.

After exiting the tunnel outside his house, Lalo hastes back into his house, taking a few assassins by surprise and finishing them quickly. When he gets back to the bathroom, two assassins are still crawling through the tunnel. He grabs an assault rifle from a dead assassin, and fires the gun into the tunnel from above, catching the two unassuming assassins off guard, who have no option but to die.

He later tracks the last assassin and before killing him he forces him to tell his boss they (the assassins) finished the job, making Gus (and later Eladio, the Salamancas and the police) think Lalo is dead, which would give Lalo time to prepare his next move, as Gus would no longer consider him a threat or make

any moves against him, presuming he's dead. Lalo thinks about this tactic in about ~ four seconds when he's about to close the bathtub. For the strategy to work, he has to estimate:

- The amount of time it would take him to exit the tunnel, which means estimating the distance to the exit of the tunnel and his crawling speed.
- The amount of time it would take him to return into his house, which would mean estimating the distance between the tunnel exit and the house.
- The amount of time it would take the assassins to find the bathroom, which would require him to consider the last spots he saw each assassin in.
- The amount of time it would take them to exit the tunnel, estimating their crawling speed.
- And in this same window of time, he also thinks about the tactic to beat them.

He has to estimate these factors because time is an extremely important variable in this situation.

If Lalo doesn't manage to exit the tunnel before the assassins find it, they simply unload into the tunnel and he's dead.

If Lalo does exit the tunnel and goes into the house but the assassins crawling through the tunnel manage to exit it before he gets back in the bathroom he has to face them head on without the element of surprise.

Without the right variables falling into place this tactic would have lower chances of survival, compared to the option of just running away, yet Lalo decided it was the right path to take. Now let's see how he knew it would work.

How did Lalo estimate the length of the tunnel? It's difficult to know for sure, but there are a few possibilities.

- During the construction of the tunnel Lalo asked about its length or took a peek at the blueprints, and so he knew the length and quickly retrieved that memory, showing solid long term memory. This is supported by previous showings of his LTM like telling Saul the exact, specific path to the bail money meeting location from the top of his head.
- We know Lalo is a very “hands on” type of person, usually working alone, fixing his own car despite being rich enough to own several personal

mechanics if he wanted, and so on. It's highly likely he tested the tunnel itself at least once and remembered the length of it, again showing solid LTM.

- Just like the previous possibility Lalo tested the tunnel itself, however he may have not estimated the length because there wasn't any reason to do so at the time, however he remembered the tunnel itself, and visualized it quickly in order to estimate its length in real time, showing not only solid LTM, but high VSI as well.
- We saw he took a quick peek of the tunnel before executing the tactic, it's possible he simply saw the entire tunnel and estimated a rough length. Despite it being a superhuman feat of perception due to the length of the tunnel and it being mostly dark, this is consistent with Lalo's eyesight feats, like sniping Gus in complete darkness in S6E8, noticing the assassin dressed in black in the dark outside of his house in the same episode this tactic happened, distinguishing small amounts of cocaine painted to look like meth from real meth, and so on.

It's difficult to decide for sure which one it is, so in my humble opinion it's reasonable and fair for the reader to decide which they think is the most likely interpretation.

Now, for the last two interpretations, the size of the tunnel matters, so here's a rough estimate of its dimensions.

One assassin, after crawling through more than half of the tunnel, estimates it to be *at least* 100 meters in size.

As for its width:



The shoulder width of the average adult male is about 40 centimeters. Lalo is a healthy, 180 CM tall adult male, so there's no reason to believe his shoulder width should be any smaller.

As we can see, Lalo can easily fit inside the tunnel, with quite enough space for his shoulders, potentially enough for even double his shoulder length.

- As a low ball, about 70 centimeters should be accurate.
- So the low ball he had to visualize is 100 meters × 70 centimeters.
- Mid ball would be 120 meters × 75 centimeters.
- High ball would be 140 meters × 80 centimeters.

Naturally, he did this in the same 4 seconds he formulated his tactic and took account for all the other variables.

How do we know it was ~ 4 seconds? Well, when Lalo is about to enter the tunnel he's about to close it but then stops, thinks for about ~ 4 seconds and decides to leave it open. This proves he thought about the tactic and its logistics in that time, because if he thought about it beforehand he would have just left the door to the tunnel open without trying to close it.

Lalo's estimation/prediction of the speed in which he and the assassins crawl. Obviously, he knows his own crawling speed, but in this case his leg was injured, so he could estimate he'd crawl slightly slower than his max speed.

On account of the assassins being, well... assassins, Lalo can guess they're fit and in solid physical condition. Lalo himself is also fit and in well physical condition, so he estimates their crawling speed can't be too far than his own max crawling speed, however, taking their gear into consideration - their protective combat uniforms with ammo and other gear equipped on it, as well as the rifle they're carrying, their crawling speed would have to be hindered, likely slower than his current one.

