

# INTERNATIONAL MANAGEMENT BULLETIN No.116R

from  
Church of Scientology International  
Church of Scientology Management  
Central Authority for Dianetics and Scientology Activities

TO: ALL STAFF  
CLASS VI ORGS  
CELEBRITY CENTRE® ORGS  
SO ORGS  
FSO  
FSSO  
OSA  
ABLE™  
LC NETWORK  
FINANCE NETWORK  
CENTRAL MARKETING  
ALL CLOS  
CO FCB  
FB  
OSA INT  
LCI OFFICE  
FLAG® FINANCE OFFICE  
ABLE INT  
WISE™ INT  
SMI™ INT  
CMU

30 December 1987  
Updated and  
Reissued  
10 April 1989

## COMPLIANCE REQUIRED FROM ALL ORGS AND UNITS

### URGENT - IMPORTANT

### SOLVE IT WITH SCIENTOLOGY®

#### Refs:

HCO™ PL 24 FEB 1964	URGENT - ORG PROGRAMMING
HCO PL 2 JUNE 1959	A COMMENT ON FINANCE
HCO PL 21 JAN 65 Rev. 5.4.65	VITAL DATA ON PROMOTION
HCO PL 18 FEB 1982	CHANGING WORKABLE FINANCE SYSTEMS
HCO PL 26 OCT 1975	GROSS INCOME/CORRECTED GROSS INCOME RATIO
HCO PL 30 JULY 1968	GROSS INCOME SENIOR DATUM
HCO PL 18 NOV 1969	CENTRAL FILES - VALUE OF

One of the "secrets" which boomed Saint Hill and expanded the org above and beyond the make-break point of an org was a heavy emphasis on PROMOTION and DISSEMINATION.

The old Saint Hill had a large and well manned Division 2 with more than 20 staff. The Dissem Division at Saint Hill was promoting and disseminating Scientology and was selling large volumes of services and got floods of public onto and up The Bridge®.

An org with a standard, on-Policy Div 2 and deliver the services being sold in volume and with speed will never have any financial problems.

"It might interest you how I do this trick: I disseminate like mad to lots of people and get in lots of money."... "I just make lots of money for the organization. To any financial problem I answer by making money. To any crucial organizational problem, I answer by disseminating like mad, improving service and getting in lots of money." - LRH

### UNUSUAL SOLUTIONS

It was recently found in a few orgs that, instead of doing the usual on policy actions to promote and sell volume services and use standard finance policy to get expences covered, some staff had engaged in unusual solutions to buy things and pay for org or even private expences.

This unusual solution was to "reg donations" from the public and get public to "donate" funds to the org, unit or staff member for various things. This practice was also found to have been used by "donation projects" which were getting public to donate funds for expences which should be covered by standard financial planning and using standard income sources.

Getting public to donate funds for the org by any other means than standard selling of Scientology or Dianetics® services and using correct sources for funding and finances as per OEC® Vol 3 Policy and the Finance Series HCO PLs is an UNUSUAL SOLUTION and is OFF-POLICY.

In 1964 LRH said the following in HCO PL 24 Feb 1964 URGENT - ORG PROGRAMMING:

"If the org slumps during this transition period, don't engage in 'fund raising' or 'selling postcards' or borrowing money. Just make more income with Scientology."...

"For orgs as for pcs 'solve it with Scientology'. Every time I myself have sought to solve finance or personnel in other ways than Scientology I have lost out. So I can tell you from experience that Org solvency lies in More Scientology, not patented combs or fund raising Barbecues." - LRH

While a large majority of orgs and org Registrars are working hard to promote and get more services sold and more public on The Bridge, squirrel procedures to "reg donations" as a substitute for standard income making actions and financial planning, are not only off-Policy, but are sabotaging the org GI and org Financial Planning by seeking to bypass standard finance lines.

Such squirrel systems also violate HCO PL 18 FEB 1982 CHANGING WORKABLE FINANCE SYSTEMS. As pointed out in this Policy, people who change workable finance systems are doing so for their own gain. It was indeed found that "donation regging" in most cases was done by individuals who were doing it for their own gain.

Doing it is not only ripping off the public - it is ripping off the org. And that includes YOU.

### DOING THE USUAL

It is proven time and time again that orgs that follow and use LRH™ Policy and are keeping ethics in, are the winners. Only orgs doing that BOOM.

