

SEA ORGANIZATION

FLAG BUREAUX DATA LETTER 340

14 September 1973

BPI

PSYCHIATRIC BREAKDOWN

According to a report given to the National Association of Mental Health, the psychiatric front group that has run undercover black propoganda campaigns against rivals, psychiatrists are on their last legs.

The report states that Britain's hospital psychiatrists are "being driven to nervous breakdowns because of overwork and strain".

"Nervous breakdown" is of course the polite soft way of saying "going crackers", which is a British slang phrase for "going psychotic".

As an example of wrong why's it is a masterpiece. One can accept their going crackers but their lack of actual tech and the brutal Nazi origins of the subject points directly to committing harmful acts on patients as the actual cause. This, in a much higher level of tech would be "committing continuous present time overts" on the insane patients. These could be as small as acts of omission, which is to say not helping them at all, or as large as manslaughter, many instances of which have been uncovered in recent years. This would result in a valence shift into the wronged person. In this case the person is of course insane. Hence "mental breakdown".

Pretending to help while not intending to do so, advertising the "skilled doctor" as the only authority, striking at any person or group who actually could handle the problem all combine to give psychiatry and its front groups the odor of the paranoia they are so fond of diagnosing in others.

The states of the world pour uncounted billions into the pockets of these people.

One has to ask the very pointed question: if they are authorities and skilled practitioners, where are there any examples of their actual results? And if they do have any tech at all, it is conspicuously absent. Psychiatrists have been landing in their own looney bins for decades. That is no secret.

This is the first time their official front group has actually acknowledged the fact and has advertised the whole shabby failure of the "authorities" even in their own ranks.

The only real question is: Why do states continue to pour money into their coffers? Why spend billions and billions a year on such people?

Could it be because the only time they rose to political glory was when they, not Hitler, murdered six and a half million Jews in their gas chambers? Are they the secret weapon that will solve all the minorities

when called upon to do so? By some new Fascist regime?
Just what IS the charm these people have that is so
attractive to politicians?

Just what do they do, aside from letting the criminal
and insane back out upon the public, to earn such favor
and vast appropriations?

But all that aside, the sun has actually set on these
people. They attacked too many for too little reason.
Their ambitions of decades past to make a world with every-
one in a cage have been perishing slowly and inexorably
through the sixties and now the early seventies.

We claim no credit for driving British psychiatrists
around the bend. They have had to attend to that them-
selves. On the contrary we have always been ready to help
them out as individuals and probably none of these cases
would require more than two or three weeks of intensive
auditing to fish them out. But we are not in that line
of country, handling the insane. And they have been too
active trying to destroy rivals to accept help anyway.

So one sadly stands upon the bank and watches them
go down in the black water for the third time.

A pity.

L. RON HUBBARD
FOUNDER

LRH:nt



AN OT HAT: HOW TO HEAL A BODY

by L. Ron Hubbard

The following article is from the lecture, "Liabilities of Being Processed" of 21 October 1953, part of the lecture series Exteriorization and the Phenomena of Space.

As long as we had techniques which didn't particularly magnify a thetan up to a level where he was throwing around very much active energy, we were all right. As far as the GE was concerned, the GE could survive with great ease. Little beam, it didn't bother it much.

But a thetan's apt to get careless, particularly about those things he's not particularly afraid of. And if a thetan is no longer afraid of his body, he can handle it with great ease, he sometimes gets rather careless of it. He reaches too close to it or something of the sort.

A thetan should know something about what can happen to a body without having to have it happen in terms of experience.

It's simply this: the body is bridged together with affinity. As long as it is bridged together with something vaguely approximating the wavelength of affinity – bridged, I say, molecule to molecule; joined together; it would be MEST molecules embedded in ridges of affinity – as long as it is hung together this way and left fairly well so that its cellular beingness and thinkingness and so forth can go on a fairly decent level of evolution and growth and discharge of products and so forth, it is about the most indestructible machine you ever heard of. It is just fabulous. They have to take hammers and saws and everything else to it in hospitals to make it go out of order.

I think it is practically impossible to throw a body completely out of order unless one goes up toward Operating Thetan and simply starts taking one apart.

You have automobiles, wrecks, train wrecks – my God, what bodies will survive! They survive their legs being cut off and their heads busted in half. You can understand how the body would go by the boards that's been in a submarine without air for about five days. Then somebody goes down

and picks them up and, my God, there's one alive yet. That's impossible.

The wonder is not that bodies can survive this universe. The universe is rugged enough. The actual wonder is that the body is so confoundingly indestructible.

There's only one thing that will put a body really back together again and one thing that will take it apart. That thing which can put a body back together again observably can take it apart. And that's an Operating Thetan with beams and horsepower. It can really take them apart. But it's the only thing that can put them back together again.

You can take pills and hot baths and masseurs and every other doggone thing and nothing much will happen to the body. People can crack its bones and pop its muscles and do all sorts of things with it and nothing much happens to it.

But a thetan gets back there and starts to patch it up one way or the other and his beam slips and he blows a ridge over into some other direction.

It's always best to have your thetan, then, your preclear, patch up his body early in processing. He's still interested in it. And he's liable to get so doggone much horsepower that a little bit later you say, "Why don't you patch up that leg?" and there's a resounding series of explosions all up and down the leg. They're real flashes, you can feel them as an auditor. And then he has to go laboriously to work to get deposits of energy to put them in the right places and patch them up and make it all work again.

What's he blowing up? There are two things which these bodies are held around with: one is love and the other is hate.

They're patched together with affinity.

There has to be a tiny ingredient of dislike or the body doesn't stay together at all. If it's total admiration, it would simply melt apart.

You take somebody who is complaining to you that he feels in terrible condition and his chest feels all soft or his face or his head feels soft or something like that: he's just been admired too much or loved too much in his own family. That's



FLAG

**“... A PERMANENT
AND SAFE SPACE
FOR HUNDREDS OF
PEOPLE TO COME TO
FLAG FOR SERVICES.
HERE THE GOAL IS THE
PERFECT APPLICATION
OF SCIENTOLOGY
TECHNOLOGY...”**

L. RON HUBBARD

SOURCE ISSUE 2, 1976



all. He'll tell you quite the contrary, but he actually had a terrific amount of affection handed to him in his life and it's practically melted him down. You get the idea? Most people don't have this trouble.

And the other fellow who can't seem to change his facial structure and there's hard ridges and so forth around: he's just been hated too much and he's hated too many things. Too much hate, and hate is a hard ridge. And you try to blow this thing down, boy, he gets into passionate 1.5s about things. As a thetan he doesn't even have to wrap a beam around it to make it melt. He just says, "No hate in this ridge" and, *psheew*, melt, gone. Because that was all that was holding it together. It will melt awful quick. In fact, it will melt too quick sometimes.

A body which is in poor condition has been inter-bridged by antipathetic sentiments. It has had ridges introduced into it which it can't use adequately and can't adequately get around in its normal course of action.

People are taught to hate parts of their body and they go out of communication with them. They are taught to love parts of their body and these parts melt away. And the other parts become anesthetic and like stone. People are taught to hate the sexual part of the body by Christianity, and they're taught to love the soul or something, only nobody ever quite anatomized the soul. They're taught to love a kindly face and so on. That's a rough deal.

What is the liability of a thetan on an operating level in handling a body? It's actually only in sudden, unreasonable, you might say

– he's not reasoning – but sudden dislikes and revulsions for it that makes him cuff it, makes him impatient with it. He hasn't any idea how much horsepower he's got till he's seen it work.

You'll find some thetans have quite an impulse. They put out a beam that looks like a hand and pass it through people's necks – pow! That's a wonderful idea. There's a bunch of ridges shattered and all sorts of things start going to pieces. And then the guy's quite bemazed, because the body itself has so many old deposits of energy, being all out of present time – he has quite an explosive quality and it has an enormous amount of emotion in it.

Nobody should really fool around with trying to do something to a body unless he knows how to disconnect. You give him a disconnection drill. Have him put a beam on something, then take the beam off. Put the beam on, take it off, on, off, on, off, on, off, on, off, on, off – disconnection. In other words, there's no reason why he should get a kickback. As a matter of fact, there's no reason he should use a beam. But if he does, let him be able to disconnect.

Now, he should, if he's going in for any sort of thing, be up to a point where he isn't handling his body with beams. You don't handle bodies with beams unless you want them just totally automatic. That's like putting a windup motor in a little toy that walks around on the floor. You wind them up and they run. Well, you can always do that by putting a few ridges around and then energizing the ridges. But

even then, they energize those ridges after you put them there – you don't need beams.

Now, a fellow gets impatient. Something is getting in his road or he can't go someplace fast enough. And he is actually liable to get antagonistic toward his body. And you will get people who have simply clipped their bodies, accidentally or on purpose. The body was in the road when they went through the room and they'll hurt themselves.

You're going to run into it whether you like it or not.

The first time when you get into trouble with a body will be when you're shifting in and around the head and you start blowing up this terrific maze of rather pretty little laceworks of ridges that go through the skull. And you start blowing those things up. Well, they aren't there for any terrific purpose. They do this and that, but they're not needed, but they're very painful when they blow.

And somebody will hit these one way or the other in his head, or he'll suddenly think of the wrong thing or something, or throw the beam in the wrong direction at them. And there'll be *pippity-pop, poppity-pop-pop-pop, poppety-pop-pop, crack-crack-crack, poppety-pop-pop-pop-pop* – all through his skull and his throat. Boy, he gets awful gun-shy if he's not up on an operating level. He thinks you did it or he'll look accusatively at you as an auditor or something. He doesn't realize that he set these off himself because he doesn't want to take the responsibility for having hurt his own body. But he did it.

They think they have a scarcity of attention and a scarcity of action simply

because they own a body. And they stay in the run and they stay in the agreement of the society enough to keep this body activated continually. Never occurs to them, for instance, to have the body go and take a rest every day or something of the sort. Never occurs to them to let the body sleep a long period of time.

You'd be utterly amazed, but anybody who's operating at all well has something on the order of six to eight hours out of every twenty-four – at least that much – completely free. He just puts the body to bed, which is the only reason I know of why bodies sleep. Started out this way and then thetans forgot this was what they were doing.

Now you put the body to bed and it goes to sleep and you're on your way. There's an automatic mechanism that puts the body to sleep, right in the skull. All a thetan's got to do is squeeze it or shut it or something of the sort and he's all set. Body will go to sleep; body will wake up the same way. Well, the body's convinced, of course, it needs to sleep because it's got such a mechanism installed in it.

You will find that it is rare that a thetan will make such a gross error as to blow up ridges by accident. It's rare, after he's operating well. But even then, once in a while, a sudden rush on the part of an automobile coming down the street while his body's walking across the street, something like that – a sudden incoming swish and a horn blow – and he'll reach for the body without omitting the beam. He'll just reach for the body and drag it up on the curb and then repair the damages afterwards. And there will be *pop-pop-boom!* He'll blow some essential ridges or something of the sort.

The fact of the matter is, it's almost impossible to knock one of these bodies flat. A body is the doggonedest, most persistent piece of machinery that anybody ever ran into. The darnedest things can happen. But the thetan can heal it up rather well, and one of the ways he heals it up is, of course, the way you should process chronic somatics in a preclear.

We get into exteriorization the first moment we get into being serious about making people well. There isn't any other way which is highly stable, guaranteed and fast. I just don't know of any other way to make the body well, except to use the only therapeutic agent the body has: the being himself. The being himself can step outside the body and repair little energy deposits and changes of structure and so forth with fair speed.

And the main reason a lot of preclears don't fix themselves up is, I guess, they just are too curious about other things or they're too worried about themselves as a thetan to give much thought to it. But sooner or later, they'll sit down for a few hours and go over it very painstakingly and they'll straighten out all the little energy odds and ends on the optic nerves and straighten out the endocrine system, instead of letting it go boom and crash and try to do something with it.

Now, a thetan who is not in terribly good condition would rather do it by thinking about it, of course, rather than looking for it, and they'd rather run a concept. You can cater to that if you want to. The guy will get well, one way or the other or the curse will come off the injury with a concept. Or he'd rather run a mock-up,

which is an approximation. But you're asking him to pervade an area when he does this.

So the only real therapeutic agent the body has is the preclear himself as a thetan. And the way we got into healing with regard to this is because a preclear can reach into his body (to use a nondescriptive phrase; that's not a good phrase) and straighten up the various odds and ends.

How do you do this with a preclear? You say, "Is there anything you'd like to fix up about your body?" He looks it over. "Any little pinched nerves or wound-up muscles or ridges on various items and so forth around? Anything about the endocrine system?" And he'll just start looking and he'll get quite interested. And he'll patch up this and patch up that and "Yes, this is better," and "Yes, that's better."

It's hard for an auditor who hasn't done this yet to credit that anything has happened to the body until the guy doesn't complain about it anymore and the condition does seem to be remedied. But nothing happened. He didn't do anything dramatic, like hauling out and mocking up a saw or a hammer or chisel or anything, didn't do anything dramatic. It's too easy to adjust a body this way.



L. RON HUBBARD, *Founder*

NOTICE: BE PREPARED TO EXPERIENCE OT PHENOMENA WHILE LISTENING TO THESE LECTURES



FIRST AMERICAN ADVANCED INDOCTRINATION COURSE LECTURES

In 1953, in Camden, New Jersey, over an intensive period of five and one half weeks, L. Ron Hubbard delivered eighty-four recorded lectures which contained the knowledge of how to operate exterior to the body – and *remain* exterior. These lectures are now available in the new LRH lecture series, *Exteriorization and the Phenomena of Space*, the most comprehensive reference on exteriorization available anywhere.

No matter where you are on the Grade Chart, you need these lectures so you can

master the phenomena of space and get OT truths you can use in life. How do you get out of the fixed position of a body? How can you exteriorize and handle space and energy? What is the relationship between self-determinism and your geographical location?

The eighty-four lectures are contained in eight binders, including full transcripts and glossaries of hard-to-find words.

Buy your set today from the FLAG Bookstore. Address is on page 30.

BUY THIS SERIES NOW FROM THE FLAG BOOKSTORE

EXTERIORIZATION AND THE PHENOMENA OF SPACE

LRH LECTURE SERIES

(Or, if unavailable, order from GOLDEN ERA PRODUCTIONS, 6331 Hollywood Blvd., Suite 1305, Los Angeles, CA 90028.)



IT'S HAPPENING AT FLAG

- *Vital release at LRH Birthday Event*
- *Flag Tours bring Flag to Scientologists across the world*
- *International C/S Conference held at Flag*

LRH Birthday Event held at Flag - a milestone with The Scientology Handbook release



(above) Master of ceremonies of the 1994 LRH Birthday Event at Flag was Chairman of the Board Religious Technology Center David Miscavige. (right) Over 2,600 SCIENTOLOGISTS attended the LRH Birthday Event at Flag.



The spectacular 1994 LRH Birthday Event was held at Flag on March 11th with a record 2,600 SCIENTOLOGISTS attending. Master of ceremonies of the event was Chairman of the Board Religious Technology Center David Miscavige.

The event began with a special presentation on LRH's life by Norman Starkey, Executive Director of Author

Services, Inc. With narrative, photographs and tableaux of actual objects from LRH's life, Ron's care for the individual and love of truth were evident.

A highlight of the event was the release of *The Scientology Handbook* in five languages by Marketing Executive International Ronnie Miscavige and the relaunch of the Volunteer Minister's program which is going to put LRH

technology into the hands of millions of people.

The finale of the event was the presentation of the 1994 LRH Birthday Game awards and the announcement of a new SAINT HILL™ Size org, AOSH ANZO by Executive Director International, Guillaume Lesèvre.

THE OT BASE

By L. Ron Hubbard

I'm going to tell you about the adventures of somebody who went out barefooted to take a country.

In February of 1966, the organization was running just fine, technology was wrapped up, so I decided, "I'll go on down to South Africa and get into some mischief." I didn't have a very well conceived plan about it, but what I wanted to do was found and locate an alternate base or OT base.

So I went down, and I stopped off in Rhodesia. But en route to Rhodesia it suddenly occurred to me that there was a type and principle of constitution that would get them off the hook as a country and solve some of their problems. I wrote it up in some notes, and when I got there I got it typed up and handed it over to the government, who seemed to be very happy about it.

And I got to looking around the place, suddenly remembered I had some assets in Southern Africa, so I decided I would go into a bit of investment.

I can always locate money for some peculiar reason. This baffles Income Tax, by the way, but it's explained very easily. You don't make money, you just have it. You want to learn that someday. You just have money, you don't bother to make it.

I found out I could buy a house very cheaply, so I bought it. Some guy came tearing up the



drive one day and told me that I could buy a hotel that was entirely surrounded by elephants on Lake Kariba which was going very cheap indeed. It was about an £80,000 hotel, and we could

buy it for about £5,500. So I wrote him a check. And later on, I noticed a nice farm. So I got the farm, and so on.

It's a wonderful area, a lot of sociality. Typical 19th-Century

English; you don't have dinner without putting at least a dark suit on. It's a totally sophisticated civilization sitting as a small jewel in the midst of a howling wilderness.

You go any direction very far and you start running into elephants, buffalo, lion and the lot. But those sports cars, chromium-plated girls and so on, abound inside the tiny perimeters of the areas that are civilized.

Here is a brand-new country that hasn't been run downhill yet and could afford a great deal of development. I went to work on this, kept in touch with the government. I met all the ministers and talked to them, met the Prime Minister and had tea with his wife.

I was a very acceptable bloke. Every time anybody would ask me about Scientology, I would just brush it off and not say anything about it. I'd define the word for them and go on talking about cows or gold mines.

Television found me, and I went on television. Radio found me, and I started going on the radio. You know me — I see some situation to be solved, I'll go ahead and solve it.

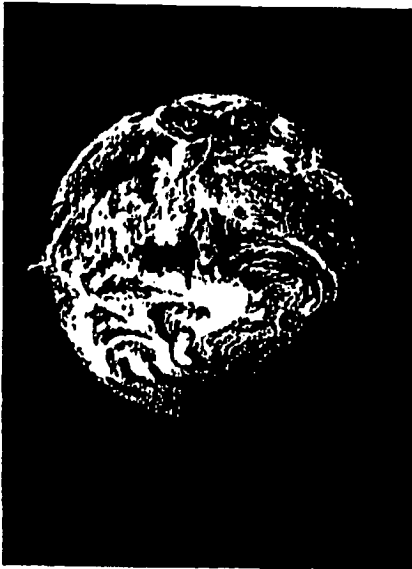
I got in transport into Lake Kariba. It's the first time anybody had ever gone down to the southern shore of Lake Kariba with any kind of transport. And I got four wheel drive Land Rovers, two-tonners, and started throwing them in there to supply the hotel. We called it the "Boomy Express." And it ran along through the lions and through the buffalo and the elephants.

Boomy Hotel has an airstrip. They actually have to buzz the elephants off the runway. It sits right there on Lake Kariba, a huge lake, beautiful setting. You can sit on the porch drinking a Tom Collins and watch the elephants and buffalo walking very close by, and baboons thumbing their noses at you, tearing the thatch off the roofs and raising the devil.

But I got the Boomy Express going. A black fellow by the name of Samson drove it, an old Kariba truck driver. He didn't quite fit into the scene as a domestic chauffeur, but as soon as I turned him loose with the Boomy Express, he was in his element. First time they'd ever had any transport in there. The economy started to spark.

The statistic of Rhodesia started to rise. They'd look at me on TV and say, "Well, he thinks the country's all right, so there must be something right about it," and then get busy instead of sitting and moping. That was all it took.

Now, an outfit in Britain considered all this sufficiently important to send one of their reporters down to tell their Minister of Information what a



But now I've found out what OT Base would have to do. OT Base would have to put in ethics on the planet. If you don't put in ethics you're not going to get in tech.

terribly bad fellow I was. He instantly, without checking his facts at all, turned around and gave the Prime Minister a story about what a terribly bad fellow I was, who turned around and gave

the cabinet the same story. And they refused to extend my visa.

Based on these experiences, I now know what an OT Base has got to do. The first thing it's got to do is put in ethics on a planetary level. Because if we put in ethics, we can then get in technology.

There are SPs walking all over the place. And just one SP, all by his little lonesome, is blocking the entire Rhodesian situation — the Minister of Information. A real, garden-variety nut.

The major threat to Scientology is that an atomic war or political takeover may occur before we get sufficiently well advanced that the organizations themselves are able to continue clearing human beings. I wanted to see if Southern Africa couldn't serve as a security point and another avenue.

But now I've found out what OT Base would have to do. OT Base would have to put in ethics on the planet. If you don't put in ethics you're not going to get in tech.

Every time you've tried to disseminate Scientology you have run into ethics. And when you didn't solve ethics, you fell back for a loss.

Right now there is an ethics problem here in England, which we are solving by investigation. There are two or three blokes who have suddenly decided to spend a fortune trying to cave in Scientology.

We're going to have to do something about those fellows. They do things like get your headquarters robbed of private research papers, buy them off the thief, publish them out of context and thus confuse the theory and research papers of Scientology with the actual practice of Scientology. They're challenging a fellow's right to make notes of what he's seen.

Unless we can get ethics in at this level, we ought to quit trying. Nearly every human being on this planet that is in trouble, is

in trouble because ethics are out. Their lives are lives of misery. When you see three, five, ten million troops being killed in a war just because there was an SP in some government nobody took out — I think that's too many men to kill off.

These situations resolve rather readily. We could actually sort out who are the key SPs in any situation on an international basis.

If you're going to appeal to the wog world you certainly better know the wog world. I learned for instance how to sell Scientology against an out-ethics situation. You say to some person — who is friendly to you but who is a little bit upset because of the bad things he has heard about Scientology — "Well, you've heard objections to Scientology." You hand him *The Problems of Work* and say, "Here, read that, and find out what there is in it to be objected to."

One lady I did this with forgot to feed her family. At eight or nine o'clock — she should have served supper at six — she was still reading!

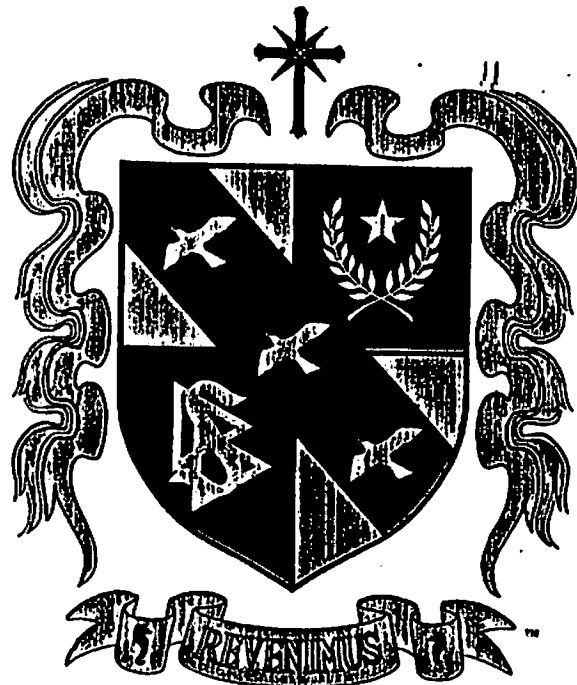
Man needn't be in trouble at all. I don't care

how many conflicts he has in his religions or political systems or anything else. It's just SPs.

Any difficulty you're having as an individual is only because you haven't got ethics in in your immediate environment. Where we have erred is getting ethics in too heavily on Scientologists and too lightly on the surrounding environment.

You should upgrade your idea of what an SP is. Man, meet one sometime! A real monster. And of

"In the perimeter outside Scientology, don't stand around and worry about whether or not you're going to make a mistake on what person or which. Just get ethics in."



course, you just hang the label around his neck.