He uses his negative emotions - mostly anger and hatred in the formulation of the tactic, aiding him in the memory necessary to formulate it. Very clearly seen by his facial expressions during the encounter, and him talking to Hector about it later clearly upset.

Lalo stated himself that he sleeps only for about 1-2 hours a night. This amount of sleep per night is considered sleep deprivation. Sleep deprivation causes increased aggression, and hyperalgesia, meaning an increased sensitivity to pain. These two facts makes Lalo's EQM even more impressive in this situation, considering he was injured, and very obviously extremely mad. On top of that, Lalo functions daily on this level of sleep, making his emotional control even

more impressive when you realize he's managing increased aggression and extra pain sensitivity every single day.

(Observation, Perception, Cold Reading, Tactics, FRI, PSI, VSI, WMI, Battle IQ, Improvisation, Long Term Memory, Logical Manipulation, Indirect Manipulation, Information Control, EE, EM, AC, Abductive Reasoning, Logical Prediction, Trap Evasion)

After this episode, Lalo abandons his previous plan of sabotaging Gus until he gets replaced by Don Eladio as he realizes that won't be possible anymore with Gus trying to kill him. So now I will summarize his grander plan which was abandoned to make it clearer.

This plan relies on the relationship between Gus and the cartel.

Gus wasn't born to a cartel family. He didn't organically join as a thug and climbed up the ranks. He isn't friends with any of the cartel leaders. He was thrusted into this world, getting a bloody welcome when his friend and business partner got murdered by Eladio. So Gus isn't one of the cartel, he's not completely trusted, and his unsightly entrance to the cartel made people fear he may hold resentment for what was done to him and his friend, but overtime he managed to deceive almost all the cartel leaders into believing it's behind him and he holds no grudges, almost all.. besides Lalo and Hector.

So Gus isn't really an “authentic” cartel member, but he's still respected and trusted with some level of power. This relationship Gus has with the cartel, where he gains protection, authority and is trusted with influence, is built solely on him managing to provide well financially, more so than the Salamanca family. Knowing this, Lalo plans to sabotage Gus’s operations so much that he will be replaced. Of course, securing evidence that Gus is conspiring against Eladio and showing it to Eladio would be ideal, but that's easier said than done. So while trying to secure evidence, Lalo's financial sabotage plan serves as a contingency in case he wouldn't be able to find evidence. Many of the steps he takes further both plans.

Firstly we have the tactic in the office where Lalo learns about Werner Zigler’s situation. Purely an information gathering tactic, mainly serves the securing evidence plan.

Secondly we have the Krazy-8 tactic, where Lalo uses Krazy-8 to indirectly inform the FBI of locations where Gus's money is being delivered, and to test Saul and Krazy-8.

This tactic achieves two purposes:

1. Furthers the contingency by financially sabotaging Gus, with hundreds of thousands of dollars being confiscated by the DEA, and Gus's distributors arrested.
2. Tests the loyalty of both Saul and Krazy-8, and their abilities to perform. Serves Lalo well in the long run to know who he can trust, whether it be trusting their word or abilities.

So information gathering and financial sabotage.

Thirdly we have the prison tactic. This tactic serves three purposes:

1. Destroying Gus's restaurant, a massive hit to Gus's operations.
2. Again, it tests Nacho's loyalty and determination. At this point Lalo was quite impressed with Nacho and considered having him meet Eladio as a respectable member of the cartel, so one more test was in order.
3. Setting Lalo free from jail, so he can return home for his next step.

Next is the Eladio tactic, where Lalo showers Eladio with an extravagant car and lots of money specifically at a time where Bolsa and Gus have less to offer, flipping the image in his mind that Gus provides more than the Salamancas. Beyond that, Lalo sets up another contingency in case an attempt on his life is made. Lalo sets up multiple look-alikes of him around the territory he controls, all matching his general build (height, frame, etc) in case he needs to fake his own death. Furthermore, we know he switched their dental records with those of himself. He did that so if he needed to fake his death, he could burn the body of one of them, and the only part that could be used to recognise them are their teeth, which will match the record... of Lalo. Another aspect of this plan is the pressure Lalo's first contingency applies to Gus and how it helps his main plan. Lalo's financial sabotage puts Gus in a tough position, because if he's replaced his entire plan to take control of the cartel crumbles.

This forces Gus to either:

1. fight back against Lalo's financial sabotage.
2. speed up his main plan.

Both options force Gus to stretch his resources thin and make suboptimal decisions as he has no better options.