More specifically, if your org or unit has engaged in unusual solutions to "lack of money", you must see that the following is being done:

- 1) Get your org or unit producing valuable final products in volume. Without volume of valuable final products, there will not be sufficient income to support the activity.
- 2) Get in correct sources of income for your org or unit and demand that standard actions are done to get income from these sources.
- 3) Get in standard Finance Policy with on-Policy PO system and Financial Planning as the correct handling for funding and getting required expenses covered as per OEC® Vol 3 Policy and the Finance Series HCO PLS. Ref HCO PL 18 FEB 1982 CHANGING WORKABLE FINANCE SYSTEMS.
- 4) Get your org PROMOTING now now now. Ref HCO PL 21 JAN 65 REV. 5 APRIL 65 VITAL DATA ON PROMOTION and HCO PL 30 JULY 1968 GROSS INCOME SENIOR DATUM.
- 5) Insist that Reges and other income making personnel are being put on post and are crammed on Big League Sales. Only Registrars who don't know how to close will engage in unusual solutions or fail to sell services in volume. Ref HCO PL 26 OCT 1975 GROSS INCOME/CORRECTED GROSS INCOME RATIO and LRH ED 236 Int REG PROGRAM #2.
- 6) Get your org delivery services on a flat out basis with instant service and no wait.
- 7) Get a real Dissem Division put there which will promote and disseminate to your CF. An on-Policy Dissem Div will make far more income for your org than anyone can waste. Your own CF is a gold mine of GI and if your income is low, it is simply because your CF is not being used and no standard Div 2 actions take place. Ref HCO PL 30 JULY 1968 GROSS INCOME SENIOR DATUM and HCO PL 18 NOV 1969 CENTRAL FILES - VALUE OF.

### SOLVE IT WITH SCIENTOLOGY

The maxim is to solve it with Scientology.

LRH has solved the problems of life and this universe and given us the Technology to set man free as well as laid out any and all administrative procedures for us to handle this organizationally.

The least we can do is to USE that Tech.

By knowing it and by knowing that it works, you HAVE a responsibility in this.

Keep Scientology working in all aspects.

There is no other road to travel.

### SOLVE IT WITH SCIENTOLOGY

GI EXEC INTERNATIONAL

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AVC INT

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:JU:cn.jag

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Page 2, 1st quote © 1964 LRH

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HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 24 FEBRUARY 1964

All Orgs

**URGENT**  
**ORG PROGRAMMING**

With the change to the Classification Policy there are various possible danger points to Org volume.

Before the public understands Classification they may feel the HGC has gone out of business or various other ideas may get afloat.

At once all comm lines must be utilized to emphasize that Classification means better case gains in the HGC as well as in the field. One gets processed out of a level by the HGC or field auditors as well as trained up from it. The HGC is there to get people's processing at the lower levels caught up in the quickest possible period of time. It can be done best at an HGC which can issue a processing clearance of lower levels and speed the person to higher classification levels.

The Continental Mag should be issued to stress this at once.

HQS as a course should be boomed.

HAS should be stressed for the newcomer.

Get bodies moving through the shop fast. Publicize the HGC well.

Technically in the HGC stress to auditors processes that take care of In-Sessionness. What isn't the pc able to do to be completely auditable? Permit questions to be asked by the auditor? Accept the environment? Etc. Assess by session parts and use processes to remedy these things. Stress basic type repetitive processes and grant a right to be run on them to HGC pcs, to handle Level I, and clean up all Level II pc requirements. Get these flat on the pc. And you'll have wins, wins, wins.

Inform the public of the new Case Supervisor and set him or her on duty.

I designed classification to get maximum case gains for the pc and prevent pcs being given loses. Stress that in HGC propaganda.

GPMs

Issue publicly pcs do have their own goals and GPMs. The best way to get them run is to get graduated up through the levels.

The invalidation of the idea that a pc had his own goals was a severe blow. Invalidating of a pc's own GPMs, calling them implants, produces an instant ARC Break and physical repercussions.

So correct this quick on Broad Public Interest (BPI), regardless of classification.

**SOLVE IT WITH SCIENTOLOGY**

If the Org slumps during this transition period, don't engage in "fund raising" or "selling postcards" or borrowing money.

Just make more income with Scientology.

It's a sign of very poor management to seek extraordinary solutions for finance outside Scientology. It has always failed.

For Orgs as for pcs "Solve It With Scientology".

Every time I myself have sought to solve finance or personnel in other ways than Scientology I have lost out. So I can tell you from experience that Org solvency lies in More Scientology, not patented combs or fund raising Barbecues.

#### FUTURE

This Policy Letter though urgent should be no cause for alarm. Orgs are not going broke. They are however in a transition period to huge volume of action and it is costly to bridge.

These immediate steps will *prevent* any slump, if swiftly taken.

So take them.

L. RON HUBBARD

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HUBBARD COMMUNICATIONS OFFICE  
37 Fitzroy Street, London W.1

HCO POLICY LETTER OF 2 JUNE 1959

Convert to  
See ED

A COMMENT ON FINANCE

The history of finance in Dianetics and Scientology Organizations is an interesting one.

But a recent repetition of early financial history in Washington and London must bear comment.