A real SP is not just a difficult person. He's the guy who has been putting people in sanitariums and busting up lives and making nervous breakdowns and that sort of thing.

Find the *real* SP in a person's life. Don't throw it around carelessly, because this is a very exaggerated condition, SP. They can look very nice, they can sound very nice, but usually you can tell one a long way away. You hear the sounds of conflict and you see the strewn wreckage long before you see the SP.

In the perimeter outside Scientology, don't stand around and worry about whether or not you're going to make a mistake on what person or which. Just get ethics in. If you've gotten it in wrongly, correct it.

Getting ethics in on the planet will probably be a gradient, but it better be a fairly steep gradient and better be done fast while we've still got a planet. I don't like billiard balls!

In the year that followed this lecture, LRI developed the technology of OT III and founded the Sea Org. He wrote:

I am a great one for pioneering alone to find "holes in the fence." Well, that's what I did in 1966. And I concluded several things. First was that on an international basis one has to get in Ethics before he gets in tech. Second was that OT's did better amongst OT's. Third, that OT's were most valuable as a disciplined organized group. Fourth, that one could not, with such power, hold a fixed position without losing ground. Fifth, that we grow stronger as we continue to remain "Fabian." Sixth, that the Sea is the best area on which to be Fabian on this planet. Seventh, that we had to learn to work together as OT's before we could take in further territory. Eighth, that we could do our job best if we all grew more accustomed to handling Mest. Ninth, that the Sea Organization as it is developing is our best personal and international answer.

Ability[®]

Issue 60
(1957, ca. early December)

The Magazine of
DIANETICS[®] and SCIENTOLOGY[®]
from Washington, D.C.

Scientology: The Philosophy of a New Age

L. Ron Hubbard

It takes Truth to live with a swiftly changing world. Nothing less than Truth can Survive. You cannot Survive with anything less than Truth.

We are the heralds of a New Age. Man, stuck for millennia in the rut of status quo can at first balk and even ridicule, but, Can He Survive?

Always the old has hooted at the new. But the new grows strong and each day's dawning sees us closer to a new World.

What will this world be? Atomic reactors giving unlimited power. Automatic machines providing for the most of Man's animal wants. Space flight to the Solar System. New politics, new leisure, new hates, new loves.

But before any new era begins there is always a period of instability and change, a period of violence, a period soiled with the death of the old and the failed experiments of the new.

Such periods of change are violent. Many things, many men may not Survive them.

What will it take to Survive this change? Who can Survive it and sail onward to live in new times?

The lucky and the clear.

But who are the lucky but the clear.

Scientology for the individual is a passport to this new time. Scientology for the group is the Survival of the State.

No old shaky basis of thought could last out the fire of the period of change. No quivering, unstable person could Survive the duress of the times just now to come.

One's first duty to all is to be himself clear, able to Survive, able to lead his own destiny by the hand.

One's next duty is to his fellows to be sure their ability can compare to the tasks imposed by the new State of things.

The answer to these trials is contained in Scientology. And Scientology is the answer to you.

Only a clear could think and act fast enough to live in a disaster and to make others live. Only a clear could Survive in Space. Only a clear could enjoy the fast pace of the game to come.

Others may die or worse, become slaves in the inevitable advance of technology which holds in question the abilities of a man.

Hence, Project Clear. That's our goal now. We can do it. We can teach you to get it done.

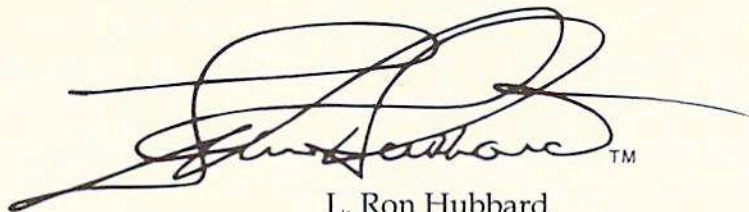
It's taken seven years to iron out the kinks. Seven years isn't long against 73 trillion.

Today can be ours. Tomorrow can come. Let us be ready for it.

We are the prime movers in this, the new age. Forget the old. Face up to what will come. And let the dead yesterdays bury the philosophy of Authority and Capital Gains and Communist psychology cults. We're no longer tied.

The eons march on. Space Opera has again come to a planet on which we live. Always before it meant destruction.

Perhaps, this time, due to our efforts, a humanitarian world can exist. We, the Prophets of the Morrow, know the way.



L. Ron Hubbard



“IF YOU KNOW THE TECH, IT WILL PROTECT YOU”

Hello!

And thank you for your good wishes on this 13 March 83.

I am well and doing very fine indeed and I sincerely hope you are the same, and, believe me, earnestly, that is the only reason I have done the work I've done this last half century.

If at a breath I could wish the whole universe right as you too may have dreamed, it would be wonderful. But it takes a lot more than breaths or wishes to accomplish that and it requires that you also do your part in it if you and those dear to you are going to make it fully.

So I have a Birthday gift for *you* to return the flow of the avalanches of good wishes and remembrances that you send me. And as I accept them gratefully, so I hope you will accept this legacy.

It is the tech.

You see, despite inferences to the contrary, this tech has not been available before anywhere and was not even known.

I say this as no boast, but with something of amazement for you see researches by most others in the past have not been aimed at bettering man but making him more suggestible and obedient.

As a proof of this, any trouble Dianetics™ and Scientology® had is traced to those who engage in suppression of individuals and man.

They use numerous ways to attempt the eradication of this tech. Denying it is the first. Invalidation is the second. Corrupting it is the next. But all these efforts in whatever guise, boil down to just one thing: to prevent people from achieving and enjoying freedom.

Those who attempt to suppress our tech do not themselves have the faintest clue of how to better anyone. *This* they cannot do. And *this* is your ace in the hole.

You see, truth must exist before lies and truth blows the lie away as it is later on the chain. And any suppressive person or group seeking to dissuade you or invalidate you deals only in lies. These lies are quite easily spotted if you know the Data Series.

Most people get so confused by all the lies around, they come to believe anything they're told and that's the reason the suppressive lies. But with the Data Series, one can spot bad data so easily it is itself a sort of relief to know it.

And as you burrow your way down through the layers of lies, you come to truth. And truth blows the lies away.

So we come to this legacy of tech. It is the route, which if purely used, uncorrupted and unperverted, will bring you at last to the vast free vistas of freedom and truth and the glory of being really you.

But this is not all, and this is my true message to you this Birthday: **IF YOU KNOW THE TECH, IT WILL PROTECT YOU.**

You do not even have to believe it works. If you really know the true tech, no one and nothing can hurt you or demean you in the ages to come.

So it is not just freedom that is the goal; it is the maintaining of it one must assure.

Those who do not let you have it, twist it, invalidate it and pretend it is something else that's meant, are seeking to deny you not just the road out but the armor of knowledge that will guard you.

by L. RON HUBBARD

37

JOURNAL

RON'S

So this is my gift to you this Birthday in return for all your well wishing: the legacy of tech.

The policy is there to guard and deliver the tech as well as to help make a better society and this is also yours.

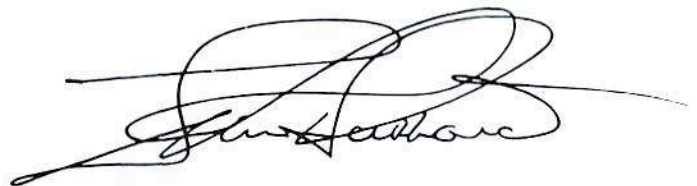
It means of course that you yourself must more than whiff at the bouquet of tech. It means hard and earnest study and precise application for only those will bring it into full bloom in your life.

It is true that paths are sometimes rough and that travel can be tiring and long. But wait!

There are vistas never dreamed of, there are joys never even known, there are glories no past glory ever surpassed. These wait for you but only if you accept my legacy and help bring these things about.

And in the years to come and the ages that follow, the hosannas will be for *your* Birthday, not mine.

My Love,

A handwritten signature in black ink, appearing to read 'L. Ron Hubbard', with a long horizontal line extending to the right.

L. RON HUBBARD, *Founder*
LRH™ ED 348 INT, 13 March 1983

THE STARS

by L. Ron Hubbard

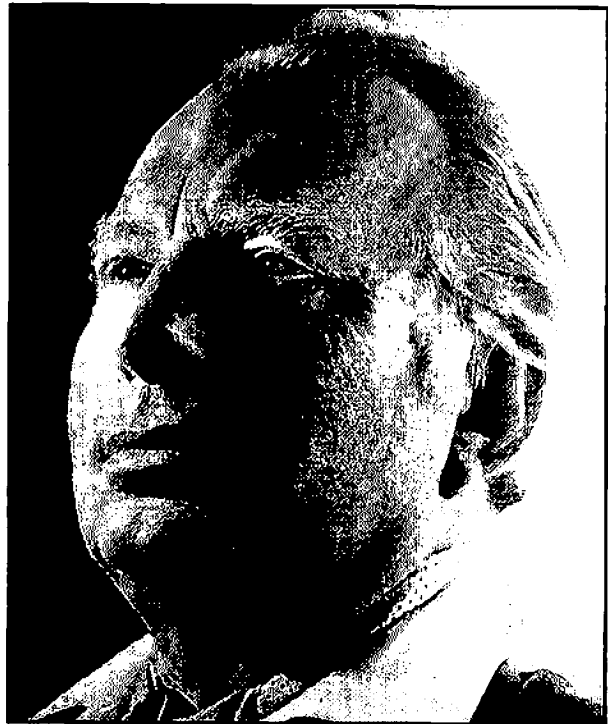
I have been at work for seven years to produce a series of techniques which any well trained auditor can use to clear people. We now have them.

I am truly sorry that this took seven years. Actually, it took more than twenty-five.

Under other "systems of research" it could not have been done. It was financed at first by my writings and expeditions. Some 15,000,000 words of fact and fiction articles ranging from political articles to westerns were consumed in a large part by this research – but it was free to act if not free from sweat.

No bullying dictator wanted it for his mass slaveries as happened to poor misguided Pavlov. No big corporation wanted it for a better Madison Avenue approach to advertising – another kind of slavery. No big RESEARCH FOUNDATION like Ford was there to interject their "America First" philosophy. These had not paid for it; therefore they didn't own it. The work stayed *free*. Thus it prospered. It did not wither in support of some aberrated "cause." It bloomed.

But the violence of protecting this work while continuing it took a toll



nevertheless. Special interests believed it must be evil if they did not own it. Between 1950 and 1956, 2,000,000 traceable dollars were spent to halt this work. Newspaper articles, radio ads (as in Seattle from the University of Washington), bribed "patrons," financed "patients" all cost money. You hear the repercussions of this campaign even today.

Money could not stop this work by then. It was too late. If anything had been wrong with our organizations, my character, our intentions or abilities the whole advance would have crumbled. But we had no Achilles' heels. We carried on. All that has survived of this attack by the two APAs, the AMA and several universities is a clutter of rumors concerning your sanity and mine – and rumors no longer financed will some day die.

And so the work has emerged free of taint and misguided slants. It is itself. It does what it says it does. It contains no adroit curves to make one open to better

believing some “ism.” That makes it singular today in a world gone mad with nationalism. Buddhism, when it came to the millions, was no longer free of slant and prejudice. Taoism itself became a national jingoism far from any work of Lao-Tze. Even Christianity had its “pitch.” And if these *great* works became curved, with all the personal force of *their* creators, how is it that our little triumph here can still be found in a clear state?

Well, no diamonds and palaces have been accepted from rajahs, no gratuitous printing of results has been the gift of warlords, no testament had to be written 300 years after the fact.

For this we can thank Johann Gutenberg, and the invention of magnetic tape.

Therefore, although we have no such stature as the Great Philosophies, I charge you with this – look to source writings, not to interpretations. Look to the original work, not offshoots.

If I have fought for a quarter of a century, most of it alone, to keep this work from serving to uphold the enslavers of Man, to keep it free from some destructive “pitch” or slant, then you certainly can carry that motif a little further.

I’ll not always be here on guard. The stars twinkle in the Milky Way and the wind sighs for songs across the empty fields of a planet a Galaxy away.

You won’t always be here.

But before you go, whisper this to your sons and their sons – “The work was free. Keep it so.”

From *Scientology: Clear Procedure Issue One*
December 1957

A True Group



By **L. RON HUBBARD**

A true group is one which has ideals, ethics, rationale and a dynamic to carry forth its ideals and rationale on the ethics standard it has selected. Just as the analytical mind¹ safeguards its individual cells in the body, so does a group safeguard the individuals within its membership. The individuals of the group support it just as the cells work to support the body and the analytical mind. The group analytical mind is the composite of analytical thought of the members of the group which it has developed into a culture. Individual aberrations of the members of the group do not composite into the aberrations of the group itself. In other words, it is not necessary to clear² all members of the group to have a cleared group. The group, however, can be affected by the individual aberrations of members within it. The optimum group could then be obtained only when all individuals in it are cleared and the group itself is cleared, but a group could act as a very excellent release and could be entirely effective and could be nearly clear even though every individual in it were aberrated.

The first right of any true group is to survive. The goal of the group is to conquer and use MEST³ and to make MEST work against MEST.

All groups must have goals. Only the deterioration of the goals of the group or the reaching of all the goals of the group can bring about the decline of the group or the individuals within it. It is therefore incumbent upon any group to have a postulated set of goals which are continuing goals; to have a major goal which cannot be reached all in a breath but also to have minor goals which go in progression toward major goals which go in progression towards super-major goals.

The group has the perfect right to demand the help, life or, in a continuing sense, the energy and devotion of any member of the group. Any member of the group has the right to demand the most and highest level of the ideals, rationale and ethics of the group and to demand that these be maintained. A true group owes to its individual members their livelihood and a chance for their future generations. The members must not deny to the group its right to expand and perpetuate itself but must contribute fully and wholly to these.

1 Analytical Mind: the conscious aware mind which thinks, observes data, remembers it, and resolves problems. It would be essentially the conscious mind as opposed to the unconscious mind. In Dn and Scn the analytical mind is the one which is alert and aware and the reactive mind simply reacts without analysis.

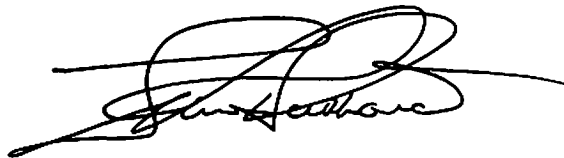
2 Clear: to release all the physical pain and painful emotion from the life of an individual.

3 MEST: a coined word, meaning matter, energy, space and time, the physical universe. All physical phenomena may be considered as energy operating in space and time. The movement of matter or energy in time is the measure of space.

An individual has the right to contribute to the group and the group has the right to expect every individual to contribute to it to his maximum ability and energy. The individual has the right to expect to be contributed to from the group and for the group to safeguard him insofar as is possible in the maintenance of the group and the reaching by the group of its goals.

A group will deteriorate in exact ratio to the number of engrams⁴ and locks⁵ it receives and will revive in ratio to the number of engrams and locks which are picked up out of it.

There has never before in the history of the world been an opportunity for groups, since they did not know these things, to rehabilitate themselves and free themselves from the continuing concatenation⁶ of arbitraries. Thus, every group, once initiated, could thereafter experience only a dwindling spiral. Following these tenets, there is no reason why the tone of the group cannot continuously rise or, whenever it is depressed, to be brought back up on the tone scale again.

A handwritten signature in black ink, appearing to read "L. Ron Hubbard", with a long horizontal line extending to the right.

Group Dianetics
Dianetics Auditor's Bulletin
January, 1951

Copyright © 1951 LRH. ALL RIGHTS RESERVED.

4 Engram: a mental image picture which is a recording of a time of physical pain and unconsciousness. It must by definition have impact or injury as part of its content. (HCOB 23 Apr 69)

5 Lock: a situation of mental anguish. It depends for its force on the engram to which it is appended.

6 Concatenation: a connected series; chain.

MAN HAS BEEN LOOKING FOR THIS FOR THOUSANDS OF YEARS! MOVE UP TO FULL OT AT AOLA

Clear! After thousands of years you can erase completely your Reactive Mind! A Clear is cause over

Extroverts the new Clear and brings about an awareness of himself as a thetan in relation to others and

On OT II, vast areas of non-confront on the whole track are handled, leaving a thetan toughened up

OT III brings about the return of self-determinism. Here one penetrates the "Wall of Fire". Of OT III Ron says, "It is very true that a great catastrophe occurred on this planet and in the other 75 planets

Completion of past auditing cycles in the AO Hubbard Guidance Cent-

Learn how to fully extend your intention across a distance and project thought! The ability to communicate at an OT level is restored!

At OT III Expanded one realizes the full potential gain of OT III. One crosses the wall of fire for good—to

There are two parts: the OT IV Rundown by a Class VIII Auditor, and a Solo Auditing section. One becomes at full cause over any sources of aberration on the whole

As you exteriorize from the MEST universe at Section V, you discover the "secrets" of MEST that are far above the level of physics.

At Section VI, you exercise as a thetan by doing basic drills to develop one of the basic abilities of an

III (Not yet released.)
Prerequisite: OT VII.

CLEARING COURSE
mental matter, energy, space and time as regards the First Dynamic (survival for self).

OT SECTION I
the physical universe.
Prerequisite: Clear.
Cost: \$75.00. 5% advance payment dis-

OT SECTION II
for OT III.
Prerequisite: OT I.
Cost: \$500.00. 5% advance payment dis-

OT SECTION III
which formed this Confederacy 75 million years ago. It has since that time been a desert." (Ron's Journal '67). OT III is the full revelation of what happened and its resolution. The barriers that obscure the

OT EXPANSION PROGRAM
er and any Case Handling actions.
Prerequisite: OT III.

OT SECTION VII
Prerequisite: OT VI or OT III.
Cost: \$75.00 for Solo Section. Less 5% for advance payment discount the price is \$71.25. Plus any extra fee for special

OT SECTION III EXPANDED
emerge a free being able to confront and handle the physical universe without barriers.

OT SECTION IV
track. Here one could say, in the fullest sense, the being has become "Master of his own fate".
Prerequisite: OT III.
Cost: \$75.00. 5% discount for advance

OT SECTION V
You will find out exactly what MEST is, and become free of its laws.
Prerequisite: OT IV.

OT SECTION VI
Operating Thetan. One achieves the recovery of one's former ability to be anywhere one wants to be.
Prerequisite: OT V.

OT SECTION VIII
Cost: \$500.00. 5% advance payment dis-

Prerequisite: Grade VI.
Cost: \$800.00. 5% advance payment discount price is \$760.00.

count price is \$71.25.

count price is \$475.00.

ultimate truth of the universe are blown.
Prerequisite: OT II.
Cost: \$875.00. 5% advance payment discount price is \$831.25.

Cost: Usual Intensive Rates (\$625 per 12 1/2 hour intensive).

auditing actions required for this level—sold in 5 hour blocks of \$150.00 each (no discount).

OT III Expanded is free to anybody successfully completing OT VII.

payment the price is \$71.25. Plus \$200 for Class VIII Auditing Rundown (no discount).

Cost \$875.00. 5% advance payment discount price is \$831.25.

will. Prerequisite: OT V.
Cost: \$350.00. 5% advance payment discount price is \$332.50.

count price is \$475.00.

SPECIAL TOTAL POWER PACKAGE OFFER

Total regular price of the OT courses I - VIII is \$3,323. The special OT package price without advance payment is

\$3,000. With advance payment you pay only \$2,859. for the Total Power Package, a savings of \$475 or over 13%.

(Package price does not include cost of special auditing on OT IV or VII).

TAKE YOUR NEXT STEP TODAY!

Write and send your advance payment to the Letter Registrar:

Church of Scientology of California
Advanced Organization of Los Angeles
916 South Westlake Avenue
Los Angeles, California 90006
Phone: (213) 385-2471

.. AND AFTER THOUSANDS OF YEARS WE ARE ACHIEVING OT!

E. D. FILES

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 6 FEBRUARY 1982

Remimeo
Staff Hats

(CANCELS and REPLACES
BPL 6 Feb 72R I Exec Series 6R
EXECUTIVE INTENTION.

Parts of this BPL were originally
taken from FO 2947 KNOW BEST writ-
ten 15 Sept 71. Exec Series 6RA
now gives the full text of this FO,
as written by the Founder, in HCO
PL form.)

Executive Series 6RA

KNOW BEST

Recent breakdowns in U.S. command channels and org decline
was traced to a group on a relay point who were intensely
critical of Management and "knew best."

They did not "know best" since their actions were followed
by decline.

The undermining of authority made it very difficult for
command to handle the resulting situation.

It is a betrayal of juniors for a person on a point of
command channel to undermine authority. For it sets the
junior up for a rough time.

"Flag doesn't really know _____" "They are not actually
informed _____" is usually followed by "so we will _____"
and when the crash comes the junior catches it, either by being
the effect of a messed up area or the resulting discipline.

If Flag or management doesn't know it's because the person
saying "Flag doesn't know _____" is not informing his seniors
and is not reporting.

In the final analysis it is top management that has to
pick up the pieces.

In the final analysis a person is comm eved not on some
person's "know best" ideas but on FOs and policy letters, just
what they say, line by line.

An area in which someone's withholds have caused natter
about management, there is a decay of confidence in the manage-
ment. This makes a decline in itself. Uniforms, living
conditions, food, all can decline in the area.

Then when top management tries to repair the situation
it is doing so in an area that doesn't comply. So the situa-
tion is extended in time and is much harder to remedy.

The usual cycle is

"We know best. 'They' don't know."

"So we will (goofball orders) _____"

"It's going crazy so we won't tell 'them'."

"Now you see what 'they've' done."

"I can't for the life of me understand why all you fellows are now catching it from 'them'."

You'll find all this on the Chart of Human Evaluation in Science of Survival. Someone who perverts comm lines causes trouble.

So a POLICY is laid down:

A JUNIOR WHO IS GIVEN ILLEGAL OR CONTRARY ORDERS AND WHO FOLLOWS THEM INSTEAD OF FOS AND POLICY LETTERS AND EDs AND WHO DOES NOT REFUSE THE ILLEGAL ORDERS AND WHO DOES NOT REPORT THE MATTER IS SUBJECT TO COMM EV FOR ACCEPTING ILLEGAL ORDERS.

LEGAL ORDERS ARE DEFINED AS ORDERS KNOWN TO AND AUTHORIZED BY FLAG IN WRITING OR AS FOUND IN POLICY, FOS, BASE ORDERS, EXECUTIVE DIRECTIVES AND FLAG DIVISIONAL DIRECTIVES.

IF IT IS NOT WRITTEN AND SEEN IN WRITING IT IS NOT TRUE. VERBAL RELAYS OF FLAG COMMANDS ARE NOT ACCEPTABLE.

RELAYING OR CARRYING OUT A LEGAL ORDER IN SUCH A WAY AS TO MAKE IT UNWORKABLE IS A COMM EV OFFENSE.

ANYONE BREAKING DOWN CONFIDENCE OR TRUST IN TOP MANAGEMENT MUST BE REPORTED TO TOP MANAGEMENT WITH ALL FACTS BEFORE THE SITUATION DECAYS BEYOND CONTROL.

If you want to know the plain truth of it, top management usually works harder and tries harder than anyone else to make things go right.

L. RON HUBBARD
FOUNDER

Issued by
Mission Issues
Revision Project

Adopted as Official
Church Policy by the
CHURCH OF SCIENTOLOGY
INTERNATIONAL

THE PRE-CLEAR'S CODE

The results you achieve will be speeded to the degree you follow the few simple instructions in the pre-clear's code, and your progress will be slowed to the degree that you do not follow them. This code is derived from thousands of hours of research and practice; the few rules listed here have been found to be basic in the auditor pre-clear relationship and you will only interfere with your own progress by not acting upon them.