For example, the Wener Ziegler situation created by Gus trying to speed up his plan, resulting in Werner and his men working under conditions they couldn't mentally endure, which resulted in Werner disobeying orders which gave Lalo the opportunity to gather crucial information. Demonstrating the fact Gus revealing more of his cards gives Lalo more opportunities to spy on him and his men, gathering information.

This dynamic - sabotaging → info gathering → sabotaging etc perfectly strikes Gus's weakness - his need for secrecy by forcing him to act, play his cards, make moves rather than slowly and quietly playing the long game by continuing with his plan to take over the cartel, then gathering crucial information in moments of vulnerability.

Lalo's psychoanalysis of Gus lets him understand how Gus operates, thus he deliberately makes a plan that forces Gus out of his comfort zone, making him fight in a way he's not used to. In simple words, Lalo made a style of planning specifically suited to counter Gus, and on top of that, he was also multi-tasking by making it so that the formulation of one contingency was also helping his main plan.

Overall, this plan includes one five separate tactics, some preparation, and a lot of information gathering. In essence, Lalo was working towards a main goal while simultaneously building multiple contingency plans. Of course, I didn't mention every single instance of Lalo's information gathering as that would be unnecessary.

(Planning, EU, EF, Influence Building, Relationship Management, Psychoanalysis, Emotional Manipulation, Fabrication, Indirect Manipulation, Information Gathering, FRI, Fluid Intelligence, Knowledge Application)

Season 6



This section of the document will include everything Lalo Salamanca does in Season 6 of **Better Call Saul**. He appears starting in Episode 1 and is present throughout the first half of the season up to Episode 8, with the exception of Episodes 2, 3, and 4.

Season 6, Episode 1 **(52:37) -** Lalo discusses with Hector what his next move should be. Lalo says he's going back to New Mexico to kill Gus, but Hector protests. Lalo goes through the Spanish alphabet and Hector dings at the letters to communicate his preferred idea to Lalo. Three letters in and Lalo guesses the word, which is the Spanish word for evidence. He counters, telling Hector he looked for evidence for months but found none, then has some sort of realization, and says he knows where to find the evidence. After this, Lalo travels to Germany, tracks down Werner's wife, Margarethe Ziegler (we'll call her M), and attempts to seduce her to extract information out of her. What did Lalo understand in those few seconds? How did he know M is alive and in Germany? From what he knew, she was going to meet her husband in New Mexico, Werner Ziegler, which he knew Mike found.

Lalo could easily deduce Werner was killed as he worked on an extremely secret project for Gus and directly disobeyed orders, Gus was not going to let someone

unreliable and untrustworthy with knowledge of what he's doing live, considering one word to the authorities can foil all of his plans.

However, shouldn't M have been killed as well? She was just on her way to New Mexico to meet her husband after all.

Also, why would Lalo think she would be open to his advances? After all, her dear husband just died a few weeks ago, a still very early departure, especially considering how long they've been married for. Of course different people have different ways to cope, but a middle aged wife moving on so quickly? There's no way Lalo planned on trying to seduce her, that is poor planning right there. Or is it?

I will explain Lalo's thought process and how he reached his conclusions.

Firstly, let's confirm that a few things Lalo for sure knows.

1. Werner is dead - common sense deduction considering the information he has.
2. He has a wife - **Travel Wire** documents.
3. If his wife is alive, she must not know anything about Werner's business with Gus, or is bribed to keep quiet about it - common sense.

Firstly, it's extremely unlikely Werner would tell his wife anything about his work at New Mexico relating to Gus, as

1. He's not allowed to.
2. That would put her at risk
3. It would put his marriage at risk.

So it follows M doesn't know anything about the operation or Werner's work. Knowing this, we can understand killing her isn't necessary. However, it is safer and more convenient isn't it? A dead man tells no tales after all, however, in practice it actually isn't. Lalo, being in the cartel business for years, is experienced in not only killing people, but disposing of them as well, and thus has an understanding of the difficulty of the whole ordeal, killing someone, covering it up, disposing of the body, etc. It's even more dangerous in this situation as M is not a citizen of New Mexico and thus her disappearance would invite unwanted attention. Knowing Gus's cautious nature and his constant pursuit of secrecy, Lalo can easily deduce he would rather take the safer option, that being M not being killed, if possible. Mike would prefer it as well, being good natured (at least in comparison to his peers) and it also meaning less work for

him, and Werner himself would obviously prefer it as he wouldn't want his wife to die.cAll of this is amplified tenfold when we consider M hasn't landed yet, which Lalo knows (Travel Wire documents). Knowing all of this, Lalo can understand they would try to get her to immediately travel back to Germany upon her landing, the only question remaining is with what method.