In 1950 and 1951 I did not have financial control of Dianetics and Scientology organizations. I was, administratively, a figurehead.

In less than one year from start the early HDRFs were crowded into financial difficulties and went broke. In early 1952 I started the first organizations I controlled, the "Office of L. Ron Hubbard" and the HAS. Impeded badly by the HDRF credit history, I nevertheless was able to build the HAS and its successor the HASI into a 6½ million dollar organization, fully solvent.

Now in the past few months I gave check signing and financial concerns over to others in Washington for the FCDC and for the past two years to London for the HASI London.

In these few months FCDC went \$19,000 into the red from a total pay up as of January 1, 1959 when I gave over. To go \$19,000 into the red and to show every sign of going deeper (while business volume remained fairly usual) took some hard work on somebody's part.

In HASI London the organization in two years of non-control went £18,000 into the red!

I am now busy making FCDC solvent and am sending Nibs over to see to it.

I have already cut the HASI London bills payable from £18,000 to £7,000 in the past 90 days. And this without even having an accounts department to help. I've also made HASI London pay me back £2,000 of the money it has owed me personally for six years.

In other words, we don't have many people who can handle finance smartly. That this sag was not accompanied by other slackening or increasing activities, is quite a comment.

Beside myself, only Jack Parkhouse and Julia Lewis Salmen amongst all of us have a proven record of good financing.

It might interest you how I do this trick: I disseminate like mad to lots of people and get in lots of money. I don't run up bills if I don't have money. I spend money freely only when it has been made and is in the bank. I don't worry about wasting money if I have made the money first. I never "plan for emergencies". I just make lots of money for the organization. To any financial problem I answer by making money. To any crucial organizational problem, I answer by disseminating like mad, improving service and getting in lots of money.

I answer money problems with lots of money, not with worry or sadness or impractical hope. I never count on any one source. I always plan to get the total sum of all the money I need from each one of 3 or 4 ways or sources.

But most important, I don't run up bills if I don't have the cash in sight to pay them.

I am not parasitic on the organization. I always make many times the amount I may spend on hybrid horned toads with pink ribbons for the front hall.

I do now and then throw money away when it's been made and isn't needed.

Now I've taught you many things. Let me also teach you to make tons of money for the organization. It's the one thing staffs do poorly—the making and spending of money. They can evidently spend it, they don't well make it. So let me teach you this: Disseminate like mad and make tons of money. Please?

By the way, both DC and London went completely sour in only two functions—the buying of printing and the failure to send their magazine once a month to everybody in CF. In other words, HCO printing hat and the Department of Materiel hats were to blame for the sag.

No ruin faces us. I'm still here, still working hard, still communicating.

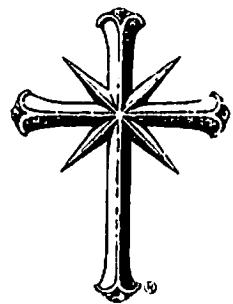
But by golly you better learn to do this one for yourselves: disseminate like mad and make money: don't incur a single bill until you have the cash to pay it already in the bank.

I've put DC and London on tight budgets for current expenses and have other ways to float their barks. If need be I'll pay the bills out of my own pocket, which would be unjust, since I didn't incur in any way the more serious debts and repayments to me in both cases summed only a fraction of their total.

So get smart about money. It's only money. It's made and if you make it, you can have some. If you don't you can't: it won't be there to be had.

L. RON HUBBARD

LRH:gh.eden



# INTERNATIONAL MANAGEMENT BULLETIN No.120

from  
Church of Scientology International  
Church of Scientology Management  
Central Authority for Dianetics and Scientology Activities

TO: Org & Mission  
Execs & Staff  
Publication Organizations  
Execs & Staff

FROM: Books Executive International

30 March 1988

## IMPORTANT DATA

### "DIANETICS - THE MODERN SCIENCE OF MENTAL HEALTH"

#### HARDCOVER EDITION

Recent evaluation in the area of book sales found vital LRH™ data regarding books in neglect and suppressing Org public inflow and income as a result.

The data is regarding the importance of stressing sales of hardcover books. It has been found that where hardcover DMSMH is promoted and sold by Orgs and Missions, public inflow is high and where not, public inflow suffers.

LRH said in Flag® Bureaux Data Letter 56 of 11 February 1971:

"The idea that the public would buy more if everything was in paperback format has not worked out. Further cheap books automatically includes in public that cannot afford org services and contributes to the decline of orgs. The "book buyer" has ceased to mean "intensive buyer" or "Course buyer."

and, in HCO™PL 11 May 1971 "DIANETICS AND SCIENTOLOGY IN OTHER LANGUAGES" LRH says:

"The book DIANETICS: THE MODERN SCIENCE OF MENTAL HEALTH printed with hard covers in the language is vital.