You, as a pre-clear should:

1. follow instructions. An auditor knows what he is doing and in working with many people his goal with each is to free the individual, not suppress him. No matter how difficult it may at times be to do as he says, as it will be to your advantage to do so. Processing techniques can make a person quite uncomfortable if not done properly. The ability to follow instructions to the best of your ability is the keystone of fast progress. Your auditor will be the most understanding person you know; your cooperation with him will save many hours.
2. remain in communication with the auditor. If you feel a unusual or new sensation, if a picture or thought keeps interfering with the process being used, you should inform the auditor; he can help you to the degree that your communication with him is maintained. If he does something you don't like, tell him so immediately, don't keep it to yourself or save it for the neighbors; failure to maintain good communication can stop your progress entirely. Remember, if you feel something is wrong, say so; auditors are usually perceptive but few are psychic.
3. know that the auditor is restrained by the auditor's code. If you feel like dramatizing anger when you remember something your father did to you, for example, then dramatize the anger by all means, but use the auditor as a listener instead of a target. Auditors are human, too, and while they will patiently accept almost any response you feel, few of them like to be used as punching bags.
4. always thank the auditor at the end of the session. While your case will not be slowed by a failure to do this, thanking the auditor is a simple courtesy which indicates to some degree that you know the auditor is there and that you are aware of him as a person as well as an auditor.
5. take responsibility for your own case. Some pre-clears act like cars which can do nothing without a driver. As you consciously work toward your own improvement you will enhance your progress. Follow instructions but help the auditor by remaining in communication with him and by telling him whenever you feel there is something you would like to talk about or work on.
6. not be late for a session. You should cancel a session well in advance if such cancellation is necessary. If you should leave town for any reason, always inform your auditor.
7. not be discouraged easily. Give these processes a fair chance to work. Do not give up if you should feel discouraged; discouragement is often a sign that the pre-clear is about to take a major step forward. It also can be a means of rationalizing failure to follow instructions.

The Spirit of Play

Nobody could possibly be serious and win in this universe. The more serious a person gets (and I.5 is real serious) the more they have to do things by flows, and the more they have to agree and the more they have to follow the rules, and the more broken the piece becomes:

This universe starts surrendering to a Spirit of Play. And one of the Spirits of Play is "Let's pretend".

Really, the most valuable thing that a thetan possesses is his spirit of play. This is a sensation of play and is not just energy. It's a tremendous sensation.

A guy has practically lost it if he's here on Earth at all. He's depending on all sorts of the soggiest, low tone scale emotions imaginable in order to get any sensation. In substitute for what? Spirit of Play. For instance, sex is about eight-rate as an emotion. It is just dull, incalculably dull compared to the rapidity, randomness and actual sensation of the Spirit of Play. It's way up there.

SERIOUSNESS

When a man loses his Spirit of Play, he's dead. That means that people start dying at about 3.0.

You want to know what's wrong with your preclear? Well, your preclear is too serious. You want to know what seriousness is? Seriousness is solidity. Did you ever hear of a "solid citizen"?

If you want to get anything done, don't get any of these serious boys. There's nothing that succeeds like insouciance. Plain flippancy will actually get more done in less time than anything else you can name. . . .

WINNING

So the more seriously you take the game, the less chance there is of winning. The bottom of the Tone Scale is "lose" and the top of it is "win".

This tells you that it takes lots of space, and lots of *unseriousness*.

L. Ron Hubbard
from *Advance!* Magazine, Issue 51

INTERNATIONAL PRODUCTION STRATEGY



**"SERVICING THE EXISTING FIELD FOR ALL IT IS
WORTH WHILE BUILDING UP THE ORGANIZATION
AND ROUTES FOR NEW PUBLIC IN"**

Int Management Bulletin No. 51

6 June 1985

from

Professional Auditor's Bulletin
No. 81

PURPOSE

24th April 1956

Copyright (c) 1956
by L. Ron Hubbard.
ALL RIGHTS RESERVED

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 5 MAY 1971

Gen. Non-Remimeo
EDs/COs
Org Officers
FEBC Grads

(Reissued 20 January 1991. This policy letter was originally ordered and approved by LRH. In 1975 the PL was illegally cancelled and replaced by BPL 5 May 1971R, FEBC GRADUATE POLICY. That BPL is cancelled and the original policy letter, as approved by LRH, is herewith restored.)

FEBC GRADUATE POLICY

Any person graduating from the Flag Executive Briefing Course is expected to go back to his org and apply the admin technology learned 100%. The result expected from this application is a booming org, shown by rising stats, within a couple of weeks of the graduate's arrival.

Failure to accomplish a marked increase of the org's stats as above will result in immediate recall to Flag or local CLO for cramming, possible retraining and auditing at own expense.

There will be no exceptions to the above policy. There is no other reason for an FEBC grad not to raise stats other than failure to apply the data learned.

The great majority of FEBCs are huge successes in their orgs. Their status must not be hurt by the occasional failure.

This policy also will apply to courses run in CLOs.

L. RON HUBBARD
Founder

LRH:db.gg

24 October 1982

COVER LETTER TO LRH ED 344R "RIDGE ON THE BRIDGE"

TO: ORG & MISSION
EXECS & STAFF
FSMs

FROM: BOARD OF DIRECTORS

RE: VITAL INFO ON LRH ED 344 "THE RIDGE ON THE BRIDGE"

REFERENCE: LRH ED 344R "THE RIDGE ON THE BRIDGE"
(ATTACHED TO THIS ISSUE)

The original of RED 344 was not written by Ron and as has been the case with other REDs issued in the LRH name, has caused trouble. The history of this RED is as follows:

Ron solved the "Ridge on the bridge" several years ago by insisting that Dianetic services be offered to and be available to Book One buyers to solve the problem that people ARC broke and went away when, having read Book One, they came to an org and received efforts to switch them to Scientology. This transfer occurs naturally providing Dianetic services are available to such public.

When NED began to make Clears rapidly it was found by Ron that a revision of the Grade Chart was necessary for many of these people required Scientology Grades in order to progress well and favorably on the bridge. Ron revised and piloted the Grade Chart which we now have.

RED 344 was written by another, taking much text and materials from LRH notes and current work on this problem of the "Ridge on the bridge". But the person who assembled this RED, for reasons of his own and now being made known extensively to his Comm Ev, introduced the "Counsellor Ad" instead of the ad recommended by LRH.

Noting the Counsellor Ad appearing in newspapers, Ron urgently requested an investigation of this. It was found that the ad was jamming org lines with unemployed persons seeking a job at a time of heavy unemployment and, not only this, but was ARC Xing them and giving orgs and ARC Xen immediate environment.

This infamous Counsellor Ad was introduced on lines in Adelaide, Australia and all original stats with it were totally false. The instigator of it, said to be one Tom Reid, and his immediate superior have since blown and been declared. Yet, knowing this certain other persons continued to pressure and push the ad in order to serve outside hostile interests. These persons have been removed from post and are under Comm Ev.

A wide network of infiltration was uncovered and criminal charges will probably be preferred against these persons and all who cooperated with them or with external interest to orgs.

It is of interest that the persons concerned in this were also Black PRing management but were themselves the managers they were Black PRing.

It was found that these same persons had persuaded orgs that they were there only to serve missions and should give away all their business to missions. The infamous Alan Walters played a heavy role in this. All persons of this opinion and who are not supporting their orgs are being isolated for it is a criminal offense in any land to give out mailing lists or give away clients of a firm to outside firms or to engage in what is called "Industrial Espionage and Sabotage".

The Board is indebted to Ron for indicating the original outness in this RED for it has led to the present reorganization of management under the new corporate structure and the postings are fully trustworthy and competent top management personnel.

Ron does not today manage Scientology and is neither an officer or Director of any corporation and his interest in this case was the correction of materials issued over his name which proved injurious. He has always been the first to insist you be advised of any outnesses in tech or policy.

The immediate effect in WUS of the instant removal of the Counsellor Ad, replacing it with proper normal procurement actions and instantly halting the rip-off of orgs was immediate and spectacular affluence stats for WUS, enormously increased staff pay and a reassertion of org position as the dominant influence of Scn in the area. These orgs have been totally revitalized almost on an instant basis and they're suddenly spectacularly succeeding just by cancelling the Counsellor Ad and getting in normal procurement actions and getting their business back.

Because this RED did contain vital information directly from LRH notes, it is reissued by the International Board with apologies to Ron for permitting an altered ad text, from that piloted, to be issued over his name.

The following material is taken directly from LRH notes on the original "Ridge On The bridge" advices.

BOARD OF DIRECTORS OF THE
CHURCH OF SCIENTOLOGY
INTERNATIONAL

BDCSI:iw

L. Ron Hubbard

EXECUTIVE DIRECTIVE

LRH ED 344R INT

Org & Mission
Execs & Staff,
FSMs

10 May 1982

Revised

21 October 1982

THE RIDGE ON THE BRIDGE

I am very pleased that Book One seminars and Book One auditing are getting going again. The Scientologists who are actively working on these are greatly appreciated. Their efforts are helping to get new people started on the Bridge.

Many years ago I observed this: A new public person reads DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH. He gets all steamed up about Dianetics and the Reactive Mind, goes to an org and runs into Scientology. He takes it there has been a change or that he is being thrown off course. He backs off. Sometimes staff members would tell Book One buyers that Dianetics wasn't done anymore and try to sell the person some different service. Because the person wanted Dianetics, this created a ridge.

My solution was to reinstate Dianetic services and courses in Div 6 and I advised various executives to get a Book One campaign going.

Book One began the boom in 1950 and that residual impulse has started up again. In those days, Book One seminars were done by all sorts of people; they filled whole convention halls and got people co-auditing.

The 1950 Book One boom moved forward until it got side-tracked. By preserving the successful actions of Book One and by avoiding the pitfalls that some have gotten into, we can turn the current resurgence of Book One into a mighty boom and keep it going.

WHY BOOK ONE?

The success of Book One in dissemination is largely due to the REALITY LEVEL of a large sector of the public; their first potential reality is on the mind and the Reactive Bank.

By survey, the most successful introductory services are those that give an immediate reality on the Reactive Mind and that something can be done about it. The most frequent initial result from Book One is a reality on the Reactive Mind and that something can be done about it. Thus Book One is very successful, as a dissemination tool.

STARTING A BOOK ONE BOOM

The way to start a Book One boom is to market and sell lots of copies of DMSMH to raw public. That's how the Book One boom got started in 1950—massive sales of Book One to the public.

AND THE AMAZING THING IS, DESPITE THE MILLIONS SOLD, AFTER THE FIRST MONTH OF 1950, BOOK ONE HAS NEVER BEEN TRULY MARKETED! AND MUST BE!

People who buy and read Book One want Dianetic auditing; they want to get their locks, secondaries and engrams run out and they want to go Clear.

If these persons are contacted and offered Book One services (training and auditing), they will take those services and they will want to disseminate Book One to their friends and contacts.

These persons must be told that the way to disseminate is to sell copies of DMSMH (or they will get losses by trying to explain what Dianetics is all about). Ensure that they have copies of DMSMH to sell to others.

Persons trained to audit Book One will audit others on Book One. It will help their pcs to own and study Book One so that they understand what is being done in the auditing and so they understand more about other people and life and the mind. Book One auditors must know to sell DMSMH to their pcs.

By doing the above you will have an ever-increasing number of people who, through reading Book One, want Book One auditing and training and who will in turn sell copies of Book One to their friends—it will snowball.

RIDGE ON THE BRIDGE

Late last year as a result of my research I developed the New Streamlined Lower Grade Chart. People needed their Scientology Grades in order to go Clear on NED. That gave us a better, faster Bridge for Scientologists already on the Grade Chart.

It also raised the question: How do we smoothly phase people on Book One (Dianetics) over to Scientology for their Grades and then to NED where they could go Clear?

(I have had many letters and reports from Scientologists over the past couple of years telling me of their wins and successes with Book One seminars and co-audits, yet there wasn't the expected flow from Book One on up the Grade and Class Chart. So apparently there was a ridge on the Bridge. Solving this would give Scientologists greater success in getting Book Ones moving on up the Bridge to Clear.)

Book One seminars and the successes and bugs that people were running into were looked into.

The first thing that showed up was difficulties being caused by quickying.

In one area they first of all dropped out having Book One auditors do any Book One auditing and graduated them after a mere seminar. Then they dropped out having them read DMSMH! But still "graduated" them as Book One auditors. It had gotten to the point where only ten of these quickie "Book One auditors" were being made per week in an area where previously one hundred real Book One auditors were being made per week.

The same was true of other Div 6 services. When the Anatomy of the Human Mind course was quickied, the subsequent sign-ups for major services dropped from near 100% to about 25%.

The quality, as well as delivery of Book One and other Div 6 services was found to be very important.

A LECTURER
 Pier Paderni (who has been running the Anatomy of the Human Mind course on Italian TV) attributes his success mainly to how well the public on Intro services are handled. He has been very successful, often getting near to 100% sign-ups after Book One, Anatomy of the Human Mind course and HQS course.

HE
 Pier also found that the Anatomy of the Human Mind course (AHMC) was one of the best services to bridge people over from Book One to Scn services.

He starts each AHMC lecture with an introduction about L. Ron Hubbard and LRH books. Then proceeds with the AHMC lecture and demonstration. Since the subjects covered in those lectures are not only the Analytical and Reactive Minds, but also the Thetan, Mind and Body, Communication, Tone Scale, Cycle of Action, ARC Triangle, etc., this gives an introduction to Scientology.

Other areas have reported that the success and re-sign up rate from Intro services depended mainly on who was supervising these. Closer inspection showed that it wasn't anything mysterious about the supervisor, it was how much ARC the supervisor used and how thoroughly and well he or she handled the public that determined how many of these completed successfully and went on to other services.

A search was made for successful statements, explanations, posters or signs that had been used to phase people over from Book One to Scn services, with little result. Then an important discovery was made!

People who had read Book One and wanted Dianetics, when delivered enough Book One auditing, training or co-auditing, then started to reach for Scn services. Given sufficient quantity and quality of Book One, these people naturally started to WANT and reach for Scn services!

The only times when there was a ridge between Book One and Scn services were when there was an attempt to shunt someone all fired up about Book One, over to Scn services before that person had had his Book One auditing or training.

The "ridge" on the Bridge was a totally internally created situation! It was being installed by non-delivery.

By report, in LA Fdn (where they are doing a very good job of delivering Book One), it generally takes about 5 hours of Book One auditing before the person WANTS Scn services to move on up the Bridge to Clear. If at the end of 5 hours the person isn't ready for Scn services, the handling is to sign him up for more Book One and deliver it until the person is ready for Scn.

The amount of Book One auditing needed before the person has had enough wins and reality to be ready to move on up the Bridge is not a great number of hours BUT it must be delivered. Thus the secret of success in getting people onto the Bridge with Book One is:

DELIVER BOOK ONE TRAINING AND AUDITING TO PEOPLE INTERESTED IN BOOK ONE IN SUFFICIENT QUANTITY AND QUALITY AND THEY WILL WANT AND REACH FOR THEIR NEXT SERVICE.

I have known over the years that people buying and reading Book One were often caused to ridge by being told that Dianetics was no longer available and being told to buy something else instead. That's why I reinstated Book One training and auditing. Provided that service is delivered and with good quality, it is an excellent means to get book buyers onto the Bridge and on their way up.

DELIVERING BOOK ONE

People who have read Book One and are all fired up about getting Dianetics MUST be given Dianetics. They MUST NOT be shunted toward another different service.

Scientologists, being themselves somewhere further up the Grade Chart and having a higher reality level, need to keep alert to the fact that new people have a different reality level. Otherwise, Scientologists can easily make the mistake of going out gradient (too steep) on new public, in their enthusiasm to get them up the Bridge, too.

However, as we know, you can only audit a pc on what is real to the pc. If you do that the pc will make gains and attain a higher reality level.

Most people introduced to Dianetics will do best if they follow the original research and development line.

It began with Book One, then in researching using the materials of Book One, I found that one was really handling the human spirit and it took a whole new aspect of research to settle that completely and so Scientology was developed. Then, as I went on building a better Bridge as mentioned in the end of Book One and, in NED, advances were made that were so powerful that the auditor has to know Scientology before he could handle them. The same is true for preclears: after good Book One auditing, they need their Scientology Grades in order to be able to run NED successfully. Having come up through the Scn Grades one can then go into upper level Dianetics (NED) and make miracles and Clears all over the place.

If you try to jump the gun and tell someone all fired up about Book One that what he really needs is some other, different service, you will create a ridge. But by delivering Book One, the person will come to want Scn. He is following the original development line.

For example, as a Book One auditor goes along auditing Book One he may realize that his auditing would be better if he could handle communication better. He has just run into awareness of the need for what we know as TRs! At that point put him onto the Success Through Communication course. He'll be more successful in his Book One auditing and in life.

Book One auditors will encounter the same phenomena on their pcs that were encountered years ago in early Scn research: pcs who need assists; pcs whose ruds need to be gotten in; pcs who need setting up with Introductory processes. The Introductory and Demonstration processes and Assists were developed to handle each of the situations that the Book One auditor may encounter on his pcs.

After the Book One auditor has had wins using Book One and Introductory processes, he is going to WANT Academy training so that he can run Grades on pcs and produce even bigger wins.

His experience with Book One will stand him in good stead as in order to be successful as a Scientology auditor, one needs a grounding in Dianetics. It is also true that in order to succeed with NED, one needs to know his Scientology.

So deliver Book One to those who are interested in Book One. Sooner or later they are going to want Scientology, too. Often, after a mere 5 hours of Book One auditing, pcs have signed up for the rest of their Bridge up to Clear!

KEEPING BOOK ONE WORKING

History seems to have made a habit of repeating itself and so some points bear watching.

People tend to push what is real for themselves.

An amusing example of this is that there were some in 1950/1951 who would take what was real for them and push that. But often totally independent of source. Some had a mania to put out, as a NEW SUBJECT, things which had been developed for their own cases! This was when—after Book One was published—I was doing personal auditing. I would work with a guy on a chain and he'd get a computation he thought was a brand new general therapy and would push it off on each pc he had!

Sometimes people try to run their own cases on others and some will only push what is real to themselves.

Some of these points have shown up again in recent times. For example: concentrating on things like Cancellers, Repeater technique and attempts to do Lock Scanning instead of sticking to mainline Book One of running lock, secondary and engram chains. One guy tried to get his own brand of Book One going by taking a section out of Science of Survival and trying to run only pleasure moments on people.

Most new public pcs do best when run on lock chains on Book One auditing as they are not yet sufficiently unburdened casewise to be able to run secondary chains, let alone engrams. Lock chains and running out recent secondaries are the best to run on Book One, especially to start with.

Remember that you are not trying to handle the whole case on Book One. You can give people a reality on the Reactive Mind and a reality that auditing works with Book One and often many other wins, too. However, the Grade Chart, being the result of some thirty years of research into building a better Bridge, is what will handle cases.

The probable best sequence of services after Book One is: Anatomy of the Human Mind course, then Success Through Communication course, then the HQS course and on to major HGC and Academy services. But that is not a rigid sequence and often a person will reach straight from Book One to HGC auditing or Academy courses.

In locations where Book One is run, other Dn and Scn books must also be available and sold and cassettes must be sold, too! Posters and signs including a copy of the Grade and Class Chart and the Tone Scale must be displayed. Fliers must be available and used. Don't forget that other materials are vital to continued public interest. These create want for further services and show people the route.

Provided the above points are kept in, Book One will spearhead a boom. Seminars and auditing, other books, cassettes and services will keep the boom rolling. These other things were mainly missing in 1950.

INITIATIVE

There is plenty of room for initiative on the following points and this is where Scientologists should be encouraged to show how resourceful they can be.

Selling books to raw public is such an area.

Example: Franz Schuler became a legend in EU selling books to the public several years ago. He sold thousands of books to raw public, rapidly expanding the CF of Switzerland.

Example: Spain is a rapidly expanding Scn area today with two orgs and several city offices. It was opened up a couple of years ago by a few Scientologists who sold books any way they could--over the radio, on the streets, in person--and they rapidly built up a CF of book buyers and took off at a high rate of expansion.

Example: a very successful ad could be undertaken to push Book One so attendance of Book One seminars can be increased.

Place the ad as follows:

"The unconscious, sub-conscious or reactive mind underlies and enslaves Man.

It's the source of your nightmares, unreasonable fears, upsets and any insecurity.

LEARN TO CONTROL YOUR REACTIVE MIND.

Buy and read DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH by L. Ron Hubbard.

It contains discoveries heralded as greater than the wheel or fire.

Available at your local bookstore or the Church of Scientology (address)."

Be sure Book One is available in book outlets for your area before the ad appears. Any other local marketing adjunct can be added. The object is: A) To get Book One into public hands in your area and B) Follow up with Book One seminars in that area. (Possibly a later ad in the same media and channel some two or three weeks later would assist in the follow-up.)

The wording can be varied, particularly the second paragraph which depends on local survey buttons. The rest of it is pretty straight. The target in all such ads is: "Your reactive mind". And "LEARN TO CONTROL IT!" These are very deep buttons and should accompany every Book One ad.

By also featuring the Church it keeps it religious and steers people into Book One seminars.

A big Dianetics symbol should be in the ad, not a picture of the book.

THIS AD IS A VERY SUCCESSFUL AND USEABLE ONE. THERE ARE ALSO OTHER WAYS TO PROMOTE BOOK ONE.

THE NORMAL METHODS OF PROCUREMENT OF PEOPLE MUST NOT BE OVERLOOKED OR ABANDONED BUT ALL FORMS OF DIVISION SIX AND DEPT FIVE PROCUREMENT ACTIONS MUST BE ENGAGED IN TO HAVE A SUCCESSFUL ORG. DO NOT HOBBY-HORSE ON JUST ONE LINE OR TYPE OF ACTION, DO NOT THINK THAT A SPECIALIZED PROMOTION CAN DISPENSE WITH THE NORMAL PROCUREMENT ACTIONS OF AN ORG. FAILURE TO FOLLOW THIS WELL KNOWN FACT AND HOBBY-HORSE ON JUST ONE TYPE OF PROCUREMENT GAVE SCIENTOLOGY A STAT CRASH UNTIL FOUND.

Sometimes people ridge on the idea of self-improvement, because they are not up to the Awareness Level: Need for Change. One Scientologist had been trying to get her mother to read

DMSMH on the grounds that it would help her and others in the family, without success. Then the mother expressed that she was puzzled about the mind, had always had questions about the mind that had never been answered. The Scientologist told her that DMSMH would help her to understand the mind better and clear up the mysteries about the mind. The mother promptly decided to read DMSMH.

The "go button" in this case was not doing something to improve conditions (and attempts along this line had resulted in the person being offended that it was considered that there was something wrong with her), it was clearing up the questions, mystery and puzzlement about the mind.

There may be other points of appeal. Many people are largely "victims." Maybe approaches that exploit inflow could be found. "Wouldn't it be nice to know how the media is manipulating your mind?" "Wouldn't it be interesting to find out how people make you (sad) (unhappy) (subject's tonescale position)?"

New approaches should be looked for.

Scientologists discovering new buttons and new approaches could communicate these to the FIELDS EXPANSION AIDE at Flag. Such successful actions can then be passed on to other Scientologists.

BUT REMEMBER, PUBLICLY MARKETING BOOK ONE ITSELF MUST BE DONE!

GAME FOR SCIENTOLOGISTS

I thought of a game that Scientologists could play.
Helping to Clear the planet by getting people onto the Bridge.

Scientologists love to disseminate and getting new people onto the Bridge is a very rewarding game.