Obviously she couldn't know the truth, so she had to be deceived in some way. Lalo knows it had to be Werner who made her return to Germany, as any other person doing it would be suspicious, “why is this person I don't know telling me to go back home and that my husband can't make it to our vacation? Why can't he tell me himself?”, and suspicions are the last thing they would want to raise, especially considering that if Werner died shortly after some random man told her to go back home she would likely alert the authorities.

Anything practical wouldn't really work either. Werner telling her he's sick or injured would make her want to see him even more to take care of him or at least be there for him, potentially making her want to see him even more out of concern. Work also wouldn't work. If he tells her he can't be with her due to extra work popping up, there's no reason she can't enjoy the hotel they already paid for and a vacation at New Mexico alone. Not to mention it's possible they can potentially finish the extra work earlier than expected, still giving Werner and M some vacation time (from her POV).

No, it had to be something else. It had to be something that would be guaranteed to work, give no information about the real reason why, and wouldn't raise any suspicions. Being an asshole checks all three boxes. Just Werner directly telling his wife to go back because he doesn't want to see her, would surely send her right back, as it would upset her and make her not want to see him anyway.

Lalo understood not only this, but its implications as well.

What this means is that the last interaction M had with Werner was negative. Him yelling at her, telling her he doesn't want to see her. This would not only leave a bitter taste in her mouth, there are obvious implications to Werner's actions. Why would he suddenly not want to see her after specifically inviting her? After not seeing her for so long? And renting a hotel for both of them? The obvious guess would be that he's cheating, and wants to share the hotel room with his lover instead of his wife. Those are thoughts that must have crossed her mind, from her point of view it's the most reasonable explanation.

Of course, all of this doesn't mean she hates him. It's only speculation from her side after all and his death hurt her deeply. But their negative last interaction and the looming thoughts of him cheating in her mind makes it highly likely she'll be ready to move on sooner than she would otherwise, or at the very least would have a justification for trying to move on sooner rather than later, or use distasteful methods of coping.

This feat was performed in 3-4 seconds.

This is how Lalo knew she was alive, in Germany, and how he anticipated she would be open to his advances.

(Deductive Reasoning, Abductive Reasoning, Inductive Reasoning, Anticipation, Cold Reading, Psychoanalysis, EU, FRI, PSI, Fluid Intelligence, Knowledge Application)

Season 6, Episode 5 **(39:01) -** Lalo decides to investigate further into Gus's connection with Werner and goes to Germany, then tracks Werner's wife.

He manages to smoothly start a conversation with her (seducing her) by sitting next to her and chit chatting with the barman while convincingly faking an American accent, knowing the barman will ask him where he's from, and so he says New Mexico and mentions the name of the city Werner's wife almost had a vacation in.

During the conversation he manages to subtly get her to expose valuable information. He then escorts her back to her house. He breaks into her house the following day and finds valuable information that leads him to Werner's friends. During their conversation, Lalo also confirms the wife has no idea what actually happened with her husband Werner and by means of emotional perception, and thus decides not to directly investigate her.

(EP, EF, Charisma, Direct Manipulation, Emotional Manipulation, Information Gathering, Tactics)

Season 6, Episode 6 **(27:00) -** After Lalo tracks down Werner's friend called Casper and begins chasing him (we'll call the friend C), C enters a dark warehouse to even the odds against Lalo as Lalo has a gun while he only has an axe. He planned on ambushing Lalo in the warehouse. Lalo understands he's

disadvantaged in the warehouse and that C plans on ambushing him, but he has a counter in mind. Lalo has a card he got from Werner's wife, with it he managed to find C's hiding location, and behind the card there's a small, sharp metallic blade. Lalo predicts C won't kill him immediately for two reasons. Is that he's a regular civilian, unlikely that he killed someone before, unlikely to possess a killer instinct, has no experience with violence and would therefore hesitate. He would like to know how Lalo found him, as he's trying to stay hidden in the middle of the forest, and knowing how he was found could determine his next actions, for example if the way Lalo found him can only be performed once or only by Lalo, he may not need to relocate.

This would give Lalo an opportunity to show him the card, and as C gets close to read it (because he won't want to let go of his axe, he won't take the card in his hands and will have to get closer to read it, especially since it's so dark in the warehouse) Lalo will slash him in the face, then steal his axe. So, after Lalo gets ambushed, he falls to the floor. He then puts on an act, convincing C he's in so much pain he can't walk and can barely talk. C asks how he tracked him down, and Lalo shows him the card. While distracted reading the card, Lalo quickly slashes his face with the blade hidden behind the card and steals his axe. He then proceeds to torture the information he needs out of him. Important to note that he puts on the act that he's in so much pain he can't even talk or walk while he's injured.