"When members of the public read it and take an HAS Course they want training or processing or both."

"This book placed in book stores, advertised in magazines, and sold by Field Staff Members and the org itself not only reaches the public but also in hard cover form pays for its own distribution. As a paperback it does not pay for itself."

A boom was started in Europe with hardcover books. A write-up from a successful Pubs Sales Manager from that time illustrates this point well:

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"The first LRH books that came out in EU were all hardback books. LRH paperback books were unknown. The existing orgs at the time (1972) jumped on them and the orgs boomed. In a short time period EU went from around 7 or 8 orgs to more than 30 orgs. Whole countries opened up through the orgs pushing and selling only hardback books. Countries like Switzerland were started on the basis of sales of the new hardback German DMSMH. Teams of people operating out of Munich would organize Swiss FSMS and these FSMS would tour around selling hardback books on the streets and at lectures. The results were bus loads of public going back to Munich for services. Very soon orgs and centres started opening in Switzerland. ONLY hardback books were sold. The percentage of public getting interested due to the book was very high because a big hardback book gets respect (Ref: HCO PL 4 November 1973 PUBLISHING POLICY BOOKS AND MAGAZINES).

"Italy was another example. Italy flourished with volumes of public lectures. Books were the centre point of the lectures and many books were sold at these lectures. FSMS and small groups would sell hundreds of books weekly. Many many Italian FSMS would purchase lots of 25 or 50 hardback books. The FSMS were SERIOUS about selling books and the hardback books were the books they sold and groups opened up all over Italy and many became orgs.

Love,

Neil"

Attached to this IMB you can read a write-up from one of the most successful book sellers ever. And he only sold hardcover LRH books!

**"People respect BIG books.**

**"Pocket books are a very last resort in publishing anything. They too lack general respect."**

...

**"The heaviness and bulkiness of a book determines respect for it."**

(LRH - HCO PL 4 November 1973  
PUBLISHING POLICY BOOKS AND  
MAGAZINES)

Recent surveys confirm that public who buy hardcover books are better educated and are in a higher income bracket than the general paperback book purchaser - and they also parallel the description of the prime prospect for Dianetics and Scientology materials and services.

There are bigger book commissions to be earned on hardcover books for staff and FSMS and higher book account profit for the Org.

Therefore, Pubs Orgs will be ensuring each Org is well above minimum stock on DMSMH Hardcover editions and selling these and other LRH Hardcover titles in volume and Pubs Orgs will no longer be supplying Orgs and Missions with the paperback editions.

#### **MARKETING ACTIONS TO BOOST YOUR DMSMH HARDCOVER SALES**

International Management via Central Marketing International is providing Orgs and Missions with an unparalleled DMSMH Hardcover marketing campaign.

Big pre-fabricated book displays will be furnished to your Org and/or your Mission. Central Marketing will authorize Pubs a certain amount of money to share advertising costs with you for

DMSMH Hardcover - radio ads, TV ads, newspaper and magazine ads. For example, if an Org or Mission wants to run an advertisement for DMSMH Hardcover in a local magazine Pubs may pay for half or more of that ad. Such practice is called "cooperative advertising" and is commonly done with wog book stores to help increase sales of books. Contact your Pubs Sales Manager for details on how to qualify for this "cooperative advertising".

Well surveyed promo for DMSMH Hardcover and other Dianetics Hardcover titles is available as of this writing. Info packs promoting DMSMH Hardcover and other LRH Dianetics Hardcover titles will be made available to you as well.

Sales kits for your FSMs and street and door-to-door book-sellers will be available. Sales incentives (games and awards) for FSMs and Org book outlets that meet certain quotas of DMSMH Hardcover sales will be there for you as well.

The various promotional items described here are being produced at this very minute and will be available to you shortly.

#### WHAT TO DO

1. Get up huge displays of "Dianetics - The Modern Science of Mental Health" Hardcover edition in your Div 6 new public areas as well as the Bookstore.

2. Dig up and get into use DMSMH Hardcover edition promo (posters, flyers, street handouts, magazine and newspaper ads, bookmarks - all promoting DMSMH Hardcover are available as of this writing). As the new promotional items described above are received by you get them into use.

3. If you lack promotional items for DMSMH Hardcover immediately alert by telex the Dianetics Route Book Marketing Officer Central Marketing International or your Pubs Sales Manager.

4. Get your FSMs promoting and selling DMSMH Hardcover. Award them for doing so.

5. Implement the plans and suggestions you receive from your Pubs Sales Manager and Central Marketing International on DMSMH Hardcover promotion and sales.

#### SUMMARY

Where hardcover books are promoted and sold public inflow is high and Orgs and Missions boom!

So get busy and sell "Dianetics - The Modern Science of Mental Health" Hardcover edition in volume! And boom!