There could be awards for:

- a) Successfully used approaches and methods of selling books to the raw public,
- b) Newly developed and tested ways to sell books and cassettes to different publics,
- c) The number of books sold to public individuals,
- d) The number of new people started on the Bridge.

And the final product will be a Cleared Planet!

How about it?

COMPILED FROM THE NOTES OF
L. RON HUBBARD
by LRH TECHNICAL RESEARCH
COMPILATIONS
for the
BOARD OF DIRECTORS OF THE
CHURCH OF SCIENTOLOGY
INTERNATIONAL

BDCSI:LRHTRC:LRH:iw
Copyright © 1982
by L. Ron Hubbard
ALL RIGHTS RESERVED

Exec Files C

7
EXECUTIVE DIRECTIVE FROM L. RON HUBBARD

LRH ED 179 INT

Date 19 August 1972

To: Executives
All Staff

Subject: STAFF PAY TARGETS

Reference: HCO PL 12 Nov 71 Issue II
How to Raise Your Own Statistics and Pay.
Current Actions to unblock flow lines in
orgs.
FBDLs 191-192

If anything makes me cross, it is a staff not being paid well.

A recent missionaire in a major org said he had to hammer for five days on a Qual Sec before she believed a staff member could be paid well. Lousy attitude. So the mission made the org do standard things and an org staff that had been moonlighting began to make enough money to get paid well. And they stopped moonlighting.

The standard Div 2 Div 6 actions with Div 4 delivering in quantity and quality was all it took.

MOONLIGHTING

When an org isn't using its CF for day business it slops over into Foundation type business, mashes its Foundation and Day org together, gets staff coming in in afternoons and working until late at night. No study. Little auditing. And low pay. All from a messy off policy scene.

If a Dept 1 was on the ball, it could easily build up an org. A Foundation running from 6 PM to 11 PM and week-ends could be built. A proper day org operating out of its CF running from 8:45 AM to 6 PM is a separate org.

Only if these 2 orgs existed would moonlighting not wreck the org.

A day staff member could moonlight evenings and week-ends. A Foundation staff member could work days.

But moonlighting which breaks up a day or the week breaks up an org.

If a staff member feels he has to moonlight, it is ~~only possible~~ under a strictly held day and foundation schedule. Otherwise it messes up the org. So low pay. So others have to moonlight.

INFLATION

Inflation is the situation of money buying less and less.

We face that today.

This means staff pay has to be greater and greater.

All right. So what's wrong with that?

The only practical answer to inflation is to make more and more money and deliver more and more quality service!

And you CAN do that.

We do better in times of social stress because more people are worried.

It could be that only we emerge as viable when other businesses go down.

So where will anyone moonlight then?

TARGETS

If you look at your org's GI divided by staff you will have your story.

Due to other expenses an org staff member only has about a third of that figure. If it is \$100, say, he could expect only \$33.33 maximum pay! And he can't get that since he's paid from Corrected GI which is less.

So you have to TARGET a GI to get staff paid well.

Example: Due to the British govt tax on hiring anyone and health insurance, the London Org has to make a GI of £1250 to pay its staff £5 each! So that is not its GI target obviously as £5 is too low. It takes a £2000 GI to pay £11 at a rough guess. Therefore the STAFF PAY TARGET of London, Day and Foundation combined would have to be £2,500 minimum to pay a staff well.

That is not high. A full Day org that began at 0845 AM and ran on its CF and a Foundation that began at 6 PM and ran on new public could produce, combined, a £2500 combined GI.

To do it each org would have to have a good Dept 1 recruiting and hatting, a good Div 2 working the CF and a good Div 6 working on new public and a whale of a Tech Div that really got the results and trained and a Qual that had a superb Cramming to keep tech straight.

It's all in the OEC volumes and in the HCOBs. There's no mystery about it.

So London Combined D and F GI has a Target of £2500.

£2499.99 would be treason to the staff. £2500.01 would be normal op. There's no shade of grey.

YOUR org should figure out its STAFF PAY TARGET.

How much D and F combined GI makes a good wage possible?

Well, up that a bit and it's your STAFF PAY TARGET.

Give good quality service to guarantee your future and you have it.

In SO orgs the figure includes food, quarters, uniforms and such expenses. It's still a Target.

FIRST STEPS

1. Get people in the org to believe it's possible and set your STAFF PAY TARGET.
2. Keep producing.
3. Separate Day and Foundation severely.
4. Keep producing.
5. Let any moonlighting go on until you build up.
6. Keep producing.
7. Get in a Dept 1 in D and F and recruit up and hat.
8. Increase production.
9. Plan up and build a Div 4 and Div 5. D and Div 4 Foundation.
10. Increase production.
11. Build up a real Div 6 that really flows the people in.
12. Increase production.
13. Build up Day Div 2 with a real CF and Body Regs and ASRs and Letter regs and everything.
14. Push its production.
15. Clean up your whole field.
16. Push production.
17. Get your org form severely correct per OEC volumes.
18. Meet your STAFF PAY TARGET.
19. Expand production in every GDS.

.20. Regard as a penny less than staff pay target as treason and an excess of it normal operation.

.21. Begin to build your GDSs toward double.

RELIEF

When your orgs are big enough and well trained enough they are easy to run!

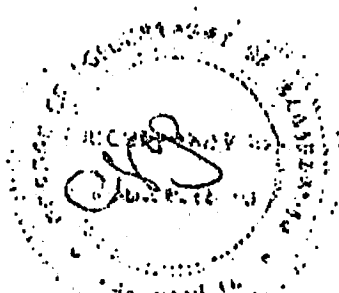
It is a relief to be above the cope point.

It is easier to do it right and make money than to cope and be broke.

There is a relief in having a full, well manned, well hatted org that does its job.

It's great!

L. RON HUBBARD
FOUNDER



LRH:nt

SCIENTOLOGY[®] MISSIONS INTERNATIONAL
E X E C U T I V E D I R E C T I V E

SMI INT ED 252R
ALL STAFF
ALL MISSIONS

27 April 1983
Revised 30 Dec 1985
(Revised to change title)

LRH[™] DELIVERY MULT

"Backlogged or out-tech delivery delivery can kill your business. Deliver your backlogged WDAHs and with in-tech no-nonsense tech actions. Any stat trouble is not coming from prices. It is up to you to make auditing worth it. It is. Do the usual. Sell books and sign up people and deliver properly what you've sold. If you don't have auditors, get them or make them. That magic formula will handle any imagined trouble with prices or stats. Do it.

Love,
RON"

Reissued by
SMI OFFICER INTERNATIONAL
and
WDC for SMI

WDCSMI:SR:gg:sk:cg

LRH Quote

Copyright © 1979, 1983, 1985

by L. Ron Hubbard

ALL RIGHTS RESERVED

Scientology and LRH are trademarks and service marks owned by the Religious Technology Center and are used with its permission.

**** HERE IS THE FAMOUS LRH TELEX FROM 20 FEB 79 ****

" RE: INTRO SERVICES

"A) Intro Services are defined as immediate fast, free, one evening or 1/2 to 1 hour services. The successful ones are testing, intro tapes, info, intro films, PE Intro Lecture, and new book sales. These are for raw public, friends, etc. and are used to interest and involve and to get sign-ups for other major or minor services. Correctly define Intro Services as above to all your staff.

"B) Raw public is obtained via body routing, info and test centers, any successful local action and FSMs and public book buyers.

"C) Beef up these free Intro Services.

"D) Continue and expand your paid minor services. The successful ones currently are Public TR Course, HAS, HAS Co-Audit, VMH, Group Processing, HQS, etc.

"E) Correct routing for new public is free Intro to paid items in D) plus any major service. Plus call in field to such minor or major paid services. Any issues to contrary are being cancelled. So ignore them and accept above.

"F) Most orgs report new public coming from body routing, FSMs, testing, test and info centers and book sales. Expand these actions.

"G) Retain any successful action or pattern you have going plus the above.

"H) Jam new public into free Intros as in A), also sign them up for D) as in E) and your PRPS will boom and so will your GL"

"Love,

RON"

L. Ron Hubbard

EXECUTIVE DIRECTIVE

LRH ED 340R INT

13 March 1982

TO: ALL STAFF ALL MISSIONS

Revised

17 June 1982

INFO: COs AND EDs OF ORGS

Revisions not
in Script

FROM: RON

SUBJECT: MISSION BIRTHDAY GAME 1982/83

**** 1982/83 MISSION BIRTHDAY GAME ****

(Note: I would be very pleased if you would care to do the following as an improvement on the existing Birthday Game which was not written by me. All targets so far made can be considered valid.)

I am calling on my friends and pioneers of the Scientology world, Mission Holders and their staff, to play the biggest game there is - Clear Earth!

In 1959 when I wrote HCOB 28 July AD9 OUR GOALS, with a fledgling Mission Network extant then, I set this goal for Missions. Now, more than ever, it applies.

The upper part of the Bridge has been expanded through the new super OT levels, the lower parts of the Bridge have recently been smoothed out and a clear route has been marked from Book One onto Scientology services. You have my red on white tech and green on white policy.

There's nothing to stop us now!

It's time we moved in!

Planetary dissemination on a scale never before seen is what is needed.

We can clear Earth!

Missions are Scientology's spearhead into society. Without them we would fail. I count on Missions to hold wide open the gates at the entrance of the Bridge, to flood their communities with books and to drive people onto the Bridge so that they can go up the line to Clear.

For every Org on the planet there should be ten Missions, reaching out into the public and driving them in and up the Bridge.

More than any group, Missions can and do have a direct effect on the speed at which planetary clearing takes place.

Now, to move up to an effective planet-clearing body, the Mission Network must 20 times its size as quickly as possible. This means expansion not only in existing Missions but the setting up of hundreds of more Missions. At ten Missions for

each Org in the world at today's Org count this would mean at the very least another thousand Missions need to be formed up and made operational.

This is no small task.

It may even seem mind boggling to some.

Lesser beings would flinch when confronted with this game.

I'll give you a tip on how to do it with ease. Make the game not only yours and your staff's but include your public too. Get them helping clear their community. Give them hats. Brush off any reasonable think you run into. Get them active. Use them. You'll be surprised at the magnitude of the untapped resources in your field. They just need to be included, given a hat and some direction.

You can clear your community!

BIRTHDAY GAME

This is the game for Missions for this year until 13 March 1983:

```
*****
* 20 TIMES THE VOLUME OF COMMUNITY CLEARING IN EACH *
* MISSION'S AREA AS EVIDENCED BY 20X-ING THAT AREA'S *
* MISSION PRODUCTION BASED ON W/E 13 MARCH 1982 STATS.*
*****
```

As you can see, not only is this an individual Mission game but it is also a game that each region of the world can play to 20X their own region's production and thus the volume of community clearing. They can do this by encouraging and getting more Missions set up and delivering; by combining resources for regional advertising campaigns and by finding other ways to connect up and push power to their regional neighbors. Regions should be designated by SMI. They can also keep you briefed on individual and regional standings, good news and successful actions.

BIRTHDAY GAME POINTS

To play this Birthday Game, the whole Mission has to function as a tough team.

It requires every staff member operating at Tone 40, including in the game their public while servicing that public in increasing volume.

I have seen to it that all areas of the Mission have a chance to contribute to their Mission's overall success in the game by making a complete range of stats the Birthday Game stats. These statistics are:

```
FULLY HATTED AND FUNCTIONING STAFF
GROSS BOOKSALES
GROSS INCOME
VALUE OF SERVICES DELIVERED
WELL DONE AUDITING HOURS
WELL DONE AUDITING HOURS IN THE CHAIR
STUDENT POINTS
NUMBER OF BOOKS SOLD TO INDIVIDUALS
NEW NAMES TO CENTRAL FILES
FIRST SERVICE STARTS
PUBLIC REG PAID STARTS
DIV 6 COURSE COMPLETIONS (PAID SERVICE)
```

Points are awarded for three week rising trends on each of these stats. Size of Mission doesn't count. How much you expand is what you get in points!

The system for counting Birthday Game points for Mission stats is as follows:

Starting from week ending 18 March 1982 and using HCO PL 9 Nov 1979 HOW TO CORRECTLY DETERMINE A STAT TREND work out the condition of the Mission stats (above) on a three week trend. Birthday Game points are counted as they were in the last game:

FOR EACH of these stats in NORMAL ON 3-WEEK
TREND = 1 POINT

FOR EACH of these stats in AFFLUENCE ON 3-WEEK
TREND = 3 POINTS

FOR EACH of these stats in POWER ON 3-WEEK
TREND = 6 POINTS

The points earned for each stat are added up and this gives the total Birthday Game points earned by the Mission for that week. This is done at the end of every week throughout the game. Regional points will be computed based on the contributing production of all Missions within that region as measured by their combined Birthday Game points.

AWARDS

At the end of the 1982/83 Birthday Game on 13 March 1983, the most expanded Mission, region and continent will be announced and special awards will be made.

Special Birthday Game certificates will also be awarded at the end of each quarter of the game (every three months) to the Mission, region and continental winners and to Missions and Mission staff members and regions who have made their quarterly quotas of 2X, 5X, 10X and 20X.

BOOKS - BOOKS

A special Birthday Game award will be presented to all Missions who 100X their Gross Booksales and Number of Books Sold to Individuals stats during this Game. Remember the key to doing this is to have single-hatted Bookstore Officers on post backed up by all book outlets in the Mission flat out selling books! If we are to reach out to the public we must do so through booksales. Books contain the lifeblood of what you are delivering. We created a boom in 1950 with the release of Dianetics: The Modern Science of Mental Health and it remains today our best seller and our most effective dissemination tool. Use your public and your FSMs to push this vanguard into the society and the planet will be ours in no time! Books make booms but they have to be sold first. Let's get cracking!

SPECIAL HATTING GAME

Per HCO PL 29 July 1971 WHY HATTING, "HAVING A HAT, BEING HATTED, AND DEMONSTRATING COMPETENCE MAKES A PERSON FEEL CAPABLE OF HOLDING HIS POSITION IN SPACE AND HE BECOMES MORE STABLE, CONFIDENT IN LIFE AND MORE POWERFUL."

During this game you will need the increased ability to hold a position in space and the increased power which hatting gives you. Green on white policy applies very firmly to Missions.

As a game from 13 March 1982 until 13 March 1983 any Mission staff member who becomes fully hatted, upon notifying SMI INT of this achievement together with an attest from that Mission's Qual, will be awarded a special award from SMI INT.

Any Mission whose entire staff become fully hatted during this same period, upon application to SMI INT with an attest from the Mission Holder, will be awarded a very special award from SMI. SMI will announce these awards by separate issue.

STEPS TO THE 1983 GOAL

These are recommended steps to take to achieve the 1983 goal. They may be added to from time to time by other LRH EDs and campaigns from SMI INT.

0. Don't drop anything that you have been doing that has been successful in raising stats and helping you expand. Make a list of these and work out how you can strengthen them and improve them even further. Those are your successful actions, so cherish and build them up!
1. Realize the fact that 100X booksales to raw public is the key to 20X expansion. Using booksales policies, my recent EDs and your own successful actions, get a campaign underway to 100X booksales to raw public.
2. INCLUDE your on-lines public and CF public in this game. There's no such thing as an inactive Scientologist, they simply need a hat and for someone to ask them to join in!
3. Continue to Flourish and Prosper even more.
4. Step up promotion to the public as never before. Get Scientology broadly advertised and make yourselves known and the services that you offer available to your entire community.
5. Start a campaign to get every Scientologist in your area to select and bring at least one new person per month into the Mission and then make sure that person is well handled by Div 6 so that he continues up the Bridge.
6. Get Dianetics and Scientology books sold in volume by FSMs, students, pcs, staff members, Scientologists and also in all public bookstores and outlets.
7. Contact every Scientologist in your Central Files. Brief them on RJ 35 FROM CLEAR TO ETERNITY. Get them revitalized, enthused and made active. Get them moving faster up the Bridge, through your Mission and up the Bridge to your local Org or AO/SH.
8. Realize the need for trained auditors to handle the floods of new public you will get in on your lines. Think ahead! Get staff who are good students sent off for their O-IV Academy training and Saint Hill courses. Deliver snap and pop courses at your Mission and get lots of graduates off the Hubbard Basic Career Auditor Course. This is vital to making the expansion quotas within this game period.

9. Connect up with your regional neighbors in other Missions. Arrange to meet together regularly so that area problems can be tackled as a team and overcome. Assist the smaller Missions in your region.
10. Make every Scientologist in your area an FSM for your Mission. Get them actively selecting and bringing old and new people into the Mission for services. Run FSM rallies, competitions, training seminars and furnish them with materials that they need to do the job.
11. DELIVER, DELIVER, DELIVER 100% STANDARD TECH on every public person from the moment they walk in the door. Get results that your public rave about and move mountains to ensure those results occur. Your best promotion is word of mouth!
12. Look after your on-lines public and they will look after you.
13. Reach out into society by making hundreds of Book One auditors in your Mission. In 1950 we began everything we have today with Book One and groups and individuals running Book One on each other. Thousands of Book One auditors are still vitally needed as ever!
14. Set up standard staff training courses and staff co-audits outside production time and get the staff hatted, audited and winning so that they too are moving up the Bridge.
15. Remember that the continuing keynote to handling any antagonistic element is FLOURISH AND PROSPER. Realize that there is no more deadly way to get even with a suppressive or an antagonistic person or a downgrading society than by FLOURISHING AND PROSPERING.

SUMMARY

So there it is! The Mission Network's own and very special game for 1982/83.

Community clearing!

This is a game for both individual Mission and region.

You are quite capable of bringing it off.

Your wins are wins for the entire planet.

To the greatest Mission game ever!

Good luck!

Love,

RON

L. RON HUBBARD
FOUNDER

for and accepted by
SCIENTOLOGY MISSIONS
INTERNATIONAL



SMI:LRH:gg:dr
Copyright © 1982
by L. Ron Hubbard
ALL RIGHTS RESERVED

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 11 NOVEMBER 1969
Issue II

Remimeo
OES Hat
PES Hat
Franchise Hats
Franchise

PROMOTION AND MOTIVATION

Many promotional methods have been used in Franchise Centres. These would have to be studied in very successful franchises such as the old Las Vegas centre when it was under Kapulers. (His write up on this is available from Franchise WW. Applying the same principles the Kapulers' Franchise in Sparks, Nevada is currently booming.)

The heart of Franchise is the FSM programme wherein the Franchise has its own FSMs. (FSM = Field Staff Member.)

No Org or Franchise centre ever got anywhere with "covert selling" wherein they somehow pretend not to be Scientologists but to sell covertly. Also no Franchise ever got anywhere "not quite agreeing with Ron"—the public leaves them alone in droves as we know by numerous tests. Centres which "knock Ron" or the Sea Org or Scn orgs vanish after awhile because the public holds them in contempt.

There is no substitute for being an honest part of the team.

MONEY MOTIVATION

The weakest motivation is money. People and businesses that are motivated only by money are wobbly people.

A primary cause of Franchise failure is money motivation.

The scale of motivation from the highest to the lowest is

Duty — Highest
Personal Conviction
Personal Gain
Money — Lowest.

Money is important in the world. But it is the grease on the machinery, not the motors. In a society which has lost its patriotism and pride, money will be found as a primary motivation. True, one is in trouble without money and it is a crime in the eyes of the society to be without money. But one also needs dirt to grow things in and yet dirt cannot be said to be the primary motivation for living.

So money is a tool, a gas tank. It is a MEANS of getting something done. It is no valid end in itself.

Thus a Franchise motivated only by money will eventually fail. For it depends more on the good will and personal conviction of Scientologists and the public than it does on cash. Thus there will come about a ridge between a money motivated Franchise and a public motivated by personal conviction or even personal gain. The potential agreement between the centre and the public is therefore a disagreement. The Reality, the R, is out and so the ARC is out and so there is an interruption of flows.

A centre or an org must flow out service, help, wisdom, useful data. These strengthen personal conviction and result in personal gain for the public. Processing is a personal gain that leads to personal conviction. Money therefore flows back in AS A MEANS OF KEEPING THINGS GOING. As you will see on the above scale money is junior to personal conviction and personal gain and so is dominated by them or vanishes when personal conviction or personal gain are absent. Money flows poorly when motivated only by money. Look at bankers. Ever try to get a loan? And if you did, were you ever sorry you borrowed?

Health, ability, immortality on the first dynamic are personal gain, gains never before attainable. They are so rare they are almost beyond price.

On the 2nd, 3rd and 4th Dynamics, the social advantages of Dianetics and Scientology add up to personal conviction.

The public understands that an org or centre must have money to keep the wheels

going. They look on anyone using such wisdom and tech only for money with a kind of horror. They see it as an invalidation or a declaration that the material is worthless.

The public even understands an org or centre needing or having a lot of money only so long as money is used to improve the product, spread the word, provide facilities and support the people doing the work.

Such service as training, processing, publications, administration and management take an awful lot of money.

An expert survey once done at SH left the surveyors who had costed what was needed to deliver processing wondering how we ever did it.

A full psycho analysis covering five years cost a decade ago £9000! Yet we furnish *far* more and far more lasting a result for \$500. And all the processing we have to sell all the way costs far less than \$9000 much less pounds. It costs about \$75,000 to educate a psychiatrist who can obtain no good result. For \$500 or less we can train an HDC who can run rings around any commie psychiatrist on the planet. And all the training we can give wouldn't cost \$5000.

One of the reasons these services cost as little as they do is no org ever had to pay the research costs. I paid them. And a couple years ago I forgave 13½ million dollars owed me by orgs for real finance and service contributions. So whatever the enemy may say, the material was not developed only to make money. And so it can't be sold or managed only to make money. So it tends to make me and the public and almost all Scientologists a bit nauseated when we get a profit of BIG PROFITS to be made in Scientology.

One is usually paid less than he is worth, excepting of course politicians, bankers and thieves and con men. When people are paid more than they are worth they don't last long.

Therefore to obtain operating funds you have to give real service, real training, real wisdom. You have to lead the field toward personal gain like health and personal conviction, like a better society. If you lead very well and actually deliver you will be paid proportionately and will have security and longevity. You have to be interested in what the clientele is interested in, not only in their pocketbooks.

Psychiatry and psychoanalysis cannot survive except on government dole. As individual practitioners without grants, salaries and supports, they generally fall on their heads. The public won't support them since they represent no deliverable personal gain and certainly an adverse personal conviction. Thus their real income is as government hatchet men.

But a brief survey of psychiatric and psycho analytic students at a university showed they were motivated almost wholly by money.

There are many ways then that a franchise or an org can mis-promote. They are all contained in failures to serve and failures to enhance personal gain and personal conviction in the field and public or demonstrations that their money is not used to support the upper dynamic goals or support people who give service.

Franchises have a common fault of trying to run with too few people. With only 2, 3 or 4 people they can't really give full service. They are parasitic on the research, publication, PRO area control, ethics and activities of orgs to provide all their local services. So they appear to make more money per capita. Only by supporting and selecting to higher orgs do they contribute enough to justify their existence.

Org staff members, particularly those of the Sea Org, are motivated by duty as well as personal conviction. And they far and above do the best job. One of the infamous prophets of profit will never know how close he came to getting slaughtered in one org when he said to its staff, "Any auditor worth anything at all can make \$1,000 a week in the field." He never realized how he had his values crossed up—or how close he came to getting clobbered for his lying invalidation. We unfortunately have seen a half a dozen of these fellows in the last two decades. They are always totally puzzled as to why they get a cold shoulder from staff members. And these fellows, being only motivated by money and unable to get any higher, never have seen that they are talking to people whose motivations are far higher.

There is nothing wrong with having lots of money. There is everything wrong with having no money.