(Acting, Concealment, Fabrication, Information Gathering, Cold Reading, Tactics, Setting Traps, Trap Evasion, Logical Prediction, Abductive Reasoning, EF, EU, FRI, Fluid Intelligence)

Season 6, Episode 7 **(05:00) -** Lalo spots a small exit hole from the sewers, from which the laundry can be seen. He then enters the sewers from a different entrance and navigates to the spot where he can watch the industrial laundromat department called Lavandería Brillante as he knows underneath it is Gus's secret meth lab (or meth lab in the making) due to the information he got from Werner's friend, to spy on the movements of Gus's people.

(Information Gathering, Observation, VSI)

Season 6, Episode 7 (36:45) - Lalo calls Hector's nursing home, **Casa Tranquila**, again, speaking in Spanish first to see if the nurse speaks Spanish as well or not, because if she doesn't he knows she can't listen in on him talking to Hector in Spanish.

However, something peculiar happens. The line takes slightly too long to reach Hector, and Lalo immediately realizes the call is bugged. 3 seconds to be exact. Last time Lalo called Hector, it was about 15 seconds, this time, Lalo shuts the phone when the call still hasn't reached Hector after 18 seconds.

It makes sense for two reasons. No one else ever calls Hector or makes attempts to contact him, and Hector is disabled to the point he can't even move so he's stationary, meaning the nurses always know where he is. That's why it makes sense for the call to reach Hector fairly quickly. Under normal circumstances this wouldn't merit such conspiracies, but in a game of life and death against Gus there are no coincidences. This is how Lalo realized Gus knew he was still alive, and that he bugged the call.

(Observation, Abductive Reasoning, PSI, FRI, Fluid Intelligence, Knowledge Application, Methods)

Season 6, Episode 7 (38:00) - This is where Lalo's strategy to corner Gus begins. He calls the line which he knows is bugged, and talks to Hector, saying "Gus can expect a surprise this evening", implying he's going to target Gus that same evening. This was done to let Gus know he's going to try and kill him. This will be important later.

He thinks about this strategy for between 10 and 60 seconds. We know this because he calls Hector to let him know he plans to attack Gus (in order to deceive Gus) about a minute after he finds out Gus had bugged the call. That part of the strategy is crucial to it, it enables the entire strategy, so he must have thought about it in that time frame. He gets visibly frustrated after he finds out that Gus bugged the call and calms down about ten seconds before he calls Hector, so it's possible he thought about it only in those ten seconds

In the same episode he enters Saul's house and kills **Howard Hamlin**.

After that **(an episode later)**, he sits Saul and Kim down, and begins talking. He tells Saul that he will give him a pistol, a camera, the keys to his cars, and Gus's address, and he wants Saul to go to Gus's house, ring the bell, and the moment the door opens empty the magazine, then take pictures where it's possible to clearly see the head. He doesn't say the name "Gus", but describes a black man with glasses. And if he calls the police or doesn't come back after twenty minutes, Kim is dead. Saul manages to convince him to give the mission to Kim instead of him, so Kim goes instead and Saul stays with Lalo.

After Kim leaves, Lalo ties Saul to a chair, gags him, turns on the TV and maxes the volume so Saul's grunts won't be heard. Then he leaves.

When Kim arrives at Gus's house, just as she's opening the door, Mike and his goons dismantle her from behind and bring her into the house for questioning as Gus watches from a camera in the same house. As Kim hysterically tries to explain what's going on, she tells them Lalo Salamanca threatened them to go to that certain address and kill a black man with glasses, and that if she didn't, he'll kill Saul, she told them he's still there with Saul.

Meanwhile, Lalo breaks into the laundry owned by Gus with the meth lab underneath it. There are three reasons he was able to do it so smoothly. One is that there was less security than usual, as a lot of Gus's people are guarding his house and the perimeter around the house, because they were given information that Lalo is going to try to kill Gus tonight earlier that day... by Lalo. This is why the earlier phone call Lalo made was important.

Second one is that from the people who did guard the laundry, most went to Saul's apartment in order to catch Lalo, as Lalo told Kim he would kill Saul if she didn't come back after 20 minutes or call the police, which means he would have to be there with Saul, and the last time Kim saw Lalo was in their apartment. She of course told this to Mike, which then called for reinforcement and went to catch Lalo and save Saul who Lalo knew had connections to Gus/Mike and served as their corrupt lawyer, giving them interest to keep Saul alive.