BOOKS EXECUTIVE INTERNATIONAL  
Authorized by  
AVC INTERNATIONAL  
for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

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CSI:BN:SR:pp

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HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 4 NOVEMBER 1973

Remimeo

PUBLISHING POLICY  
BOOKS AND MAGAZINES

Magazines are advertising pieces for other items or services.

They are not in themselves a primary publications media. By that is meant you do not use a magazine as an outlet for the publication of a book in the magazine itself, or a poem or an HCOB or P/L or any other valuable item.

Magazines review them without giving much content, discuss them, refer to them and direct attention to primary items or services. Magazines do NOT carry the item itself.

People do not respect things issued in magazines. They respect the same things in books.

Newspapers and magazines REVIEW and DISCUSS and DIRECT ATTENTION to things and make them desirable.

If the person wants the thing itself he is directed elsewhere.

This is standard operating policy not just with us but is standard with the whole industry.

Even where abridged books appear in public magazines or serials, they usually have come out in a book. But notice that general publishers do not even do this any more and limit magazines and newspapers to REVIEWING their publications.

A Review is limited by copyright law to 200 words of quotes from a major book and even then should have permission from the author.

Possibly people do not respect what appears in a magazine because, as a partial explanation, there is little or no exchange. They get, particularly in our case, the magazine free.

WEIGHT

Magazine format has no weight in terms of ounces or pounds. People respect BIG books.

Pocket books are a very last resort in publishing anything. They too lack general respect. And they are not economically sound for a publisher until they go to hundreds of thousands copy volume.

The heaviness and bulkiness of a book determines respect for it.

One even puts thicker paper in books which have less text.

#### PRICE

Lowering the cost of a book decreases its sales volume in most cases.

An example was the paper bound "Handbook for Preclears" and "Self Analysis". They sold for \$2.75 in the original paper bound edition. As many thousands were on hand the price was reduced, to help dissemination, to \$.35 each. THEY CEASED TO SELL AT ONCE. After a long time, I noticed they were not selling and put their price back to \$2.75 and they instantly began to sell in volume and went into reprint.

#### DOWNGRADE

It is a downgrade of materials to:

1. Issue in magazine form.
2. Issue in pocket book.
3. Make small books.
4. Make light books.
5. Decrease price.
6. Issue in a portmanteau fashion (like cut three books down to one or issue 6 planned issues in one issue). (This does not include selling whole libraries of books at one time for full price each "with discount".)

#### MERCHANDISING

A new book is published as a book.

It is heralded, reviewed (without giving all in it or its key) and advertised in magazines and flyers.

Its price is not cut.

It has SIZE.

It has WEIGHT.

It is never paperbacked for any reason.

It has quality paper.

It is quality designed.

It is quality printed.

IT CONTAINS NO TYPOGRAPHICAL ERRORS.

Its art work is splendid and colorful.

It is economically sound.

It is advertised and referred to on and on many times.

It is kept in print so it never backorders.

PR campaigns are built around it.

It is shipped so packaged that it is not damaged.

Flyers for it go into Reg letters etc.

If a printed edition of it has been a downgrade it is brought up to date and reprinted as above WITH ALL ERRATA corrected and it will sell well again.

It is advertised in public magazines devoted to its own type of public.

#### PROPERTIES

A "property" is a valuable saleable item.

We have literally thousands of properties.

We just have not at this writing merchandised them and made them available for sale.

We are getting about 1/100th of the sales volume we should simply because policy is not followed and properties are not gotten together and issued ON POLICY as above.

#### DISSEMINATION

As almost the totality of dissemination becomes real only with books, general dissemination is running at about 1/100th what it should at this writing even though it may seem high already to you.

A successful Public Reg once said, "It's hard to sell public off the street even if they come in. But if they

have read a book, there is no selling necessary. One just signs them up."

We ARE the answer to this planet's human problems.  
Why keep it a secret? Learn book policy and use it!

L. RON HUBBARD  
FOUNDER

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SEA ORGANIZATION

FLAG BUREAUX DATA LETTER 56

11 February 1971

PUBS ORG

Situation: FEBCs arriving in their orgs and trying to get books and tapes are going to be stopped by the inability of Pubs Org to supply.

Pubs Org is travelling along on low stats.

According to inadequate data, (since Pubs Org sends too little to Flag and only questioning Pubs FEBC students has established what we have) the following four oddities exist:

A. Pubs receives the majority of its income from the US. Yet it cannot ship books into the US. Thus with the US emptied of income the US Office cannot reprint in the US. Pubs main office is in the Commonwealth but is not using or serving the Commonwealth to any great degree.