But to work only for money is the dreariest thing there is, very short term indeed.

Thus Franchise (and org) PRO is governed by providing real service leading to personal gain and personal conviction and visible evidence that all monies are used to provide those services, improve them, maintain them and support those who in turn serve. This happens to be the truth of it.

The public does not require us to be poor. In fact they require us to be solvent so that we endure. But they do require (and so do we) that the motivation is service, the improvement of service, the support of those who serve and a better world.

Thus, particularly if you care to read HCO Pol Ltr 11 Nov 69, we have SOLVENCY as a MUST in this society. But we also have MOTIVATION. One is paid FOR carrying out the general motivation of an activity. He can be paid very well for it indeed. But *only* if he carries out the real motivation.

Solvency for the sake of solvency cannot be achieved because one is not paid only because he is solvent. One is paid for strengthening and carrying out the *service* one is paid FOR.

If you are going to be paid as an org or franchise it will only be because you are strengthening and serving individual and social motivations, not because the org or franchise wants to be paid.

Some muddle headed misinterpretation of this is not only possible but probable. If money is a poor motivation then obviously, someone may say, one should reduce prices or never make any charge at all.

But THAT solution we find is so bad that people who do not contribute money and get free service do not in fact accept it and can't have it.

Further, the whole service would vanish and cease to exist and that TOTALLY violates motivation on all the dynamics.

No, the solution is to charge whatever the traffic will bear because one serves the motivations of personal gain and personal conviction. But in charging for it, DELIVER.

DELIVERY then is really more important than payment to the public.

Thus an org or franchise must deliver services that definitely serve personal gain and personal conviction. Wisdom, facts, auditing, training, leadership, worthwhile programmes and targets, smooth admin, good ethics, support for those who serve and facilities for service, *these* are the first consideration of an org or franchise and what is stressed in promotion and what is delivered in meetings, lectures, courses and auditing rooms. We CAN and do deliver these.

Given normal promotion of these services and good back up of the promotion, finance ceases to be a vital point. The org or franchise makes money, is solvent and well supported.

Give good promotion and service and your price list is taken for granted.

Direct positive corrective interest in all service flubs or failures is itself good promotion.

The high hysteria the wog world gives finance and solvency and the necessity to keep pace with it is an evil with which we live. Working ONLY to "make good" within that hysteria is an hysterical action.

We have and do achieve excellent financial stability due to the dedication of our accounts people and despite a very woggy wog world.

But we live to serve. And we do it well.

L. RON HUBBARD
Founder

SMI INT ED #376
ATTACHMENT

PLEASE FILL THIS IN AND RETURN IT TO SMI OFFICER
INTERNATIONAL

SMI OFFICER INTERNATIONAL <----- DATE _____

FROM: _____ (NAME)
_____ (POST)
_____ (MISSION)

1. Now that you have read SMI INT ED #376 how can you apply this to your post?

2. What actions can you take from your post to improve the production and expansion of your Mission?

3. How can you help in getting more public moved onto Major services in your Mission?

4. Is there any help that you need from SMI INT?

Give this form, once filled in, to your HCO SEC or place it in the nearest out basket.

Thank you very much.

THE BASIC PURPOSE OF MISSIONS

My personal message to Ron

Please print

Name: _____

Post: _____

Org: _____

L. Ron Hubbard

EXECUTIVE DIRECTIVE

LRH ED 95 INT

8 April 1970

To: WW and UK Executives
All Staffs

From: Ron

Subject: FLAG EXECUTIVE BRIEFING COURSE

Reference: LRH ED 10 UK 1 NY, "EXECUTIVE DIRECTOR APPOINTEES
IN TRAINING"

Flag is instituting a FLAG EXECUTIVE BRIEFING COURSE.

The course will be conducted on Flag.

The curriculum will consist of the technology of upper level executive management, using existing materials with a very high concentration on practical drills.

Payment for the course will be by note from the org benefiting, maturing in one year, easily handled by greatly increased stats.

ANYONE NOMINATED AS A FUTURE EXECUTIVE OF AN ORG WITH LONG RANGE STATUS WILL BE REQUIRED TO TAKE THIS COURSE.

This includes the persons nominated as UK Org Executive Directors.

There is no exact enrollment date. The course is individually taught.

The exact intention of the Flag Executive Briefing Course is to bring executive action up to the high level of precision now only attained in auditing.

Enrollees will not be subject to Sea Org discipline (which in any event is very mild today). They will wear their own clothes and have cabins.

The course duration will be about sixty days.

The course cost will be \$2000 (by 1 year note) and includes all living expenses.

Air transport 2 ways is at org expense.

Application can be made to Flag via any OTL. Address Course Registrar Division 2 Flag.

LRH:nt:bk



L. RON HUBBARD
FOUNDER

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 13 OCTOBER 1968RA
REVISED 21 APRIL 1980
RE-REVISED 18 OCTOBER 1986
REISSUED 15 OCTOBER 1987

Remimeo
Exam Hat
Qual
Tech
All
Auditors

(Also issued as HCOB 21 Apr 80R
Rev. 18.10.86, same title.)

(Only changes are format corrections
in the heading and signatory section.)

PC EXAMINER

(Cancels and replaces:

HCOB 21 Apr 80	EXAMINER
HCO PL 13 Oct 68	EXAMINER
HCO PL 13 Oct 68R Rev. 21.4.80	EXAMINER
HCO PL 11 Dec 68	ADDENDUM TO HCO PL 13 OCT 1968, EXAMINER
HCO PL 26 Jan 70 II	EXAMINER AND FLOATING NEEDLE
BPL 26 Jan 70 II	EXAMINER AND FLOATING NEEDLE
BPL 26 Jan 70R III Rev. 20.7.75)	EXAMINER AND FLOATING NEEDLE

(References:

HCO PL 5 Aug 65	RELEASE CHECK OUTS
HCO PL 11 Apr 70 II	REVIEW COMPLETE?
HCOB 11 Nov 73	PRECLEAR DECLARE? PROCEDURE
HCO PL 8 Sep 70RA Rev. 24.10.75	EXAMINER'S 24-HOUR RULE
HCO PL 13 Jan 71	EXAM 24-HOUR RULE, ADDITIONAL INFORMATION
HCO PL 8 Mar 71	EXAMINER'S FORM)

A metered examination is given to the preclear after each session or if the pc wants to make any statement concerning his case. Exams are also done after actions such as Word Clearing, Post Purpose Clearing, Crashing Mis-U Finding and False Data Stripping.

The whole duty of the Examiner is to note the TA and needle behavior of the pc.

This duty is done muzzled. No talk or chatter.

The pc comes in. The Examiner smiles, indicates for the pc to sit down.

The Examiner hands the pc the cans.

The Examiner notes the TA and the needle and looks up at the pc for his statement.

When the pc says what he wants to say, the Examiner says, "Thank you very much," and he indicates an F/N or floating TA if he sees one.

The Examiner then indicates with an arm gesture the way out.

This is the whole drill.

To do or say anything else can invalidate the pc and/or lose the F/N he or she got in session. You don't as an Examiner care about anything except TA, needle behavior, statement and pc indicators. The pc will tell you what he wants to. You don't have to ask for it.

If the pc makes some remark or asks a question directed at the Examiner, the Examiner can and should politely acknowledge the pc. (Example: Pc says, "How are you today?" and Examiner replies, "Fine, thank you.") But the Examiner does not originate any comm during an after-session exam.

The whole idea is that the Examiner must never invalidate or evaluate for the pc by word, attitude or expression.

ADMINISTRATION

Part of the Examiner's duty is to keep in accurate and useful admin on all examinations. An Examiner's log must be kept for each exam. It is not necessary to copy the exam report. It is necessary to note who, what for, when, meter phenomena and where sent.

The Examiner is to inform the Qual Sec and Snr C/S of all non-F/N exams and sickness reports.

Also, the Examiner must originate an out-tech report, with a copy to the Qual Sec, on each after-session exam where there is no F/N, VGIs.

L. RON HUBBARD
Founder

Revision assisted by
LRH Technical Research
and Compilations

Adopted as official
Church policy by
CHURCH OF SCIENTOLOGY
INTERNATIONAL

LRH:CSI:RTRC:jk.pl.ja

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 10 NOVEMBER 1978RA

Remimeo
C/Ses
Auditors
Tech/Qual
Sec Checkers
HCO
HSSC
Checksheet
MAAs/EOs

ISSUE I
REVISED 3 DECEMBER 1978
RE-REVISED 26 JULY 1986
REISSUED 1 OCTOBER 1987

(Only changes are format
corrections in the heading
and signatory section.)

(Also issued as an HCO Bulletin
under same date and title.)

PROCLAMATION

POWER TO FORGIVE

(References:

HCO PL 10 Nov 78 II "POWER TO FORGIVE" CERTIFICATE
HCOB 23 Jul 80R CONFESSIONAL REPAIR LIST —
Rev. 26.7.86 LCRE)

A Scientology minister who has been duly trained and certified in the Confessional procedure of the Church of Scientology, also called Sec Checking procedure, and is in good standing with the Church with his certificates in force is invested with the power to forgive the admitted sins of an individual to whom he has administered a Confessional.

Confessionals have been part and parcel of religion nearly as long as religion has existed.

It has been broadly recognized down through the ages that only when a person has owned up to his sins can he experience relief from the burden of guilt he carries because of them.

In Scientology we have had, since the early years, procedures whereby an individual is able to confess his withholds and the overt acts underlying them. We have long known that confessing one's overt acts is the first step toward taking responsibility for them and seeking to make things right again.

The acknowledgement that follows each confession in Scientology procedure is an assurance to the person that his confession has been heard.

Such assurance helps him to end cycle on the bad things he has done and unsticks him from a preoccupation with his guilt over them to where he can then put his attention on constructive activities.

That is the purpose of any Confessional.

There is another element that further helps the individual to accomplish this, and that is forgiveness.

Thus, at the end of a Confessional, when it has been fully completed, the Scientology auditor who has administered the Confessional must inform the person that he is forgiven for the sins he has just confessed and that he is cleared of these sins and free of them.

The statement that is used is:

"By the power invested in me, any overts and withholds you have fully and truthfully told me are forgiven by Scientologists."

REPAIR

If the pc can't accept the forgiveness or feels bad, then either something has been missed and the auditor has not gotten all, or there have been other errors in the Confessional, such as withholds gotten off more than once, false reads, out-TRs, invalidation, evaluation, etc.

The handling for this is to immediately repair the Confessional using the Confessional Repair List (LCRE). If the auditor is not qualified to assess and handle the LCRE, the session should be ended off and the pc's folder with full data sent to the C/S.

A special certificate is to be issued to each Scientology minister who has been trained and certified to administer Confessionals on the Level II Course, the Hubbard Senior Sec Checker Course or the Saint Hill Special Briefing Course and who is in good standing with the Church with his certificates in force, investing him with the power to forgive the sins confessed to him by an individual in a Confessional session.

Any auditor who is trained to deliver the Ethics Repair List has priority in the issuance of such certificates.

L. RON HUBBARD
Founder

Revision assisted by
LRH Technical Research
and Compilations

Adopted as official
Church policy by
CHURCH OF SCIENTOLOGY
INTERNATIONAL

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 14 OCTOBER 1987

Remimeo

(Originally issued as an HCOB on 29 August
1957 and as Sec ED 168 on 30 March 1959.
Issued as an HCO PL on 14 October 1987.)

GOVERNMENT PROJECT STABLE DATA

To any government official or on any government project
the HASI stable data for negotiation and discourse are as
follows:

WE ARE THE EXPERTS ON HUMAN ABILITY AND ENDURANCE. WE
OFFER ONLY SERVICES. WE DISCUSS ONLY RESULTS, THE NEED OF
RESULTS, THE CONSEQUENCES OF NO RESULTS, THE SINCERITY OF
THE ORGANIZATION AND ALL CONCERNED IN OBTAINING RESULTS, AND
INTERESTING RESULTS.

REASON: You cannot communicate in 25 minutes something
which took 25 years to develop. Scientology really takes
some time to learn. To try to teach someone Scientology at
a luncheon table or in an office is difficult, since prejudice
and mental illiteracy are barriers. To talk about Scientology,
however, using the above stable data, is easy.

We know already that in a discussion with uninformed
persons, these attempt to learn all about Scientology in 25
minutes. To stop all further learning by them, try at once
and instantly to fully educate them. To lead them to further
learning, read again the stable data given above.

The importance of these data will be realized when they
will be published to all personnel on a project as a must.

L. RON HUBBARD
Founder

Adopted as official
Church policy by
CHURCH OF SCIENTOLOGY
INTERNATIONAL

LRH:CSI:rs.jh.jk.ja

SEA ORGANIZATION

ORG FLAG OFFICER BULLETIN NO. 8

INFLATION AND DELIVERY

It is totally understood that inflation tends to fix attention on money. Inflation gets that way because others didn't deliver. Inflation dries up money supply and all goods. Non-delivery in an org does exactly the same thing. Because they don't deliver, GI falters, the org gets frantic about GI, staffs even neglect delivery by moonlighting to get money. But they could get paid IF THEY DELIVERED. The less a society delivers, the more frantic it gets about money. The more frantic it gets about money the less it delivers. The less it delivers the less money it can make. The answer is to violently reverse this whole scene. Simply deliver on every post and deliver as an org.

THE DEMAND FOR ORG SERVICES IS FAR GREATER THAN SUPPLY. IF YOU DELIVER.

L. RON HUBBARD
Founder

LRH:nt.dj

SECRETARIAL EXECUTIVE DIRECTOR

No. 28, 1965

May 7, 1965

International

Registrars, Ds of P, Ds of T

NON CONSECUTIVE SCHEDULING

It is forbidden for any Registrar, D of P or HGC or D. of T or Academy to part-time schedule any student or preclear.

Auckland, London and possibly Sydney have invented a part-time course student. This is a new one and very very very forbidden.

Under new courses any variation from consecutive scheduling will prove very enturbulating to a course or HGC.

A pc who buys 25 hours gets them in ONE week.

A student who buys a course takes it on consecutive course days, not Tuesday and August maybe for a day. If he leaves a course he is supposed to complete in a couple weeks, he's gone and must pay newly to resume.

If a pc buys something he gets consecutive delivery and no matter where or what. If he buys 12½ hours, it's 12½ hours in two and a half consecutive days or one weekend.

x If he buys a course he gets the course on consecutive days. He can buy two courses and take them in separate periods or two intensives and get them in different weeks but a course or an intensive is consecutive.

Any Registrar found advising any applicant for training or processing to take it in broken lots for one intensive or one course or signing any student or pc up with unusual scheduling must be reported to me at once.

No org can function with policy out on scheduling. For if such broken scheduling is permitted the units go down, costs for service go up and the org is imperilled.

The practice of breaking up a course into now and then xxx attendance or breaking up an intensive into bits splinters your production and brings the cost above its paid price. Further it makes you look very very sloppy. And in intensives it is certain to deny the pc his gains.

L. RON HUBBARD

[Handwritten signature]

SEA ORGANIZATION

BASE ORDER 42

15 June 1970

Reissued
22 December 1981

BASIC SO DUTIES

The Situation given in LRH ED 104 INT and following EDs and PLs wherein Scientology was found to have been shortened and suppressed out of full use in orgs gives us a view of what the SO has been engaged in for years.

If you look over the points of high success on the SO time track you will find that the concentration has been on the preservation and betterment of Tech application.

HCO PL of February 7, 1965 KEEPING SCIENTOLOGY WORKING admonished against losing the tech.

In the next five years, without me in orgs, SH and other Scientology orgs shortened, abbreviated and pushed Tech into a period of partial use which caused decline, financial upsets, staff hardships and case abuse for thousands. The financial loss, just as a measure, was probably many millions.

During this period I was working on upper levels. In 1969 I refined standardized and released Dianetics again. In 1970 it was found that all lower grades, 0 to V had been completely sold out and downgraded by the Scientology Orgs.

Specializing in upper levels the SO orgs during that period retained and applied upper level tech with dedication. Their work was made immeasurably harder by the discontinuing of lower grades in Class IV and V orgs.

Reports of a falsely reassuring nature lulled even me into believing lower grades were still being delivered effectively and rapidly.

This was not the case. I became suspicious and concluded an International Survey of the Scientology Org network.

In May 1970 this survey disclosed that the tech had ceased to be given full use. Preclears were evaluated for, multiple declare lower grades were being "done" in 2½ minutes! And the pc was evaluated for (that he had made it) and brushed off.

At Saint Hill, beginning soon after I left it, SPs began to tell students that the SHSBC material was "old," "not used now," "background data." Academies had been driven out of existence leaving heavy auditor shortages.

Since it was hard to credit such things it took nearly two years to get down to WHAT was out. 1968 efforts to re-standardize tech were largely unavailing because under it a huge unseen outness existed. Lower Grades were not being made—yet all the while there was org assurance that they were. During this period I had little to do with Lower Grade auditing. When I next viewed (May '70) the abuses that had crept in I was shocked.

The SO campaign to establish my re-issue of Dianetics in 1969 was all that saved the day! It was actually done without any realization that we had been sold out and that the Scientology Org network no longer put in lower grades!

Regardless of the responsibility for all this, how false assurances kept one unalert, how it was too incredible to be viewed, it points up that since its beginning the basic Sea Org duty has been to keep Dianetics and Scientology working.

Dianetics was put in and made to work by SO Missionaires.

The degrade of Scientology was discovered through SO missions and staff reports.

During this period SO orgs kept on handling that tech (Advanced Courses) for which they were responsible well and honestly.

Some of the Class VIII actions were unfortunate but the whole VIII action was an effort to recover something we felt was missing. And we repaired the outnesses as soon as they were found.

The advances I made in communicating tech were done while backed up by the Sea Org. The data given in trust to Scientology orgs was betrayed and it was only because the Sea Org existed that it could be brought back up.

Therefore it is obvious that a strong well-organized group is vital to keep tech from being swamped on this planet and to keep it working.

Thus it is plain that the Sea Org has as its primary duty, the preservation and continued proper full use of technology.

The Ethics functions of the Sea Org are primary because they keep tech in and properly used.

This gives us a new closer orientation as to the duties and responsibility of the Sea Org.

If this planet will ever make it it will be because of Scientology and Scientologists and the Sea Org Keeping Scientology pure, in proper use and being used.

HCO PL Feb 7, 1965 KEEPING SCIENTOLOGY WORKING will only stay in effect if the Sea Org keeps it in effect.

In 1950 I moved into administration and orgs just because tech was being misused and corrupted. This then was the one action—safeguard of tech and keeping it in proper use and use in orgs where I was having to take over and work hard.

In 1970 scene confirms this once again.

So the part of my hat where I really need help is keeping Dianetics and Scientology straight and in proper and extensive use and prevent its misuse.

I know I have the help of the Sea Org in performing that duty. I need it.

L. RON HUBBARD
COMMODORE

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 19 MARCH 1980
ISSUE III

Remimeo
All Staff

(Cancels all previous
Proportionate Pay Plans.)
(Revisions not in Script)

PROPORTIONATE PAY PLAN FOR THE 80s

This is the new Proportionate Pay Plan for all Class IV
Scientology Orgs.

To make this system very clear and easy to understand, the
following definitions need to be understood.

1. Proportion: (Noun) "relation in magnitude, size,
number, amount or degree of one thing compared to
another."
2. Proportional: (Adjective) "in the proper propor-
tion, corresponding."
3. Proportionate: (Adjective) "in the proper propor-
tion, proportional."
4. Units: (Noun) "a standard quantity or amount, used
as a basis for measuring."

With these definitions understood, we can go onto the basics of
the system.

BASICS - POST UNITS

The primary basis of pay in terms of units shall be by post.

- | | |
|---|-----------|
| 1. Executive Director/Commanding Officer,
Assistant Guardian, Finance Banking Officer,
Flag Representative, LRH Communicator,
Assistant Guardian Finance. | 200 Units |
| 2. Executive Secretaries, Network Branch Heads,
Deputy Executive Directors (D/EDs), Deputy
Deputy Executive Directors (DD/EDs), Execu-
tive Establishment Officer, Org Officer for
posts above and including Section Two. | 175 Units |
| 3. Divisional Secretaries, Divisional Org
Officers, Divisional Establishment Officers,
Senior Case Supervisors. | 155 Units |
| 4. Departmental Directors, Departmental Estab-
lishment Officers, Estates Manager, Deputies
to Divisional Directors. | 140 Units |
| 5. Section Heads, Deputies to Departmental
Directors. | 125 Units |
| 6. Unit Heads, Lead Auditors. | 110 Units |
| 7. Permanent Staff Members. | 100 Units |
| 8. HCO Expeditors (any staff member prior to .
attaining Staff Status Two). | 60 Units |

All Technical and Qualifications personnel receive five
units in addition to their post units for being in Tech and Qual.

Communicators receive units three sections lower (per the
above scale) than their senior, e.g. an ED's Communicator would
receive 140 post units.

A staff member receives post units for one post only - the most senior post held.

HCO Expeditors may receive only expeditor units (60) and no bonuses until Staff Status II is attained.

Persons on full time study receive units equivalent to Permanent Staff - 100 units only. Once back on post they receive the units of that post, etc.

SERVICE UNITS

Continuous service - this is consecutive service over a period of time in any Scientology Official organization - City Office, Org (Day or Fdn), etc. In other words, if a staff member transfers to another org, his service time in the previous org does count.

The staff member receives 1 unit per year of consecutive contracted service. A staff member ending his contract and going off staff for a period of time to later return to staff and a new contract would start newly on his Service Units.

PART TIME STAFF

Part time staff are paid on the basis of 1½ units per hour, or 2 units per hour for Tech and Qual personnel. No bonuses are paid. Part time staff are not eligible for training or auditing at the org's expense. Orgs should not be heavily staffed with part time staff.

COMBINED ORGS

Where an org is not split into separate Day and Foundation orgs and where the staff work a full day, evening and weekend schedule, the following must be adhered to: A staff member will be paid only by one org (Day or Foundation) as a full time staff member and will receive all units for this. On the other org (Day or Foundation) the staff member is considered part time and is paid the units a part time staff member is entitled to. (1½ units or 2 units per hour if Tech or Qual.) This is due to the fact that a staff member must receive 2½ hours enhancement time daily, off production time. If a staff member works full Day and Foundation hours, he is unable to get a full 2½ hours study.

"Day" hours are defined as week days Monday through Friday approximately 9:00 AM to 6:00 PM. "Foundation" hours are defined as week nights approximately 6:00 PM to 10:00 PM Monday - Friday and 9:00 AM to 6:00 PM Saturday and Sunday. Reference: HCO PL 12 June 65 THE FOUNDATION.

No Day org personnel, Exec or otherwise, may be paid as Foundation, who are doing their Day work during these hours. To be paid on the Foundation, the staff member must work on Foundation duties exclusively. This includes Exec Secs and all Network staff.

Scientology executives do not receive overtime pay for extra hours worked on their posts, as they are paid for being responsible for the duties of the post, which includes management of work loads and management of posts and lines under them. Any Exec having to work overtime for many hours routinely should analyze his lines for Dev-T or off-line work. When one has to work late and long, it means that the lines at that point are jamming or that the work is being handled inefficiently and ineffectively. This should serve as an indicator for investigation.

TRAINING UNITS

In addition to post units and service units, units are also awarded for Scientology Technical and Administrative training, as this training makes experienced and able staff members.

TECH TRAINING

Hubbard New Era Dianetics Auditor	2
Old HSDC, if was fully interned	1
Class O, I, II, III, IV (each level)	2
Class VI	6
Class VIII	10
Class IX	10
C/S Courses (each level)	2
Hubbard Professional Course Supervisor Course	4

The above units are cumulative. Certificates must be fully in force for these units to be added.