Third one is because there was no one watching the security cameras the moment Lalo broke in through a vent. We see that one of Gus's men comes into the camera room (that is in Gus's house) just a moment after Lalo slipped through a vent in a hurry. Dumb luck? Well, we must ask ourselves a question first. Where did the guard come back from? Especially in such a dangerous and important situation there was no way he could have just left his post right? For him to do that and there being no other person replacing him, something of

equal or greater importance must happen no? Something that requires his immediate attention. Like someone coming to kill Gus knocking on his front door. By sending Gus the message he's going to kill him that night, Lalo doesn't only put Gus on edge, but all of his men as well. All of them are expecting an assassination attempt made by the same guy who survived one by 7-9 assassins simultaneously. Not only that, but he puts the attention on Gus's house, diverting attention from the laundry. And just in that moment, someone knocked on Gus's front door. Making the security guards either come out of their room guns blazing expecting an attack to occur at any moment, or walk towards the cameras in the room showcasing Gus's front lawn, backyard, front yard, the living room where they interrogated Kim, etc, expecting something that would require all of their attention to happen. After all, even after Kim was detained, this could still be a distraction. And it was, just simply a distraction from something else entirely. Naturally, this wouldn't leave Lalo with a lot of time to break in, so his timing had to be perfect. He knew the amount of time it would take Kim to arrive at Gus's house by car, and timed his break into the laundry based on that. Naturally, it was a risky move, but not a reckless one. A calculated risk if you will. Even if this part failed, his strategy wouldn't fail immediately, it would just make things harder on him. This will be elaborated on further later on.

After Mike finishes questioning Kim, he takes a few men from Gus's house and calls multiple others standing watch in the laundry to Saul's house to hopefully catch Lalo and save Saul, further diluting Gus's forces.

After Gus hears what Kim had to say, he realizes something is off. Sending Kim to kill him is such a poor attempt on his life, it was obviously not going to work, Lalo had to know that. This is the exact deduction he made:

- P1 - The assassination attempt on Gus by Kim would obviously fail, there was no shot some random civilian with a pistol would be able to kill Gus in his own home. Any regular individual with proper information about Gus would understand that, and especially someone as intelligent as Lalo.

- C1 - The assassination attempt serves some other purpose, other than to kill Gus.
- P2 - The assassination achieved two things - it wasted some time, and diluted Gus's men.
- C2 - The assassination was a distraction.

- P3 - The only other thing that can destroy Gus other than his own death is information about the lab reaching Eladio, Lalo obviously knows this as he spent months investigating Gus and his business.
- C3 - The assassination attempt was a distraction so Lalo could film/gather evidence of the lab's existence.
- P4 - The laundry has fewer guards and that's how Lalo was able to enter it, however that is because more were assigned to guard Gus's home because Lalo said he was going to try and kill him that night, and because he sent Kim to try and kill Gus in his house, However, now it's revealed the laundry was Lalo's real goal.
- C4 - Lalo's phone call and sending Kim were both acts of misdirection so he could enter the laundry, and this was all part of his strategy.

This was part of Lalo's strategy of course. The entire strategy benefits from Gus being intelligent enough to realize this. Lalo's understanding of Gus was potent enough to anticipate the exact deduction Gus would make. This was possible due to Lalo's extensive psychoanalyzation of Gus and his repeated tests. Lalo created a situation where he could break into the laundry, Gus would know he was there and would come to confront him as well, but wouldn't realize Lalo would be expecting him. And so Lalo would be able to get evidence of the lab to Eladio, and kill Gus preventing any future retaliation from him.

And even if he did know, he wouldn't have a choice since he couldn't just let Lalo record the secret lab and run away. Lalo basically managed to anticipate Gus's thought process and actions by creating 3 fake strategies:

1. Killing Gus in his own home by sending Kim with a pistol, which Gus was meant to see through and he did. This was so Gus would realize Lalo is in the laundry.
2. Sending Kim in an attempt to Kill Gus, Mike and his men apprehend her and being told of Lalo's location, so they would walk into some trap trying to catch him. This is why Mike was so cautious and brought so many men with him surrounding and investigating the perimeter (as well as outright stating this might be a trap). This one was to make Mike send extra men to the apartment.
3. Getting evidence of the lab and escaping. This was so Gus wouldn't realize Lalo was there waiting for him.

And the real strategy being getting evidence of the lab, killing Gus then escaping.

Alongside those three fake strategies are three traps.

1. The phone call.
2. Luring Mike to Saul's apartment.
3. Luring Gus to the laundry.

It is important to realize Gus had no confirmation of any of this and was purely relying on his own reasoning and intuition, so for example, after seeing through the fake third strategy Gus would decide to order Mike to not take the men guarding the laundry with him to capture Lalo. This could have massively backfired if Lalo was indeed laying a trap for Mike back at Saul's apartment, then Gus would have multiple men and his valuable right hand man.

That's the point of the strategy, the “fake” strategies are actually routes Lalo can possibly take if he pleases, making the misdirection that much more potent, serving as an impenetrable shield of deception. This works exceptionally well against Gus, the cautious man who always thinks thrice before acting, considers all possibilities and plans accordingly, who now has to face a situation where he can't cover for all possibilities. A strategy designed to counter Gus, with multiple possible situations and one best situation which Lalo anticipated.