B. Pubs has to have individual buyers that buy full price in addition to discount buyers such as orgs to become solvent and remain so and buy stock. Example: A book costing \$7.50 is sold for quantity discount to orgs for \$4.00. This is a small profit margin - too small. It is correct that Pubs should so supply orgs. BUT to be viable Pubs also has to have lots of \$7.50 sales of that book. Yet Pubs set its own policy a year or so ago to knock out all its selling to mailing lists and individuals. (It also ceased to sell to outside distributors.)

C. The Auditor Magazine and Continental Magazines and Org Magazines are generally paid for by BOOK and TAPE profits made by orgs. Lately the Auditor is a heavy burden to the three SHs. WHY? Because mailing an Auditor is not followed by book receipts. Thus Cont'l and Org Mags have also gotten to be a burden and are of disgusting printing quality. Not paid for by book and tape sales orgs cannot afford to support them.

D. Paperbackosis has gotten into Pubs. Lacking funds because of B and C above, it seemed a cheap out to print dinky looking cheap paperbacks instead of hard cover presentable volumes. The idea that the public would buy more if everything was in paperback format has not worked out. Further cheap books automatically includes in public that cannot afford org services and contributes to the decline of orgs. The "book buyer" has ceased to mean "intensive buyer" or "Course buyer." As an example of this, Distribution Center (DCI Wash DC) stayed solvent only because Science of Survival sold to individuals by mail at \$7.50 was a constant seller.

The WHY of Pubs is established as persons who do not know the mail order book business have over the years altered policy until Pubs has become an off policy org.

Tracing this back, we find Pubs has been in trouble ever since it left the internal framework of an org.

People had books and meters and tapes as long as Pubs was part of an Org in DC and part of SH in England. There, adequate internal supervision kept the activity on policy.

The character of Pubs is being established by off-policy counter-policy. There is no one inside or outside Pubs geared or organized to get it on policy.

Any effort to get Pubs on policy is swept away by the years long outnesses built in by Counter-Policy.

Pubs is no longer a Mail Order Book Business. It is a distributor.

**Handling:**

Pubs US is to be set up as Dept 5 Asho and gotten on Policy and all its line cut to DK and Europe. It is to get stocked up (using Manney) on basic books. It is to get together an on policy Tape set-up and business. It is to take over the SO meter business when the SO gets its loans out of it. It is to use THE AUDITOR (US) as its book selling outlet. It is to specialize in hard cover books (aside from the news-stand DMSMH). It is to assemble a mailing list of all old book buyers in the US get it on plates and mail the Auditor Minor Issues to them as well as to org customers and Majors to Memberships. It is to advertise only what it has on hand to ship and say so. Old SH Auditors and all policy is to be studied hard by all its people to re-learn how to merchandise books, tapes and meters.

The DK Pubs Org is to do the same project as part of its rehab, and become Dept 5 AOSHDK with a liaison to Dept 5 SH in England. The Auditor will have to continue to be made up and mailed from SH UK but must sell books, meters and tapes mailed from DK and Pubs must share with AOSHDK and SH UK the cost of The Auditor. While this seems an uneasy arrangement it will have to be made to work. The editorial policy will have to be set in Dept 5 SH UK in liaison with AOSHDK and Pubs. Far closer arrangements will have to be made. Squabbles on Finance wrecked a lot of stats recently.

AOSHDK will have to be in the book and meter business also to afford its share of Auditor cost. So will SH UK. And Pubs had better begin supplying ahead of time, not after the fact of order.

Pubs DK will have to be warned early of this shift as it is dependent on US income.

On Individual Buyers, Pubs DK will have to repeat the US project to collect names and get the Auditor mailed to effective lists. It must have its share of individual sales. When it individuated from orgs and ceased to sell to individuals the Auditor could not be afforded.

As AOSHDK Dept 5 it will have such sales to help it and help pay for the AOSHDK share of The Auditor.

Sight Translation Tapes will save Pubs DK IF it can bring itself to establish an on-policy Tape Dept and actually get in 24 hour delivery and actually clear its policies with Flag.

Merchandizing tapes is itself an area of know-how. One doesn't excerpt tapes from whole packages, wreck those bigger packages and thus have no new packages to sell. Also one doesn't farm out to some highway robber copy firm for rotten Quickie Copies and big bills one cannot then pay. One obligates Pubs to 5,000 blank tapes from a tape supplier, takes the discount and tapes and pays for a few dozen at a time

cash. One makes the ordered tape or set and ALSO four more for stock within 24 hours of order receipt and fills the order in 24 hours. And one sells to individual buyers as well as mass orders to orgs WHICH ARE ALSO MADE AND DELIVERED. Fine quality copies rapidly delivered is the Product of the Tape Dept.

Such a Dept must also go in at ASHO when and if it can afford the equipment (which is NOT "Copy in 1 minute" 2 million dollar horrors but high quality pro tape machines). It's all in policy believe it or not.