ADMIN TRAINING

Fully A-I hatted for the most senior post held	2
Org Executive Course (OEC) Volume for the Division one is in	4
Elementary DSEC	5
Full (OEC) Org Executive Course, Volumes 0 - VII plus Management Series	8
FEBC (Flag Executive Briefing Course)	10
DSEC (Data Series Evaluators Course)	10

LEAVES AND VACATION PAY

A staff member is eligible for a two week vacation, with pay, after he or she has worked one full (continuous) year on staff. This is nonaccumulative (i.e. a staff member may not skip vacation one year and be granted 4 weeks vacation the next year). A staff member can split up the vacation within that one year - one week taken separately from the other, but may not be split further than one week at a time.

A staff member may be granted an advance against his vacation pay JUST PRIOR TO HIS LEAVING FOR HIS VACATION AND AT NO OTHER TIME. Such an advance is based on the unit value of the last week before his vacation and is to be adjusted up or down according to the unit value of the following one or two weeks. Such adjustments are to be immediate and not long and drawn out. This advance is limited to Salary Sum units, as no bonuses are paid while the staff member is on vacation. He may not otherwise draw against vacation pay.

MOONLIGHTING

Moonlighting - "staff members of an org who also have other jobs outside the org are said to be moonlighting". (ADMIN DICTIONARY)

Staff who moonlight are paid one quarter less basic units. No bonus units are paid. This does not include those staff moonlighting at bookselling.

INFLATED UNITS

Inflated - "abnormally or unjustifiably increased." (World Book Dictionary)

It is forbidden to give inflated units to one C/S, Exec, Auditor or give high fixed pay which wipes out the salary sum. There are no bonuses for specially hired personnel.

CONDITION UNITS

Under this new Proportionate Pay Plan, upstats are rewarded and downstats are penalized in both the Salary Sum and the Bonus Sums (which are covered later in this PL). In the Salary Sum, this reward/penalty takes the form of an increase in units if a staff member is upstat, and a decrease if he is downstat.

CONDITION BY STATS:

AFFLUENCE: 15% of total basic units equals Condition units.

POWER: 25% of the total basic units equals Condition units.

(Note: By basic units is meant units for the post, service units and training units.)

EXAMPLE: Staff member - Dir Comm - Full Hat, OEC Vol I, one year service, Condition Affluence:

Post unit	140
Full Hat	2
OEC Vol I	4
1 year service	1
	<u>147</u>

Condition Affluence equals 15% of the total basic units (15% x 147) equals 22.05 Condition units. This is then added to the basic units (147 + 22) to give Total Salary units of 169.

PENALTIES:

For conditions below Normal Operation, the following applies:

EMERGENCY	- Loss of 10% basic units
DANGER	- Loss of 15% basic units
NON-EXISTENCE	- Loss of 25% basic units
LIABILITY	- Loss of 35% basic units
DOUBT	- No Pay
ENEMY	- No Pay
TREASON	- No Pay
CONFUSION	- No Pay

SPECIAL BONUS SUMS

There are now four SPECIAL STAFF BONUSES available to upstat staff when the org is producing its products in increasing quantity. These bonuses are specific percents of the Working CGI and VSD as designated for different orgs and areas by SO EDs from the Board of Directors, and their payment is explained here.

REGISTRARS: A percent of the Working Corrected Gross Income is paid to org Reges if the org's Gross Income is up for the week and up on three-week trend. The individual bonus is based on units as follows:

1 unit for each 100 dollars regged (or the equivalent in non-US currency).

1 unit for each paid start.

A Reg of course must be in Normal or above for the week in order to be eligible for a portion of this bonus sum. If he is not, his share goes to Org Reserves. This bonus is quite in addition to his unit share of the Salary Sum.

EXEC: A percent of the Working CGI is divided up among all org Execs from Div Head up if the VSD is up for the week and up on six week trend, providing they have the following posts filled: ED, HES, OES, LRH Comm, Flag Rep, FBO and all Div Heads. If any of these posts are not filled, then that missing post or posts' portion of the bonus sum would be minused from the overall sum and sent to Org Reserves as sums unearned by the Execs. Also, if there are less than 4 single hatted and producing Reges in the org, this Exec bonus sum is cut in half, the unearned half also going to Org Reserves.

An Exec cannot receive a reg bonus as the Exec is responsible to ensure there are Reges on post and his bonus will greatly increase as a result of posting, hatting, training and having producing org reges.

A Div Head may only receive a bonus as an Exec or a Reg - he cannot claim bonuses from both the Reg and Exec bonus sums.

This bonus is also paid on the basis of units, but the units used are the same units by which the Exec is paid his portion of the Salary Sum. Exact handling of these units is covered later in this PL.

TECH/QUAL: A percent of the VSD is paid to Tech and Qual delivery personnel plus the D of P and D of T, if the VSD is up for the week and up on three-week trend. Basic Course Supervisors are also eligible. This bonus is paid to those staff who are in Normal or above for the week, on the basis of production units as follows:

AUDITORS:

For each Well Done Auditing Hour	.5 units (one-half unit) but only if 25 WD hours are done in the chair. There are no bonuses if 25 hours are not done. If 25 hours in the chair are done, the auditor can count up to 10% admin time.
----------------------------------	--

CASE SUPERVISORS:

For each WDAH C/Sed	.25 units (one-quarter unit) (does not count Purif RD WDAHs which are covered by a separate issue)
---------------------	---

INTERN/COURSE SUPERVISORS:

For each Student completion	5 units
-----------------------------	---------

BASIC COURSE SUPERVISORS:

For each Student completion	1 unit provided the person re-signs for another org service.
-----------------------------	---

D OF T:

For each major course completion	2.5 units
----------------------------------	-----------

D OF P:

For each paid completion of a major action	2 units (does not count Purification RD or staff completions)
--	--

CRAMMING OFFICER:

For each Cramming action DONE.	.5 units (one-half unit) these are fully handled cramming orders, and the bonus is not payable for crams on the same person for the same subject of an earlier cram. Minus 1 unit for any cramming action that has to be redone.
--------------------------------	---

FESers:

2.5 units

this must be a complete, VWD FES that results in data to handle the case. No bonus if not useful to the C/S.

The units of all personnel ordinarily paid from this sum are totalled weekly, and then divided into the bonus sum to obtain the Tech bonus sum unit value. This is then multiplied by the individual's units to obtain the individual's bonus. The portions of those who are below Normal are then sent to Org Reserves.

STAFF BONUS SUM: A percent of the Working CGI is now available to those staff who do not receive a portion of the Reg or Tech/Qual bonus sums. Execs, who receive a portion of the Exec Bonus sum, are ALSO eligible for a portion of this Staff Bonus. This bonus is available when the org's VSD is up for the week and up on a three week trend, and is only paid to those staff in Normal or above by post statistic for the week.

This Bonus is divided up on the basis of the same units used to apportion the Salary Sum, but, unlike the Exec, Reg and Tech/Qual bonus sums, the portions not earned by those below Normal do not go to Org Reserves, but remain in the Staff Bonus sum to raise the bonuses of those who ARE upstat.

The regular Salary Sum unit amounts of those in Normal or above are totalled and then divided into the Staff Bonus sum to provide the Bonus unit value, which is then multiplied by the individual's units to give the individual bonus.

All four of the above Bonus Sums are entirely in addition to the Staff Salary sum and are paid when the GI and VSD requirements are met, whether the org is under Dictatorship or not. Only the Exec Bonus sum is subject to being cut under a Dictatorship, this being at the discretion of the Dictator.

REPORTING STATS

As can be seen from the above explanations, it is necessary for Treasury to be informed of every staff member's condition each week shortly after weekending.

Reg and Tech staff must turn in their production units data (per the above sections on Reg and Tech bonuses) to Treasury each week that the bonuses are payable, regardless of whether or not they are upstat for the week, as to not do so would delay or prevent the payment of bonuses to those Reg and Tech staff who ARE upstat for the week.

Department 3 can provide the names of those Staff in Normal or above for the week, and assist Treasury in obtaining conditions/stats data when these are not reported in time.

PAYROLL SHEET

As mentioned earlier, both the Salary Sum and the Bonus sum are paid on the basis of units. The Salary Sum is simply handled by totalling all the individual units of the staff, dividing this figure into the Salary Sum which results in the UNIT VALUE. This UNIT VALUE is then multiplied by the individual's units to get the individual's PAY.

Each of the Bonus Sums is handled in the same way, totalling the units of all staff in the bonus category (except with the Staff Bonus Sum, where you total the units only of those in Normal or above) and dividing this figure into the Bonus Sum obtaining

the Bonus UNIT VALUE. The Bonus UNIT VALUE is then multiplied by the individual's units to obtain the individual's BONUS.

The attached Payroll Sheet is the form which summarizes these pay and bonus calculations and is to be filled out by Treasury weekly and posted conspicuously on the Staff Notice Board beside the ORG ALOT FORM (as explained in Finance Series 19R FBO AND TREASURY WEEKLY REPORTS).

All staff can and should view this and keep themselves well informed as to the pay and bonuses earned for the week, and know what must be done to increase them.

Copies of the Payroll Sheet are to be sent to CS-3 and Flag Data Files each week without fail. This Payroll Sheet becomes, with this issue, a standard TREASURY WEEKLY REPORT.

EXAMPLE

Attachment 1 is an example of a Payroll Sheet for a Class IV Org of about 45-50 staff and the pay and bonuses earned on a week when the VSD and CGI were both \$15,000.

The explanations earlier in the text governing the payment of Salary and Bonuses should be consulted while viewing this example to see how they have been applied.

SUMMARY

The intention of the system outlined here is to reward assuming greater responsibility, increasing one's worth to the group with more training and hatting, and the upstat performance of post duties resulting in increasing income and delivery for one's org.

With each staff member doing this, this system indeed helps all of us to flourish and prosper through the 1980s.

THE BOARDS OF DIRECTORS
of the
CHURCHES OF SCIENTOLOGY

BDCS:dr
Copyright © 1980
by L. Ron Hubbard
ALL RIGHTS RESERVED

This is Reproduced and issued to you by
The Publications Organization, U. S.

R Advice on "Hard Sell" from the "Million Dollar MO's" by LRH.

"If the Captain does not know that Advance Courses are the most valuable service on the planet, he will not be able to understand HARD SELL. Therefore he must realize: that life insurance, houses, cars, stocks, bonds, college savings, are all transitory, and impermanent, and based on things not surviving, or on things that are in fact being destroyed.

"Advance Courses rehabilitate the thetan to his OT abilities and last forever and give immortality.

"Hard Sell" is based on knowing and promoting in this line (TRUTH!) and not being reasonable about people who want "other things" or "other practices." There is nothing to compare to Advance Courses. They are infinitely valuable and transcend time itself."

L. Ron Hubbard
Founder

SECRETARIAL TO THE EXECUTIVE DIRECTOR
Founding Church, Washington, DC

No. 211

29 April 1959

REGISTRAR - DIR PROCESSING
THE MOST FREQUENTLY LOST LINE

THIS SEC E.D. IS DISTRIBUTED ONLY TO IMMEDIATE REGISTRAR AND THE DIRECTOR OF PROCESSING.

The most frequently lost PC line is Registrar to D of P in signing up preclears.

This line requires continuous supervision. It is jarred loose by being subjected to the randomness of pcs.

1. Registrar signs pc up for whatever pc wants. The sign-up is made "contingent upon acceptance" by the Technical Division (HGC).

2. The pc then, with a routing slip he or she carries, goes up to the D of P or a deputy in D of P's absence.

3. The D of P (who most frequently flubs this duty) is supposed to:

(a) Interview the case (not the person).

(b) State that the sign-up is not for enough time to do pc any good (if the sign-up is for 10 hrs or 1 week), and simply tell the pc that he must have 2 weeks or 3 weeks or 5 weeks.

(c) Writes fact on routing slip.

(d) Sends pc back to Registrar.

4. PC goes to Registrar.

5. Registrar says (if time has been upgraded), So sorry but can't argue with Technical Division. Sign up here for increased hours. Yes, you can take the increased hours later but you must sign up for them and pay something on them or no show.

6. PC goes to Testing and into the HGC.

AT END OF PROCESSING FOR PC:

1. D of P interviews, explains graph to pc.

2. Sends pc back to Registrar whether there is reason for it or not.

3. Registrar tries to sign pc up for more auditing.

What you must realize about this is that:

(a) The Registrar can't press too hard on original sign-up, and Technical Division can press hard.

(b) Registrar stays pc's friend.

(c) If you don't do this you'll be giving out free weeks all the time.

(d) No pc to date that I know about has ever failed to sign up for the increased amount.

(e) Units stay low unless this line is running right.

SEC ED FC WASHINGTON
No. 211

- 2 -

I have to put this line back together about 6 times a year in DC and London.

It works. You should try it.

L. RON HUBBARD
EXECUTIVE DIRECTOR

LRH:coes:iw

Printed in USA
by
Continental Minco #US

(Converted from London Sec ED #186A)

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 10 JULY 1979
ISSUE II

Remimeo

CANCELLED 12 JULY 1983

SALES SYSTEM FOR PUBS ORGS

CANCELLED

(REF: HCO PL 10 July 79R Iss I
PUBLICATIONS ORGANIZATIONS ARE
SALES ORGANIZATIONS)

HCO PL 10 July 1979 Issue II SALES SYSTEM FOR PUBS ORGS is hereby cancelled. This PL was validly an "Assisted by PL" but due to changes in Pubs Orgs operations since 1979 the PL is no longer applicable.

The changes which have occurred since 1979 which eliminate the need for such a PL are: 1) The Deputy FBO for Marketing of Org Resources for Exchange post has come into existence and has taken the place of what was the Org Pubs Officer with duties expanded to include responsibility for Bookstore assets as well as all aspects of dissemination. The D/FBO M.O.R.E. is part of the Finance Network. 2) Org Book Account check-books are now under the authority of the D/FBO M.O.R.E. Network thus ensuring that restocking will occur in org Bookstores bypassing any possible local arbitraries.

Cancellation of this PL in no way cancels requirements for minimum bookstocks, sending copies of Bookstore inventories to Pubs Orgs and the responsibility of the Pubs Orgs to see that orgs move their stocks into public hands and restock, these points being well covered by others issues.

L. RON HUBBARD
FOUNDER

Assisted by
Book Issues Mission

for the
CHURCH OF SCIENTOLOGY
INTERNATIONAL

CSI:LRH:BIM:iw
Copyright © 1983
by the Church of Scientology
International
ALL RIGHTS RESERVED

STAYING IN CONTROL

by L. Ron Hubbard

When you are out talking overtly about Scientology, you will inevitably meet some people whose entire purpose is to make you be *covert* in your communication.

They'll say, "Ah well, are you sure that's true?" or "How do you know that?" or "Actually, well, I've heard of that cult," throwing it off the line somehow or another, in order to drive you down and get you to soft-pedal¹ or tone down² what you were saying. The people who are doing this, in one way or another, simply cannot tolerate motion, and you're in motion and communicating. In general, they don't like this. It wouldn't matter what you were talking about.

If you were trying to communicate to them directly on a basis where they had very low agreement, you would be having a hard time too.

They will justify their objection to your communicating by objecting to what you're talking about. If you have bird-dogged³ what you're talking about as the real objection (and you think that is a justified objection), after a while you will get very covert in your communication line. You should just recognize that people object to you talking. I don't care whether you talk mellifluously,⁴ ingratiatingly,⁵ overtly or roar like a bull; it doesn't matter, they're going to object one way or the other to the fact that you're communicating, and the worse off they are, the more terrifically covert they will be about this. They will be very

covert—they'll really worm around the corners on it.

Recognize this about people who are objecting to you talking: When you're having any kind of a mess-up in trying to talk with somebody, the basic objection is the fact that you're talking. It's not true that everybody objects to your talking (don't let me give you that impression), but in this specialized case, where you're getting any kind of an objection—no matter how covert—the main objection is the fact that you're talking.

The way to overcome that objection is to simply drive it into apathy by talking more overtly, and more. Don't try to modify yourself for an agreement. You're sitting in the living room, and there are some friends around, and they have a guest. This guest says, "Well, isn't that a cult?" or something of this sort, after he's heard you're a Scientologist. Bird-dog him right there. His main objection is the fact that you're talking.

He probably considers himself attacked as an authority. After you go along a little further, you'll find out maybe he's a medical doctor or a psychologist. Perhaps he has some vested interest, or he minored

¹ *soft-pedal*: to play down; give little attention to, make less noticeable, etc.

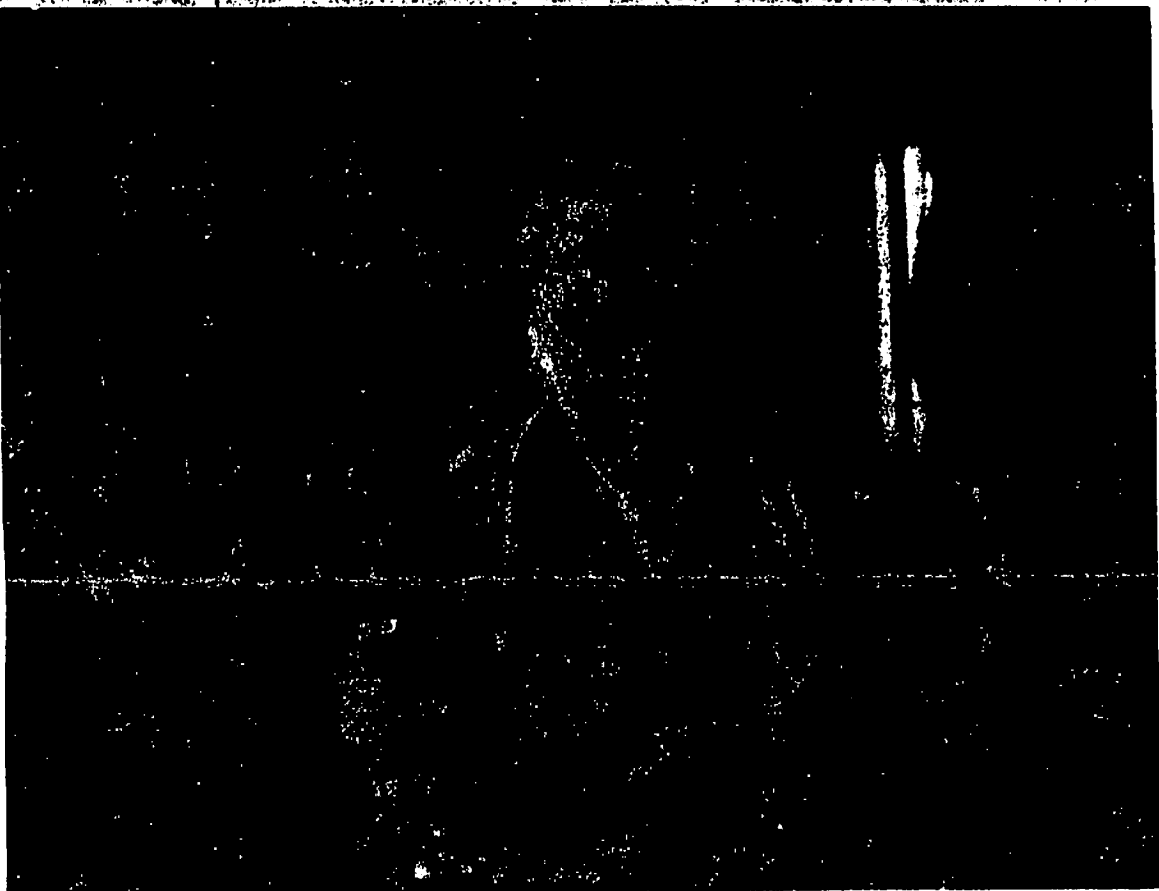
² *tone down*: to make (something written or said) less strong, less forceful or less harsh. The term *tone down* has no similarity to *tone level* or *Tone Scale*. *Tone down* does not mean down tone or down the Tone Scale or at a lower tone level. *Tone down* means simply to make less strong, less forceful or less harsh.

³ *bird-dog*: to search out diligently or pursue doggedly.

⁴ *mellifluously*: sweetly and smoothly.

⁵ *ingratiatingly*: so as to get oneself into favor; to gain grace or favor with; to render oneself agreeable to.

in psy
where
a nast
intere
prope
the su
some
intere
only s
about
look a
out as
havin
him t
becau
talkin
that's
He
about
codes
talkin
reaso
gener
about
objec



in psychology in the barber college (that's where they teach that now), and he makes a nasty crack; he'll pretend some vested interest in what you're talking about. A proper reaction on your part is to just shift the subject entirely, skip it and talk about something that the rest are talking about or interested in and just shut up at that point, only shut up loudly. There are no halves about this; just shut up loudly. You just look at them with a little surprise, and look out and say, "It's nice weather we're having," or get off to some banality.⁶ Cut him to pieces and ignore him afterwards, because his main objection is to you talking. It didn't matter what you said; that's why he raised an objection.

He can't raise objections to you talking about things that are along certain social codes, because nobody objects to people talking about these certain things. The reason he can't object to you talking in general is because you generally would talk about things that are not socially objectionable. We have a social code that

says it is permissible to discuss the weather, roads, automobile accidents, Aunt Agatha's operation, business conditions in general—whatever is in the news at the moment. You're not supposed to interrupt people when they're talking about those things. That's socially acceptable, so nobody dares object to those. But you get off the subject a little bit—for example, if you were to start talking about a Lama⁷—you'll find all of a sudden people now have the right to object because you're off the subject of their acceptance.

Cut him to pieces by a loud silence, and shift the conversation the other way. There's no halfway point; you don't diddle along saying, "Well I don't know, a lot of people say it is a cult, but you know, between ourselves, really there are a lot of sincere people mixed up in this; I know there are a lot of . . ." You don't do that—that's what he hopes you'll do.

⁶ *banality*: a statement or action which is dull or stale because of overuse.

⁷ *Lama*: the title given to certain Buddhist priests of Mongolia and Tibet.

If you cut this guy dead (and this isn't just in the interest of being nasty), you leave a sudden vacuum. It is now up to him to try to lead into a subject which he knows nothing about, and he can get into the most dreadful morass⁶ you have ever heard of. You have just left a vacuum, and haven't given him a proper answer; you've left a communication line unfinished. This vacuum has been mocked up and he falls right into it. He'll have to talk about it; he has no other choice, and you can go on ignoring him. The longer you ignore him, the more upset he will be about the whole subject. But he will finally have to go out and buy a book to find out all about this subject so that he can do something to you about it.

Or you just cut him to pieces. You say, "Scientology is an applied religious philosophy. It is the study of the human spirit in its relationship to the physical universe and other life and it does a lot of things for a lot of people." Start explaining it to him very carefully, and if you really want to be nasty about it, mock him up as a two-year-old kid and explain it very, very well to him.

You think the rest of the people at the party are going to turn on you for doing such a horrible thing—they're with you all the way. If you have nerve enough to do that, you've got nerve enough to lead them. But they won't be with you all the way if you sort of apologize for having brought it up and kind of mildly introduce the subject in one way or the other.

You might think this is contrary to your experience on the line, but if you'll think back over the times when you've been very covert, it might have been socially comfortable for you at the time it was happening, but it did not produce any subsequent result.

If you had not cut the individual to

All you have to do to demonstrate senior survival is continue to communicate; I don't mean monotonously, but when they all think you're dead, say something.

pieces, the second you left he would have told all the others some great untruth which he had read in the medical manual concerning Scientology, or something of the sort. He would have cooked any impression that you had made unless you had already cooked him.

That's a nasty crack, but the truth of the matter is, the next time this individual who objected to what you were saying is present and you're not, he will make hash out of you unless you've already made hash out of him. So just finish him on the spot.