However, although the strategy was built around this being the best case scenario and the one most likely to happen, Lalo made it so the strategy would still work or at least have a good chance of working even if Gus made different choices/would realize different things.

It's important to realize how adaptable this strategy really is. Let's look at every possible scenario.

- Gus doesn't see through the third fake strategy.
- Results - he doesn't come to the laundry, Lalo gets proof of the secret lab, gives it to Eldaio, Gus's plot to betray the cartel is revealed.

- Gus doesn't see through the first fake strategy after Kim is sent.
- Results - same as last one.

- Gus sees through the real strategy after Kim is sent.
- Results - decides he needs to come anyway, to stop Lalo from getting proof of the lab, worst case scenario for Lalo. The confrontation is more

difficult as Lalo doesn't have the advantage of surprise but he can still win. Lalo still knows they're coming, still has the advantage of being there first so he can hide and prepare an ambush, and as we know Lalo isn't new to defeating multiple armed men alone. Gus dies and Lalo escapes with the evidence. Gus's plot gets revealed.

- Gus sees through the real strategy before Kim is sent, after Lalo's phone call. This is extremely unlikely, as there's no real proof Lalo has known the phone was bugged before this, but let's say Gus somehow figures it out.
- Results - Gus doesn't have extra personal defending his house, and instead defending the laundry. In that case, Gus's house is vulnerable with less protection, meaning Lalo can get through the minimal defenses and kill Gus.

- Gus sees through the second fake strategy but not the real one.
- Results - He decides to come and catch Lalo by surprise, gets ambushed, dies, Lalo gets evidence of the lab and escapes.

- Gus decides to open the door to Kim instead of Mike and his men detaining her for some reason.
- Kim kills Gus, Lalo escapes the laundry with the evidence and Gus's plot gets revealed.
- Lalo's indirect manipulation of the security guards in Gus's camera room doesn't work, and they see him breaking into the laundry.
- Same results as what actually happened. Gus comes into the laundry knowing Lalo is there, but doesn't know Lalo is expecting him. It's only slightly worse for Lalo as he has less time to find a place to ambush Gus from.

The strategy works in every possible scenario.

The one where Gus comes into the laundry but doesn't expect Lalo to know he's coming is the best one of course, Lalo gets the evidence he needs and Gus gets killed so no war between the cartel and the men loyal to Gus will happen.

Gus not coming and Lalo escaping with the evidence is the second best case scenario, as although Gus is alive, his plot is still exposed, the cartel turns on him, and the position of the Salamancas in the cartel is secured.

Gus coming into the laundry knowing Lalo expects them to come is the worst one by far, as the confrontation has the potential to become much more difficult. It's impossible to know the exact percentages of Lalo's success in this scenario, but it should speak volumes to the adaptability of the strategy that under such bleak circumstances, Lalo's strategy still has a decent enough chance to succeed, even in the absolute worst case scenario.

However again, it's important to note the strategy is designed around the best case scenario happening, as it's the one Lalo anticipated happening.

When Lalo breaks into the laundry, he does it from a large fan on the wall closet to where the entrance to the lab is, knowing Gus would immediately come to the entrance. As anticipated by Lalo, Gus and his goons arrive. The fan doesn't work as Lalo disabled it while entering. He knew this would catch Gus's attention, and Gus's men would naturally focus their attention at whatever Gus was focusing on, and so he uses those few seconds they're distracted to ambush them from behind. He kills the four goons, then takes his camera and starts recording, telling Gus to open the entrance. The plan was to film the lab, kill Gus and escape before "they arrive".

Who are "they", well, Mike and his men, who according to Lalo will arrive in about 13 minutes. How did Lalo know this exactly? Well, just like how he anticipated Gus's actions, he anticipated Mike's.

Lalo knew that upon seeing that Lalo wasn't in Saul's apartment, Mike would make a somewhat similar deduction to Gus's deduction, only that the possibility of Lalo being in Saul's apartment and trying to trap Mike and his men there is crossed out, and that's why Mike will be able to make the deduction.

Basically, gauging their levels of intelligence, Lalo anticipated Gus would make a deduction Mike won't, but then Mike will make a smaller, easier to deduce version of the same deduction.