Paperbackosis must GO! Reprints should be in hard cover fancy format at prices computed by policy.

---

This is the real WHY. A Mail Order book business is its own tech. When a lot of know-best is permitted to wipe out the policy which kept books solvent for years and years and often saved an org, it is time to revert.

#### GENERAL PREDICTION

Finance is going to say, "We are inheriting heavy debts. We can't take over." That's not true. The debts are greatly reduced. This also implies that because it's another company we won't have to pay. We are paying. Both the SO and WW are being continually bled by the Pubs scene. We have to make it run right. That requires an on-policy Pubs.

Pubs DK is going to say "We'll go broke unless subsidized by the US to which we can't deliver." The answer is Sight Translation Tapes in European languages. NOT books printed in European languages. A fast action is needed on this. Individual sales and full Tape packages (not excerpts) have to be gotten in and the Auditor has to be used. Delivery has to be caught up.

Pubs will say "But the policy we're working on...." The only Policy Pubs has is in HCO P/Ls and if it's doing anything it better quit it quick. Pubs shifted to the wrong type of business and must get back to Mail Order.

A ruthless search out of counter policy will have to be made. And a heavy put-in of real policy starrate will have to be packed up and done on all terminals related. To do less would be disaster.

"But Pubs is its own corporation" could be an objection. All earlier Div 5 book businesses were separately incorporated and separately taxed. Wichita, Washington. Not until SH was a pubs under the same corporation as the org. Yet the org always ran it as part of the org.

"We can't do it all at once" will be heard. No, but it can be done and SOON.

#### KEY PROJECTS

The "Rosicrucian Project" worked out in DC and given to Julia Salmen but never done is the key to Pub prosperity in the US.

This project located Rosicrucian ads, put Scn book ads in same mags. A lot of work was done on it.

Mainline Sight Translation Tape promotion and sales is the EU salvation pattern.

ENVOI

A lot of people have worked hard to preserve Pubs.  
Their work is appreciated.

There's no shame-blame-regret here.

Their work is appreciated.

Now let's get it back on the rails, on policy and get books to these new FEBCs so they can boom orgs.

Books in the field NOW means the org's business tomorrow.

We are being penny wise and million dollar foolish not to get Pubs fully operational.

---

The planning outlined above is to be projected by CS-2.

L. RON HUBBARD  
COMMODORE

LRH:sb

SEA ORGANIZATION

FLAG INFORMATION LETTER 671

22 January 1986

Reissued 4 March 1987

TO: ALL BOOKSELLERS  
ALL FSMS  
ORGS  
MISSIONS

**FSM BOOKSELLING HAT WRITE-UP**

In LRH ED 344R INT "RIDGE ON THE BRIDGE" LRH talks about initiative in the area of booksales to raw public and gives the following example of a top bookseller who took initiative:

"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."

LRH

Here is Franz Schuler's hat write-up. This is how he did it!

"In 1973 a Scientologist in Basel (Switzerland) sold me the book "FUNDAMENTALS OF THOUGHT". About 2 weeks after I bought the book, that Scientologist called me up to find out if I had read the book and to find out if I was interested in going to Munich (Germany) to do a beginner's Scientology Course - The Comm Course. I had just finished reading the book and was definitely very interested to find out more about Scientology. A few hours later I was on my way to Munich to start the Comm Course.

The 2nd day on the Comm Course, I just had my first major wins. An auditor gave me a Free Case Analysis. After the Free Case Analysis, I was routed to a Body Registrar. During the reg interview I realized I needed auditing, however, I didn't see how I could financially handle it. The Body Registrar then told me about Munich Org's BOOK AWARD PROGRAM and that by selling books I could win auditor training and co-audit my next step. She sold me 50 books and then routed me to the Dir Clearing who gave me some instant hatting and who also told me he would call me frequently to find out how I was doing. He told me what an FSM is and that there were several FSMS in Switzerland who were selling lots of books in the street and that it was real easy to do.

Back home in Switzerland I just couldn't confront going out in the street to sell these books. If I didn't have the necessity to get my money back, which I invested in the books, I don't think I ever would have started. A few days later the Dir Clearing Munich called me up to find out how I was doing. It took some coaxing but finally I took the big step to go out in the street to sell a book. I think the 2nd person that I contacted bought a book. I went home with a major win!!

The same day the Dir Clearing Munich called me up and told me that a group of Munich FSMS were challenging the Swiss FSMS to determine which group would sell more books the following weekend. He told me that he was arranging for the Swiss FSMS to meet in Basel to decide whether they wanted to accept the challenge or not. He invited me to attend the meeting. The decision was clear cut -- We decided to sell a lot more books than the Munich FSMS. The Dir Clearing appointed an overall I/C for the Swiss team who acted as a leader and as a contact point for the Dir Clearing Munich. Our battle plan was for some of us to go to different cities and sell in small teams. That weekend, about every 2 hours the Dir Clearing Munich called us up to brief us on the standings. The final standings were close - Number 1: Switzerland, Number 2: Munich.