Finish him by saying, "Did you ever study Scientology? Oh, you studied psychology. Oh, when was that? Ha—ha—when—when was that? Oh, that was from a regular university? Oh? Oh yeah, very interesting. But, did you ever study Scientology? Oh, you read something. Where did you read this? What issue was that? Who said that? *Who* said that? Oh, did you read all of the article? Did you . . . I remember the article very well"—this throws him off board because he's just invented the article—"I remember the article very well, but in the last half it said it was very beneficial to man in general—didn't you get down to that? Oh, I see. Well, do you do everything in a perfunctory⁷ way like this?" Then drop him!

⁶ *morass*: used figuratively to mean a difficult, troublesome or perplexing state of affairs.

⁷ *perfunctory*: done merely as a routine; superficial.

The art of conversation and the art of dueling have many things in common, and if you are ever dull enough to fail to see this similarity, you deserve everything you're going to get in a fight like that. The dueling trick of suddenly coming up with your weapon and dropping well back to invite a desperate lunge is very, very well known to a great many dead men. The other one is, even in the face of skill, if you just press in a thundering hard attack and just keep on attacking, sooner or later he's going to find a hedge or something at his back and fall into it; you're just taking a chance that way.

In view of the fact that nobody is in the kind of condition to really put up a good fight these days, you're taking a horrible advantage. This guy is dueling you with a hatpin and you have a broadsword. You just go in overtly and butcher him.

This has a lot to do with your procurement of preclears. You wouldn't think so, but it does. You use an overt communication line and people immediately say, "Look, this guy isn't scared. If he isn't scared then he must be a survivor type. If he's a survivor type, why, that's for me, because obviously I'm not a survivor type."

All you have to do to demonstrate yourself as a survivor type (one test only), is continue to communicate!

Let's take this in a most horrible way (since we are talking about dueling and killing): Supposing you stabbed a fellow and he fell down, and he just lay there, stretched out, and he kept on talking to you in a rather undisturbed tone of voice. Suppose you then got your broadsword and hacked him into several pieces, and he kept on talking to you in a rather undisturbed tone of voice. And you then got a big keg of gunpowder, put it under him and blew him up and spattered him all over the

scenery, and he kept on talking to you in an undisturbed tone of voice. Somewhere along the line you would have the idea that this was a survivor type.

Do you know what would happen to you as a result? You would go into apathy. It is enough for a line of troops to simply keep on charging, no matter what the cost of loss, for the superior force to sooner or later throw their arms down if they can't stop this continual *élan*¹⁰ of charge, fall back, charge, fall back, charge, fall back, charge, fall back, charge. All of a sudden the troops who were winning will just throw their weapons down and leave. They can see dead men all over the place out there in front of them, and yet they obviously are not winning. It isn't the bullets that win, it's the idea behind the men firing them that in essence wins. It wouldn't matter if a government had all the atom bombs and all the gold in the world. If an idea set in for any reason whatsoever in such a government, that it had been outboxed, and that it was being out-thought, and it became kind of confused about it, things that it hated continued to survive and continued to survive, eventually this government, armed to the teeth, would go into apathy about the whole thing. They would just quit. And they do.

I've seen this happen in hunting. I saw a fellow one time unable to kill a porcupine. He fired several high-caliber bullets into this porcupine and finally took a club to it. By this time he was getting frenziedly desperate about the whole thing. He stepped back, and the porcupine got up tremblingly, shook its quills, grunted a little bit and started to walk away. This guy didn't reattack the porcupine; he just started to scream.

continued on page 24

¹⁰ *élan*: spirit or enthusiasm; liveliness.

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO INFORMATION LETTER OF 16 OCTOBER 1968

Gen Non-Remimeo

To: All Orgs
From: Ron

Subject: Article "E-Meters Replace Guns",
issued this date for general info.

Terrorists and subversives are far more afraid of E-Meters than guns.

An E-Meter is a small, inexpensive box of electronics that ably distinguishes the subversive or the criminal from honest men.

When guns are used on subversives the subversive wins; he wins world support, boycotts, the protests of huge governments. But when E-Meters are used, the subversive loses. He loses his leaders, his communication lines and his support. And even more important he loses his hold of terror over people by which he can cause broad strikes and passive resistance.

The Mau-Mau won after all. Even though he slaughtered thousands of natives in terrorism, the opinion of the world swung toward the "poor native downtrodden by his masters" and Kenya was delivered over to Mau-Mau inspired freedom -- and presumably more Mau-Mau massacres.

Subversion is a large subject. Only a skilled expert can handle it.

A good control requires superior technology. Just now the "superior technology" in political use is mental terrorism in subversive and seditious hands. And it is winning in the U.N., throughout the Northern Hemisphere and in Asia. It does not mean freedom. It only talks about it. It means slavery for all, white, brown and black.

Unless the controlling forces in Africa use technology superior to that in the hands of the terrorist, no amount of guns, no number of soldiers or police can stem the tide.

Police force is an emergency measure. It is vital to bring about order -- but only after security technology has failed. That riots occur and that police must act says that security has already broken down.

Unless broad, effective security measures can be instituted, more riots, more police, more terrorism can result.

The average native does not like to run with the terrorists. He would rather live in peace. But when criminal subversives exist amongst the native population, the native is cowed by their terrorism into taking part in demonstrations, strikes and vandalism.

This was the pattern of the Mau-Mau. By threats and enforced oaths, a few trained subversives dominated the area. That the native population was reluctant is demonstrated by the thousands of natives slain by the terrorists, compared to twenty whites.

The terrorist is the proper target of any police action, not the defenceless bodies the terrorist throws upon police guns. The terrorist stays safe while his enforced slaves die.

How does a terrorist subversive accomplish this? His devious ways include blackmail on sex and other crimes, threats of reprisals on families, and promised punishment if the hapless native fails to act.

Guns only shoot the pawns set up by subversives. They do not kill the subversive.

And that is why the E-Meter is far better than guns. It hunts down the shadowy man behind the trouble.

How?

Find one native who participated in a riot or a strike. Put him "on" an E-Meter and without that pawn saying one word, you can find out who made him do it.

Then, finding the person who forced him on and putting that person in turn upon the E-Meter, you can find the man behind him.

The safety of the terrorist is blasted apart the moment an E-Meter is applied to some of the people taken from any riot or passive strike.

There is no known way to "beat the E-Meter" used in this fashion except Scientology processing. And in processing honesty and courage are returned and the information is usually volunteered. So there is no known way to beat the E-Meter except by smashing it or discrediting it.

The subversive bitterly hates the meter. He hates it so much that a London pro-Russian paper recently devoted half a page calling it "a box of rubbish" and other hard names even knowing they would be sued and would lose 20,000 pounds at least. It is worth many times 20,000 pounds to world subversives to discredit "the magic box".

What is it anyway? It is a very sensitive, extremely modern version of the old Wheatstone Bridge, designed a century ago. Its use has been constantly fought by "liberal" and subversive groups.

An older version exists today as the "skin galvanometer" unit of the police lie detector. These machines however are unwieldy and subject to 9% error. Further they cost about 6,000 pounds apiece.

Ten years ago new research was begun on the structure of the machine and improvements were made. Then about four years ago a brilliant electronics team under heavy supervision, designed and built the modern Electrometer.

Many times as sensitive as the police lie detector, this new meter is constructed with a very sensitive dial and transistors. It is not subject to mains variations and can be adjusted to read through the reactions of the most nervous subjects.

What does it read? The older models were thought to read "lies". The new model reads emotional reaction and disagreement -- and it reads them whether the subject talks or not.

The subject is made to hold two electrodes, one in each hand. The operator asks questions. The machine reads the emotional reaction to the questions. Whenever the needle dips a bit the answer is "Maybe". When the needle dips a great deal, the machine is answering "Yes". When the needle does not dip at all, the answer is "No" or "Not Guilty".

The machine also has a tone arm which tells a quicker story. Used, for instance, at a road block, if the subject took the electrodes in hand and the E-Meter was adjusted to read, the tone arm would tell at once whether the person should be questioned further. A tone-arm too high or too low would mark the subject that should be interrogated at length. Sixty persons an hour could be checked by one machine in the hands of one operator by using the tone arm only. And every person with a bad tone arm reading could be set aside for additional testing. All this has held true on tens of thousands of cases.

This compared to the old police lie detector is a great advantage since the old lie detector required about one hour per subject.

The 6,000 pounds detector would require a truck to carry it about. Its new, better grandson is a box not much bigger than a

large book.

And what if a person refused to take the electrodes. They almost never refuse even when guilty. But if they did, a gentle placing of the electrodes under the armpits or against the soles of the feet gets the same readings.

The E-Meter costs no 6,000 pounds. It costs about 36 pounds, less than a good rifle. And it gets the right game, not the pawn or the innocent by-stander.

In troubled times business tends to halt because there has been no way to sort out the dishonest employee, house boy or farm hand. The method used in the past was to remove all the help to a reserve. And that nearly ruined every one and punished the innocent.

A better method is for every manager or householder to have an E-Meter and to understand its operation (it takes about two weeks to become rather expert). Every employee can be checked out at effective intervals and trouble will be caught a long time before it happens, for the instigator of future trouble would instantly be disclosed. It's nice to sleep comfortably and eat and work with no fear.

Subversion attempts to break down the natural affection and understanding that should exist amongst people, between employer and employee. An E-Meter restores confidence. And after all, security is only confidence confirmed.

A whole otherwise loyal population can be turned against its employers and rulers by doing two things:

- (1) By corrupting the worker with lies and threats and
- (2) By provoking the leaders to act savagely toward the governed, thus severing loyalties.

When these two actions are undone, subversion, sedition and terrorism collapse.

All subversion depends on messengers, delivery of arms, collection of monies and other movements. These actions require the use of paths and roads.

By putting road blocks across internal and external paths and highways of the country and equipping these with E-Meters, this necessity of movement is hampered and most communication chains are broken. Subversion could collapse on this alone. For instance there is no reason to unload and inspect trucks when drivers and riders are checked for conspiracy and found "clean".

Constant checking is obviated by thorough checking at regular intervals and issuing certificates of a check, complete with picture and thumbprint. A person with "clean hands" does not need continuous checking or special passes. He can be trusted.

Honest people are the victims in a subversion. It is the basic responsibility of a government or an establishment to protect its loyal and honest people.

Make no mistake about the end product of a subversion campaign. The talk during a revolt is all of "liberty", but once the revolt is over, slavery of the cruelest kind is the country's lot. Look at France in the 18th Century. Look at Ghana. It is no kindness to go soft and let a people's lot be worsened.

Around the world today, an enormous raid is in progress. Perhaps capitalism has had some bad points. But capitalism at least returned something for a people's labor.

Socialism and Communism, growing ever stronger in the Northern Hemisphere, are a raid on the production of labor by the privileged few. Socialism and Communism seek to have a people's labor for no return. And the least progress, the least happiness, exist in Communist dominated countries. They "award" the worker with near

starvation, no freedoms and total labor.

The reign of terror which ushers in a Communist state in practice never abates. Even when Communism has won "freedom for the worker" there is no freedom -- in fact far less freedom than ever before. So no effective measure that halts the sweep of terrorism should be left unused. So have no qualms about the invasion of privacy factor in using E-Meters. Only the honest deserve privacy. Only the loyal have earned it.

And yet we often hear honest men revile the use of quiet interrogation. They are misguided. They have been set on by dishonest men who are trying to hide. Only the honest have rights. It's a good thing to remember that when subversion is about.

The E-Meter prevents the honest from being arrested, jailed, martyred. The punishment of the honest is all music to the terrorists' ears and earns a large splash in world news. So prevention of injustice is vital.

It is remarkable that the E-Meter makes it unnecessary to jail men for political crimes. And this punishment of political action is what makes bad press in the United States and England.

How is that?

Political crimes of the intensity of mob violence, terrorism and vandalism occur against the background of a very odd fact: the professional subversive is held on the job by blackmail. The blackmail consists of threatened exposure of an actual criminal background.

In a very large number of cases checked on the E-Meter it was discovered that the majority of persons guilty of political crimes were first guilty of actual crimes such as robbery, murder, rape and mayhem. Of a long series of known Communists checked out, the large majority were found to have committed crimes of violence.

In the light of this startling fact, jailing a person for political beliefs or sedition becomes relatively unnecessary. One doesn't jail a murderer for inciting a riot and incur vast international press repercussions. One jails a murderer for murder and hangs him very thoroughly.

A country can be torn asunder by failing to understand subversion. A government becomes savage, driven half-mad and understandably so. It cannot find anything to hit except its people. Employer becomes paranoid about his employees. Which one of them will cut his throat? And understandably he becomes hostile to all of them. The worker feels the brunt of government and foreman and, afraid, has no place to turn and comes at last under the executioner's axe of the terrorist as he mounts to power or grinds out his life, a slave in the donkey mill of the "new peoples state".

The forces of subversion loose on Earth today use exact technologies. These are taught carefully to criminals in prison, in schools, in foreign states. This is the new psychosis of Earth. To break it one need only work with truth and reach men's minds with Truth. One need but be certain to have the subversives behind bars, or otherwise cared for, to prevent truth from being corrupted. And the E-Meter singles them easily out from the loyal crowd.

No fortress, business or country can long endure in the climate of hate.

No gate, no fortress is more secure than its garrison. That corrupted and why the walls?

Not for nothing does any "new peoples state" shoot down the moment it's in power the very men who destroyed the old. Counter-revolution is the terror bedmate of all new Communist states. They know how easily it is done and how. And so they usually remove even their own old agents by the firing squad or through exile. The Trotskys don't live long. Therefore, if this is so efficient,

why don't we remove the agents now before the peoples state is formed by violence? We don't even need to know their names and addresses typed on a neat list. Those can be found by a quiet dial placed in the hands of any rioter or striker that is caught. These wouldn't talk. They don't have to. The meter does the talking, even in semi-skilled hands.

Reform of abuses in a state cannot be achieved while that state is filled with distrust and nerves. And a state will be so filled while subversives, trained in their own technologies, are still at large amongst a people.

Confidence is the only atmosphere in which reforms can take place.

The subversives in the U.N. and throughout the Northern Hemisphere have South Africa now just where they want her. Antagonized by violence within her borders, South Africa uses guns. The subversives through the world scream and cause, by this, good people to act and protest.

The end of this tragedy would be a South Africa denied all help, even arms, shut off to the North by "new peoples states" well supplied with arms, and finally attacked from without only to collapse from within by carefully prepared revolts.

To turn this into a comedy, with the subversive at the receiving end of the joke is not hard to do. A populace of Asians and natives loyal to South Africa could help fight subversives rather than aid the collapse and any war declared in the north could be rolled back with ease.

To accomplish this at first not even government cooperation is necessary to the project. If employers and householders could read men's minds with the "magic box", they could assemble to themselves loyal crews. If this were broadly done the government would soon follow suit, if only to the extent of the individual police members adopting the method to save themselves hot work in interrogation and arrests. But let us hope the government as well would quickly avail itself of technology superior to that of the subversive and quickly run subversion down with modern scientific technology instead of tedious and ancient actions which, everywhere they have been used, failed.

E-Meters are cheap. They can be imported in enormous quantities. They are easy to operate. Special evening classes could be set up quickly in existing centres throughout South Africa. There are no frailties or bugs in the modern meter. They read positively. The E-Meter and the know-how to use them is fifty years ahead of the technology being used by subversives. And if the terrorists learn it, they cannot use it against South Africa because it is the technology of honest men. To use it is to become honest.

Although the E-Meter technology now extant and well known to certain skilled persons in South Africa could be adequate, some additional technical work should be done to speed the resolution of this particular problem. Coordination of the programme and compiling instruction leaflets for the layman also should be done. Not even this is needed to launch the programme but the effectiveness of the action could be speeded even more if it were. There would be no substitute for having a top flight security expert on the ground. Unfortunately these present, through no fault of their own, lacking technology, have already failed.

Once subversion is handled and terrorists put out of the way, continued use of this activity would prevent further occurrences. Thus a re-checking of employees and population at intervals would be necessary to maintain peace.

And peace with trust is the only atmosphere in which measures can be taken to bring greater understanding and participation to a populace.

A government cannot compromise or quit under duress without losing its strength and vitality. One cannot give up his integrity

just because he is threatened. But once peace with trust is secured, harsh and inhumane methods of handling people become stupid and can be discarded.

Only by treating its situation sensibly and effectively can South Africa live through the tremendous external pressure of a world gone mad with slavery in a new and terrible form.

Don't think the world outside South Africa is free. It is not. It is sinking deeper and deeper into the slavery of new economic taskmasters, of rapacious governments, of its own terrible weapons.

South Africa and Australia may well be the only civilized countries that will survive a coming atomic war. Thus South Africa has a tremendous responsibility to keep civilization alive and a population free of "peoples dictatorships".

South Africa needs every bit of modern technology it can obtain to win through to security.

She faces today these menaces:

- (1) The exerted and concentrated technology of the terrorists which has so far won everywhere it has been hard tried -- i.e., Kenya, Ghana, the UAR, etc;
- (2) A possible shut-off of arms -- i.e., Batista in Cuba;
- (3) Economic boycotts in the hands of rabble rousers running free and unhampered in the Northern Hemisphere -- i.e., recent boycott in London;
- (4) Bad world press, fattened by new riots, a press that forgives any vandalism if anyone seeks to keep order and uses guns -- i.e., Vereeniging, Langa riots;
- (5) New peoples states just to the north, ready and able to supply new subversives, unlimited arms and eventual war with the whole hearted support of the world -- i.e., Egypt, Algeria, etc.
- (6) Internal distrust which can rise to stop all productions -- i.e., Kenya, etc.
- (7) An ever more divided government as the government seeks to hammer back the threat by needful methods which yet dismay the hearts of every decent man;
- (8) An engulfing of white, Indian and black alike in the chaos calculatingly created by a handful of trained subversives.

This is no time to leave stones unturned. This is no time to fail to write and apply the best available technology and the most effective plans.

There are only two things which can prevent South Africa from winning with this programme. These are:

- (1) Discrediting of the plan, its source and its tools. The E-Meter is violently hated by the subversive who already knows of it and will try to tear the sky off to prevent its use. When you hear it disparaged, look behind the discreditor to see what you find; and
- (2) Failure to use the most modern weapons and technology to fight back.

To turn this tide use E-Meters, not guns.

Probably the only nation left on earth with the will to fight subversion is South Africa.

Do we want to win?

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO BULLETIN OF 14 JULY AD 13

Central Orgs
Missions

**ROUTINE 3N
LINE PLOTS**

Attach to this HCOB, HCOB 17 April AD 13 A COMPLETE GPM PATTERN.

Correct HCOB 17 April 1963 as follows:

Omit introductory paragraphs and Points of Interest. Substitute the text of this HCO Bulletin.

In the pattern, change "Beings (People) (Those) who never goal" to BEINGS WHO NEVER GOAL.

Change "A Being (someone) who never goals." to A BEING WHO IS NEVER GOALING.

Omit "(Someone)" wherever it appears in the pattern.

Change "Fervent Believers in Goaling" to ANY FERVENT BELIEVERS IN GOALING.

Change "No Goalishness" to NO BEING GOALISHNESS for the BE form of goal.

Change "Some Bad Condition Dependent on next goal" to THE NEXT GOAL PLUS NO or NOT PLUS THIS GOAL.

In the example "To Create" change oppterm "Creationishness" to CREATINGISHNESS and make other pattern changes as indicated above.

**TEXT FOR HCO BULLETIN
THE AIRCRAFT DOOR GOALS**

This goal pattern (HCO Bulletin of 17 April 1963 as changed) was in use in an aircraft-type set between 315 trillion years ago and 216 trillion years ago and less, and is the pattern which precedes the Helatrobis Implants in this galaxy. It remains to be seen if all preclears have it.

The goals were given with one or more goals in a series, usually one, and that goal was To Create. The preclear possibly has this goal several times during this period.

It was given in the mocked-up fuselage of an aircraft with the thetan fixed before an aircraft door. (There are also two or more aircraft fuselages used in the Helatrobis Implants, but the preclear moved through them, was not fixed in

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO BULLETIN OF 3 FEBRUARY 1979
ISSUE I
CORRECTED AND REISSUED 8 FEBRUARY 1979

Remimeo

(Also issued as HCO PL
same date and title)

Dianetics®
Scientology®

CHANGE THE CIVILIZATION

EVAL

POLICY: A course consists of a checksheet, theory and practical.

To audit or even do courses requires an ability to confront and communicate and this is brought about on the TRs Course.

People who can't confront can have trouble communicating, reading meters, studying or even detecting what is going on.

(See Cumulative Index, Vol X Technical Bulletins)

SITUATION: TRs AND TECH ARE OUT INTERNATIONALLY.

STATS: Refunds high.

Majority of Sea Org staff with incomplete courses.

Lots of blown students.

DATA: Auditors pulled in for training couldn't do TRs even though they were trained and had been auditors for years. (OMITTED TRs - COURSES THEY TOOK PREVIOUSLY)

Supervisors didn't know key TR HCOBs, didn't know that you cycle a student through the TRs, not stick him in on one TR for weeks and give him a lose, yet it is clearly expressed in HCOBs. (OMITTED INFORMATION, WRONG TARGET - TR SUPERVISORS)

When I teach a course it takes a week or 6 weeks depending on the course. When it is exported the same course and the same materials can take up to 9 months. (ADDED TIME - SUPERS)

Auditors who had supposedly been trained misread and missed reads on meters. (OMITTED CONFRONTS - AUDITORS)

People who go to writing courses in college almost never become writers. (OMITTED PRODUCTS - COLLEGES)

The common experience of students is they can't do what they're trained to do after they've been "trained" yet the civilization is spending countless billions on "education". (CONTRARY FACTS - CONTEMPORARY TEACHERS)

The "Service Facsimile" which is processed at Grade IV of Scientology grade processing handles the almost universally present aberration of making others wrong. (ADDED ABERRATION - TEACHERS)

Few teachers are Grade IV releases. (OMITTED SCIENTOLOGY - TEACHERS)

Because their TRs and metering were out, auditors have not been producing uniformly spectacular results and have not been getting pcs smoothly through their grades. (OMITTED CONFRONT - AUDITORS)

CS-4s who have the responsibility for making up check-sheets for courses continue to export a TRs Course without a checksheet that had to be done first before doing TRs. (OMITTED CHECKSHEET - CS-4s)

The identical situation of sticking students in at each TR and making them lose instead of cycling them through TRs to a win each time was found on Flag some years ago and remedied with an HCOB. Yet the HCOB is unknown, partially because there is no checksheet on the TRs Course. (OMITTED PRESERVATION OF TECHNOLOGY - FLB)

TR Courses over the world uniformly have been taught without being preceded by a theory period. (OMITTED THEORY - TRs COURSE SUPERVISORS)

OUTPOINT COUNT:

OMITTED - 9	SUPERVISORS - 4
WRONG TARGET - 1	TEACHERS - 3
ADDED - 2	AUDITORS - 2
CONTRARY FACTS - 1	PREVIOUS COURSES - 1
	COLLEGES - 1
	CS-4s - 1
	FLB - 1

WHY: THERE IS NO CHECKSHEET FOR THE TRs' COURSE WHICH IS STUDIED BEFORE THE STUDENT DOES HIS TRs.

ETHICS WHY: TARGETTING STUDENTS TOWARD A LOSE BECAUSE THEY ARE DRAMATISING THEIR SERVICE FACs.

WHO: MAJORITY OF PROFESSORS, TEACHERS, ETC.