This strategy almost works, but after they enter the underground meth lab, just before Lalo is about to kill Gus, Gus asks for one last speech, to say what he really thinks about Eladio in front of the camera. Lalo chuckles and gives him a minute to talk. As Gus passionately throws insults at Eladio and the Salamancas, he slowly moves towards the power outlet. He swiftly kicks it, shutting off the lights. He runs towards a pistol he remembers is in the lab while Lalo tries to

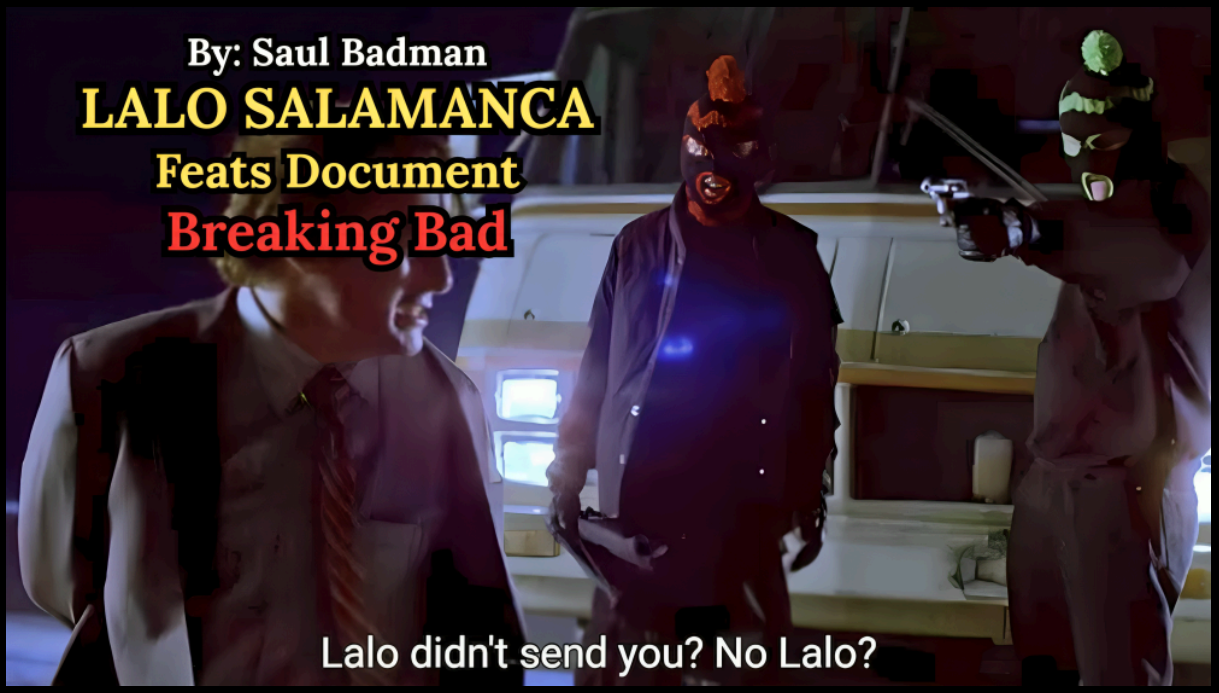
shoot him in the dark, hitting, but at a part of his body where Gus is wearing a protective vest. Gus then takes the gun and aims at the source of the noise and shoots, hitting Lalo at the chest and neck.

Lalo got hit in the chest and the neck, he's laying on the ground bleeding to death. He's still conscious, but instead of crying or cowering in terror for his imminent death, he smiles and laughs at Gus's face.

Despite the realization he lost, disappointed his family and is about to die, and the extreme pain he's experiencing, he laughs at how ridiculously lucky Gus got, managing to shoot him multiple times in complete darkness with a pistol that just happened to be there while Lalo only shot him once, where he was wearing a bulletproof vest.

(Strategy, Setting Traps, Anticipation, Inductive Reasoning, Deductive Reasoning, Abductive Reasoning, Indirect Manipulation, Logical Manipulation, Emotional Manipulation, Concealment, Misdirection, EU, EF, AC, FRI, Fluid Intelligence, Knowledge Application, Mental Fortitude)

Breaking Bad



This section of the document will include everything in which Lalo Salamanca is mentioned in **Breaking Bad**. He is referenced by Saul Goodman in **Season 2, Episode 8**.

Walter White and **Jesse Pinkman** kidnapped Saul Goodman and took him out to the desert in the middle of the night. His head was covered with a sack, and both of them were wearing masks. They forced him down in front of a grave they had dug and removed the sack so he could see it. Saul immediately panicked, hysterically begging for his life and insisting he wasn't at fault. However, as Walter and Jesse tried to calm him down, Saul asked if Lalo had sent them. When they said no, that they weren't working for Lalo, Saul's entire demeanor changed. He visibly relaxed, relieved that Lalo wasn't involved.

Despite being kidnapped, at gunpoint, in the middle of the desert, kneeling in front of what he believed to be his own grave, Saul was more afraid of Lalo than of the immediate situation. The mere confirmation that Lalo wasn't behind it was enough to calm him down significantly.

(EF, Fear Inducement)