IDEAL SCENE: A TRs COURSE TAUGHT AS A COURSE WITH A PROPER CHECKSHEET AND SUPERVISED BY SUPERVISORS WHO ARE NOT DRAMATISING A SERVICE FAC OF MAKING OTHERS WRONG AND TRAINING AUDITORS WHO CAN CONFRONT AND COMMUNICATE AND IN ADDITION TO HANDLING THEIR PCs SO AS TO OBTAIN UNIFORMLY SPECTACULAR WINS, MAY ALSO EVENTUALLY REACH THE REST OF THE TEACHERS IN THE WORLD SO THAT THEY TOO WILL TEACH STUDENTS TO A WIN.

HANDLING:

BRIGHT IDEA: Do a checksheet of the TRs Course and retread all auditors who are not making it on it and TRs.

1. Compile the checksheet.

LRH TECHNICAL
COMPILATIONS DONE

2. Push all students now on courses on through their courses without interrupting their studies by making them redo the course.

DIRECTORS OF
TRAINING

3. Immediately get the checksheet being applied and the TRs Course redone at the Intern level, in the first Internship any Auditor I/T enters.

QUAL SECS

4. Enforce certificate expiration if the person has not done the Internship for the level he is certified for.

DIRS OF
VALIDITY

5. Sell the new TRs Course in one Internship.

REGS

6. Deliver the new TRs Course complete with checksheet and in practical, cycling through the TRs to a minor win on each instead of sticking the student into one TR at a time to a completion of that TR and so giving them countless loses and extending the course endlessly. But make sure that on the alternate cycle through, they're doing Hard TRs flawlessly.

SUPERS

- 6A. Institute the new TRs Course at the beginning of major courses for those students who enter a major course in the future, and at the beginning of any major course substitute the new TRs Course for any existing TRs Course on the checksheet.

DIRECTORS OF
TRAINING

7. Make DRD and Grade IV a prerequisite for the post of Supervisor and get all Supervisors now on, up to that without removing them from post in a minimum period of time.

HCO

8. On all auditors who are failing order a complete modern TRs Course as in Targets 5 and 6, as the only acceptable first Cramming order. Time Machine it for 2 weeks full time and 6 weeks maximum if done part time.

CRAMMING
OFFICERS

- 8A. Do not require auditors to "drill TRs" in the morning or evening as TRs do not fall out. Ref: HCO B 9 Jan 79, BTB CANCELLATION.

Instead, get them through a Hard TRs Course
in their study time.

QUAL SEC

9. Where the new TRs Course is not running well, inspect and verify that Supervisors exist, that this HCOB is known, the WHAT IS A COURSE P/L is in on the TRs Course or any other reason found and the Supervisors gotten up to Grade IV release.

LRH COMM

10. Only bother to correct other Auditor or admin errors after it's verified that the persons sent to Cramming have successfully completed the modern TRs Course to wins on the theory and every TR. When the new TRs Course is obviously and beyond any reasonable doubt fully passed by the auditor, only then and in the future for that auditor, engage in any Cramming actions. Do not require that he do the TRs Course again unless it is clearly evident that he failed it the first time.

CRAMMING
OFFICER

11. If this program is not working, if refunds do not drop, if org stats do not rise, debug this HCOB as it applies to any org or area and get it in and get it working.

LRH COMM

12. Program out how we're going to use this to get this civilization functioning.

GUARDIAN
WORLD WIDE

13. Report all wins and successes with this HCOB to CS-4.

THOSE APPLYING
THIS PROGRAM

14. Take ethics actions on those who refuse to apply this program.

EO/SENIOR EO
INT

15. Teach students to a win.

EVERYBODY
TRAINING
ANYONE

HCOB 3.2.79 I
Corr & Reiss 8.2.79

- 5 -

L. RON HUBBARD
FOUNDER

for the

BOARDS OF DIRECTORS
of the
CHURCHES OF SCIENTOLOGY

BDCS:LRH:jk
Copyright © 1979
by L. Ron Hubbard
ALL RIGHTS RESERVED

This is reproduced and issued to you by
Church of Scientology, Mission of Davis,
California, USA

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 15 APRIL 1982

Orgs and
Mgmt Only
NOT BPI

Marketing Series 18

PLANETARY DISSEMINATION

There is often an omitted step and sequence part in marketing and Scientology management.

It is a shortfall. And must be given attention.

This planet is an "almost" planet. It almost has airplanes (save they crash). It almost has space flight (but it costs \$100 million every launch and carries no one outside the moon orbit). It almost has radios (except you only listen to your own city). It almost has education (except the students taught can't do their jobs).

This almost factor is visible on every hand. The best example is almost governments (except that they have lost control and allegiance of their people and cannot even manage their money).

This factor probably comes from several things. (I will not mention suppressive ones as I am in a kind mood.)

One of these factors is the short life span. Of all civilizations around, Earth, at 70 years average, is the shortest. This makes it hard to get anything really started - one has an almost life. This also makes for hectic change - a frantic feeling of it is too late already. Or apathy - why do anything at all?

But regardless of these factors, there is no excuse to almost disseminate, almost market, almost run orgs.

We must not continue to omit the sector of planetary dissemination.

The cycle currently - and omittingly in vogue - is only to do those things that immediately affect the org GI.

Admittedly this is vital. On this planet the only real crime is to be broke. But the shortfall think is affecting this GI and reducing it very greatly.

There is a correct sequence - it goes: planetary dissemination, org procurement dissemination, high bodies in the shop and service and resulting GI.

By varying or changing or omitting parts of that sequence, trouble is made for an org.

We have seen orgs only sell and not deliver. Their GI fails at last - they crash.

Well, there are other ways orgs can be crashed.

Suppose one sells books only to people who come into the org. Well, this is backwards. If you sell books to raw public, a certain percent will walk into the org. Another example - Pubs Orgs market to in-org public. If they do only this, their market shrinks - and they can do this in several ways - by omitting to publish basic books is one.

Until its publisher (Grosset & Dunlap) was gotten onto lately, DMSMH paperback was not in most bookstores. Yet no one noticed.

The best ambassadors to the raw public are books and cassettes. Sell enough of them to raw public and a percent will come into the org.

Yet, aside from an occasional DMSMH or radio or mag ad (very small), there is no Pubs Org or Management push on books to raw public.

Not only this but a black PR item has been put out and believed that "a radio ad for DMSMH is too expensive. It costs \$20 of ads to get a person into Div 6." What a mixed outcome! DMSMH was not even in many wog bookstores. But it indicates that the think was that the only value in selling DMSMH was to get bodies in the shop at once!

DMSMH is not an org come-on leaflet. It was written to begin the clearing of a planet. And it has made some progress.

But let's look at this - here Dianetics and Scientology sit, a total monopoly on effective handling of the mind and spirit - no other even close rivals or competitors at all - and a group is selling to in-org public? Preposterous.

Some trainees used to hoard the tech - to be an only one. Is somebody hoarding Dianetics and Scientology and not letting it flow out? Not me, brother, not me.

What's missing here is the concept of planetary dissemination.

Here we are in a short-lived planet. The Reds and Democrats are getting ready to hit an atomic button. And a yellow dwarf star like Sol? Oh, come on, man. A yellow dwarf is not the favored star for civilizations. No way! They're a last stage impending catastrophe - a yellow dwarf blows up! (Before anyone panics, a yellow dwarf lets out radio signals strong enough to wreck radio for several centuries before they bang and this one may have some life left in it.)

But what I'm saying is, let's get this in perspective. Let's put the real values on it and quit fooling.

ONLY Clears and OTs will survive this planet!

And we're the only ones that can make them.

The order of magnitude of what it takes to do planetary dissemination is not even just now at this writing being conceived of. In fact Pubs Orgs are not even thinking of raw public marketing. And that is sure an awful shortfall.

The majority of three billion people out there have never even heard of Dianetics and Scientology, much less read a book!

No, it's not the enemy. We cream them whenever they raise their heads. It's simply just not thinking in a correct order of magnitude.

What would one really have to do to clear this planet?

So all this PL is about is just that - planetary dissemination. It simply points out one omit. At least conceive of it.

So let's go!

L. RON HUBBARD
Founder

Adopted as official
Church policy by
CHURCH OF SCIENTOLOGY
INTERNATIONAL

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO INFORMATION LETTER OF FEBRUARY 25, 1962

CenOCon.
Post Prominently
for Staff.
Issue a copy to every
staff member.
Take up in a staff meeting
and with all new staff members.

IT CAN BE DONE

A salute to Eleanore Turner, HCO Executive Area Sec,
Washington, D.C.

The org was on its back. Units had been a long time low.
Tech had been fumbling. Admin was a scramble.

In less than two months, operating almost wholly on her
own, with only a small amount of technical coaching from me at
Congress time, Eleanore (Eddy) Turner led FCDC and HCO DC out of
the mess it was in.

Assisted by no Saint Hill Grads as yet, Eleanore picked
up the missed withholds on staff, got all departments precisely
compartmented, got staff busy and got the unit climbing back to
where it ought to be.

Not only that, but at the same time got HCO new quarters,
furnished them and a rooming house for staff, took care of all
my DC personal effects and did a hundred other jobs.

The Central Org in Washington DC, for the first year or
two of proportional income, paid its staff more than when on
regular wages. Then after I left for England the unit gradually
began to fall.

This was due in the main to lowered technical service,
and an increasingly messed up admin.

When a central org begins to pay low units the trouble
is easy to trace.

The staff is betrayed by staff members who have chosen
the wrong enemy.

We mean to make nothing out of a great many things in
society. The social order today is very much in need of repair
and replacemnt. Very well. We get people who have failed to
make nothing of the enemy and and who then begin to make nothing
of their friends.

To make nothing out of the enemy requires a strong
position for ourselves. We cannot fire from nowhere. We need a
base, a fortress, a steady firing platform. In short we need a
strong central organization, steady effective staff members and
precisely formed and compartmented posts and departments. To
have less is to invite defeat. We cannot make nothing out of
the enemy unless we have these things. And unless we are
willing to make something of ourselves.

The defeated person who believes he or she can no longer make nothing of the enemy carries the make nothing impulse closer to home. The defeated person still tries to make nothing of things. But now can only make nothing of his or her friends, his or her own organization.

The decline or failure of any organization is traceable only to this fact: its executives or staff have failed so often to make nothing of the enemy that they begin to make nothing of their organization and themselves. The defeated person still tries to make nothing of things. This impulse never fades. But the defeated person tries to make nothing out of the wrong targets; ie: his organization, his friends, himself.

In Scientology we have amongst us many defeated persons. Until they have good processing wins, they confuse their friends with their enemies. It is only necessary to show them the right targets and demonstrate as well that one can make nothing of one's enemies without also making nothing of one's friends and oneself.

Our enemies are aberration, human stupidity, social idiocies and the lies which are supposed to be life. It is adventurous to attack these things unless one has the right answers and can put them into effect and so erase the consequences of his attack. Well, we have the right answers and we are doing all possible to put them into effect and we'll suffer no consequences for having done so.

But to defeat aberration, human stupidity, social idiocies and the lies, one needs a strong point of departure and reliable friends.

Our strong point of departure is our central organization, the network of Scientology at large and friends who are reliable, informed and skilled.

All this we have made. We have made it from cobwebs and nowhere. But it is made and we are consolidating our position. We are already formidable. We must be unassailable. From where we work and with what we do we can eradicate our enemies PROVIDING we continue to face outward in our attacks, and not make them inward upon our organizations and our friends.

We are all of us arriving at higher levels of doingness. We are all of us progressing. And while we make that progress, we must maintain our base of operations, our organizations, our friends to continue to be effective.

It is a direct betrayal of one's friends not to do one's own job in this scheme of things.

A low unit is made up of gross organizational errors, all stemming from people who have the wrong target, people who are trying to make nothing of us, something of the enemy.

It is insanity to believe that one should kill one's organization and one's friends in order to survive.

Let's have done with that insanity.

Make something of your organization.

Make something of your post.

Make something of your fellow Scientologists.

And make nothing out of the enemies who have plagued us for 200,000,000,000 years. And who, if we do not this time succeed, will plague us for 200,000,000,000 more.

This is our chance.

Make something of it like Eleanore Turner is doing.

L. RON HUBBARD
Founder

Adopted as official
Church policy by
CHURCH OF SCIENTOLOGY
INTERNATIONAL

LRH:sf:php

LRH COMMAND
"FIVE YEARS"

By L. Ron Hubbard

"The world has an optimistic five years left, a pessimistic two.

"After that, Bang or maybe just a whimper.

"A handful of us are working our guts out to beat Deadline, Earth.

"On us alone depends whether your kid will ever see sixteen or your people will ever make it at all.

"A handful of us aren't nattering or dramatizing or whining or waiting. We've got our sleeves rolled up for a twelve hour day and sixty hour week.

"It's all right to be reasonable or cautious or have an open mind so long as the openness doesn't consist only of holes.

"A few of us see the world has got a chance if we don't dawdle along the way.

"We may or may not be super beings. Yet. But we are very earnest people.

"We would be longer on patience if we weren't so short on time.

"Our chance is a thin chance at best.

"We're making the most we can out of that chance.

"Our programme is simple:

"We are working as hard as we can in Scientology.

"We are doing the best job we can do at our job.

"We are shooting people up in case level.

"We are training up the best auditors we can train as fast as we can train them.

"We are keeping the lines going and the place together.

"We are releasing people wholesale.

"We are making Clears or OTs.

"We intend fully to make the grade.

"We know every minute counts.

"And we intend to take out of the road anything we have to take out of the road, no matter how big, to make a civilization that can survive.

"We won't go Bang.

"If we win, you will win. The kids in school will grow up. And we'll have a world without criminality, without war.

"We mean it. And the only slim chance this planet has rests on a few slim shoulders, overworked, underpaid and fought -- the Scientologist.

"Later on, if we make it, what will be your answer to this question?

"Did you help?"

L. RON HUBBARD
(From Auditor Mag 9)

Dear Ernie,



Hi! I Love you -

I sure do miss you - It will
be nice when you are around
again - (on a normal basis)

Anyway just thought I'd
let you know I been wishin'
you were here.

Love,
Sham

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO BULLETIN OF 3 FEBRUARY 1979

Issue 1

CORRECTED AND REISSUED 8 FEBRUARY 1979

Remimeo

(Also issued as HCO PL same date and title.)

**CHANGE THE CIVILIZATION
EVAL**

POLICY: A course consists of a checksheet, theory and practical.

To audit or even do courses requires an ability to confront and communicate and this is brought about on the TRs Course.

People who can't confront can have trouble communicating, reading meters, studying or even detecting what is going on.

(See Cumulative Index, Vol X Technical Bulletins)

SITUATION: TRs AND TECH ARE OUT INTERNATIONALLY.

STATS: Refunds high.

Majority of Sea Org staff with incomplete courses.

Lots of blown students.

DATA: Auditors pulled in for training couldn't do TRs even though they were trained and had been auditors for years. (OMITTED TRs—COURSES THEY TOOK PREVIOUSLY)

Supervisors didn't know key TR HCOBs, didn't know that you cycle a student through the TRs, not stick him in on one TR for weeks and give him a lose, yet it is clearly expressed in HCOBs. (OMITTED INFORMATION, WRONG TARGET—TR SUPERVISORS)

When I teach a course it takes a week or 6 weeks depending on the course. When it is exported the same course and the same materials can take up to 9 months. (ADDED TIME—SUPERS)

Auditors who had supposedly been trained misread and missed reads on meters. (OMITTED CONFRONTS—AUDITORS)

People who go to writing courses in college almost never become writers. (OMITTED PRODUCTS—COLLEGES)

The common experience of students is they can't do what they're trained to do after they've been "trained" yet the civilization is spending countless billions on "education." (CONTRARY FACTS—CONTEMPORARY TEACHERS)

The "service facsimile" which is processed at Grade IV of Scientology grade processing handles the almost universally present aberration of making others wrong. (ADDED ABERRATION—TEACHERS)

Few teachers are Grade IV Releases. (OMITTED SCIENTOLOGY—TEACHERS)

Because their TRs and metering were out, auditors have not been producing uniformly spectacular results and have not been getting pcs smoothly through their grades. (OMITTED CONFRONT—AUDITORS)

CS-4s who have the responsibility for making up checksheets for courses continue to export a TRs Course without a checksheet that had to be done first before doing TRs. (OMITTED CHECKSHEET—CS-4s)

The identical situation of sticking students in at each TR and making them lose instead of cycling them through TRs to a win each time was found on Flag some years ago and remedied with an HCOB. Yet the HCOB is unknown, partially because there is no checksheet on the TRs Course. (OMITTED PRESERVATION OF TECHNOLOGY—FLB)

TR Courses over the world uniformly have been taught without being preceded by a theory period. (OMITTED THEORY—TRs COURSE SUPERVISORS)

OUTPOINT COUNT:

OMITTED—9	SUPERVISORS—4
WRONG TARGET—1	TEACHERS—3
ADDED—2	AUDITORS—2
CONTRARY FACTS—1	PREVIOUS COURSES—1
	COLLEGES—1
	CS-4s—1
	FLB—1

WHY: THERE IS NO CHECKSHEET FOR THE TRs COURSE WHICH IS STUDIED BEFORE THE STUDENT DOES HIS TRs.

ETHICS WHY: TARGETTING STUDENTS TOWARD A LOSE BECAUSE THEY ARE DRAMATIZING THEIR SERVICE FACs.

WHO: MAJORITY OF PROFESSORS, TEACHERS, ETC.

IDEAL SCENE: A TRs COURSE TAUGHT AS A COURSE WITH A PROPER CHECKSHEET AND SUPERVISED BY SUPERVISORS WHO ARE NOT DRAMATIZING A SERVICE FAC OR MAKING OTHERS WRONG AND TRAINING AUDITORS WHO CAN CONFRONT AND COMMUNICATE AND IN ADDITION TO HANDING THEIR PCs SO AS TO OBTAIN UNIFORMLY SPECTACULAR WINS, MAY ALSO EVENTUALLY REACH THE REST OF THE TEACHERS IN THE WORLD SO THAT THEY TOO WILL TEACH STUDENTS TO A WIN.

HANDLING:

BRIGHT IDEA: Do a checksheet of the TRs Course and retread all auditors who are not making it on it and TRs.

1. Compile the checksheet.

LRH TECHNICAL
COMPILATIONS DONE

2. Push all students now on courses on through their courses without interrupting their studies by making them redo the course.

DIRECTORS OF
TRAINING _____

3. Immediately get the checksheet being applied and the TRs Course redone at the intern level, in the first internship any auditor I/T enters.

QUAL SECS _____

4. Enforce certificate expiration if the person has not done the internship for the level he is certified for.

DIRs OF
VALIDITY

5. Sell the new TRs Course in one internship.

REGS

6. Deliver the new TRs Course complete with checksheet and in practical, cycling through the TRs to a minor win on each instead of sticking the student into one TR at a time to a completion of that TR and so giving them countless loses and extending the course endlessly. But make sure that on the alternate cycle through, they're doing Hard TRs flawlessly.

SUPERS

- 6A. Institute the new TRs Course at the beginning of major courses for those students who enter a major course in the future, and at the beginning of any major course substitute the new TRs Course for any existing TRs Course on the checksheet.

DIRECTORS OF
TRAINING

7. Make DRD and Grade IV a prerequisite for the post of Supervisor and get all Supervisors now on, up to that without removing them from post in a minimum period of time.

HCO

8. On all auditors who are failing order a complete modern TRs Course as in Targets 5 and 6, as the only acceptable first cramming order. Time machine it for 2 weeks full time and 6 weeks maximum if done part time.

CRAMMING
OFFICERS

- 8A. Do not require auditors to "drill TRs" in the morning or evening as TRs do not fall out. Ref: HCOB 9 Jan 79, BTB CANCELLATION. Instead, get them through a Hard TRs Course in their study time.

QUAL SEC

9. Where the new TRs Course is not running well, inspect and verify that Supervisors exist, that this HCOB is known, the WHAT IS A COURSE? P/L is in on the TRs Course or any other reason found and the Supervisors gotten up to Grade IV Release.

LRH COMM

10. Only bother to correct other auditor or admin errors after it's verified that the persons sent to Cramming have successfully completed the modern TRs Course to wins on the theory and every TR. When the new TRs Course is obviously and beyond any reasonable doubt fully passed by the auditor, only then and in the future for that auditor, engage in any cramming actions. Do not require that he do the TRs Course again unless it is clearly evident that he failed it the first time.

CRAMMING
OFFICER

11. If this program is not working, if refunds do not drop, if org stats do not rise, debug this HCOB as it applies to any org or area and get it in and get it working.

LRH COMM _____

12. Program out how we're going to use this to get this civilization functioning.

GUARDIAN
WORLDWIDE _____

13. Report all wins and successes with this HCOB to CS-4.

THOSE APPLYING
THIS PROGRAM _____

14. Take ethics actions on those who refuse to apply this program.

EO/SENIOR EO
INT _____

15. Teach students to a win.

EVERYBODY
TRAINING
ANYONE _____

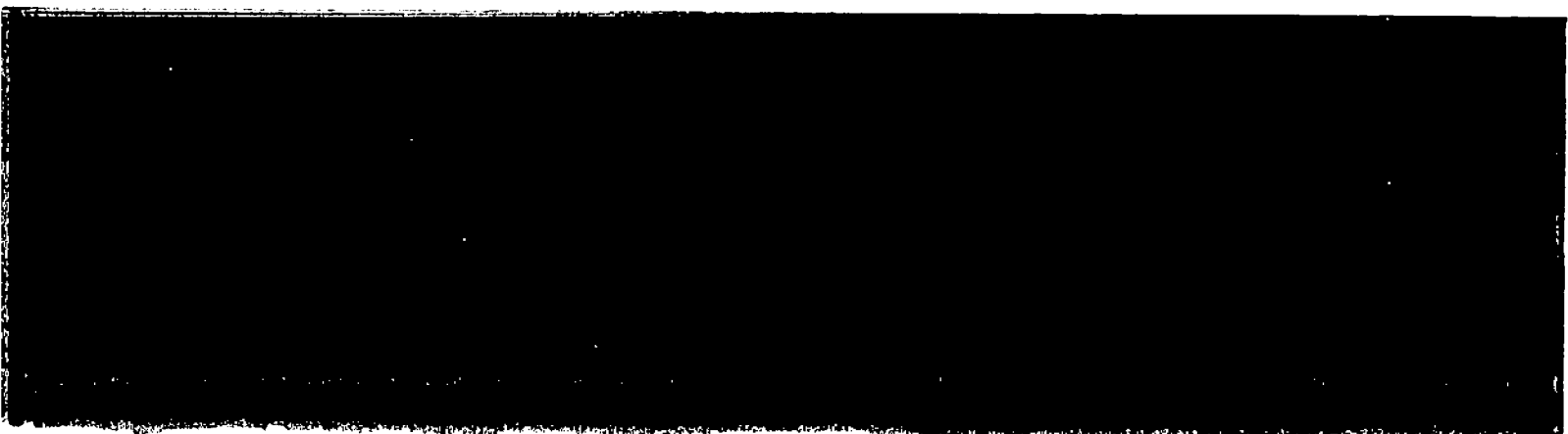
L. RON HUBBARD
Founder

for the

BOARDS OF DIRECTORS
of the
CHURCHES OF SCIENTOLOGY

BDCS:LRH:jk
Copyright © 1979
by L. Ron Hubbard
ALL RIGHTS RESERVED

can
hin
to
loo
wit
can
cor
fiti
bey
ha
dr
abi
hel
the
sib
ent
an
one
pro
LR
Cop
by
AL



"30 years. And then the planet will not support human life. Cheerful note. Well that's where the politicians and 'scientists' took us. We're then in the only activity that will both prosper and succeed. We better stop fooling about with disorganization, get it organized and get the show on the road. I'm doing my job. Are you?"

- LRH™ from OODs item, 1970