A LOT of books got sold that weekend! As a reward, Munich Org threw a party for all FSMS who participated. Some Munich FSMS didn't like the idea of having been beaten and so we decided to have a new one month contest to find who was the real Champion FSM TEAM and who was the best INDIVIDUAL FSM.

Following a suggestion of the Div 6 Sec Munich, we instituted a weekly FSM meeting to exchange ideas, find out how we were doing as a team and to have fun! The FSM group leader weekly would remind the individual FSMs about the meeting and make sure they came. Sometimes Munich Div 6 would send a representative to the meetings. There was always something new and interesting! For example one time we got drilled on the Tone Scale, at another meeting we learned about keeping stat graphs.

At one of these meetings a Munich Org Public Reg taught us how to do OCA test evaluations as a means to find a person's personal ruin to then sell him a Div 6 service. We got a stack of OCA tests, marked our personal address on it, and then started to give these out with each book we sold. The response was excellent with many book buyers calling in or coming in person to get a test evaluation. Soon the influx was more than what each of us could handle and so we decided to rent an office space and appoint a fulltime test evaluator. The sign up rate was high and soon we had a steady flow of 10-15 new people going to Munich org for a weekend Div 6 course. Some came back to win their next service by selling books, some bought their next service and we actually made steady income from FSM commissions by sending the public to the Munich org (there was no org in Switzerland - yet).

The competition created real team spirit. The Munich Org got into the lead because they got a few full time FSMs who sold books all day long. In response, our FSM I/C talked some of us into becoming full time FSM Booksellers. By that time it was real for me that I could make enough money from booksales (As I bought the books at bulk discount) and the follow-up FSM commissions to comfortably survive while at the same time win Scientology Courses and so I decided to become a full time Bookseller.

As a full time Bookseller I soon developed quite effective ways to get volume books sold. Soon I was selling between 20 to 25 books a day and sometimes more than 30. Using this pattern I sold many thousands of books to raw public in the street.

The following is how I did it:

1. I always picked a high volume public traffic area, such as a train station, shopping street or shopping mall.
2. I always made sure that, besides having plenty of books with me, I was equipped with the following items:
  - a. Monetary change (coins and bills)
  - b. A writing block to note down the Book Buyer's address.
  - c. A pen.
  - d. A stack of OCA test questionnaires with my private address. (Once we had our own Scientology Office, the OCA questionnaires carried the Office address).
3. I always always made it a point to contact a volume of people. The basic idea was that those public who were really interested actually buy the book and the others don't. I made it a point not to get into long drawn out sales talks!
4. Preferably I teamed up with another FSM but this was not a must.
5. I always made it a point to apply TR 0-4 and Tone 40 from the point where I contacted a person to the point where the person walked away with a book in his hand.
6. I always made it a point to observe the person's tone level before even contacting the person. I didn't contact a person who was obviously very low on the tone scale.
7. I rarely contacted a group of people and mostly contacted individuals.

8. I always got the book buyer's address which I noted in my note book. I would keep a copy for myself for later follow up by letter or phone and send a copy to Munich Central Files via the Dir Clearing.

9. At FSM meetings I would frequently drill points of difficulties - eg. if I had troubles contacting a person and getting his attention, I would then drill this point until I comfortably could do so.

With the above point in, the actual sales procedure more or less followed the following pattern:

[NOTE: This sample shows how I sold the Book "PROBLEMS OF WORK", which in 1974, besides "FUNDAMENTALS OF THOUGHT" and "DIANETICS: THE EVOLUTION OF A SCIENCE" was the only German translated LRH Book.]

A) Person comes walking in my direction, or I walk in his direction:

Me: (I'd use enough intention and good TR-1 to get the person's attention). "HELLO! DO YOU WORK?"

Person: (usual answer) "YES"

Me: "EXCELLENT, I WANT TO SELL YOU THIS BOOK."

B) While saying the above I put a copy of the book in the person's hands. Normally the person would start to look at the book, turn it around, etc.

Me: "TAKE A LOOK AT THE TABLE OF CONTENTS AND SEE WHICH CHAPTER INTERESTS YOU."

Person normally opens the book and looks at the table of contents and chooses a chapter.

Me: "VERY GOOD. THE CHAPTER IS ON PAGE (whatever the number is). YOU CAN OPEN THE BOOK AND TAKE A LOOK."

C) At this point the person normally starts looking through the chapter. While he is doing that, I'd proceed as follows:

Me: "I AM A MEMBER OF A SCIENTOLOGY GROUP. SCIENTOLOGY IS AN APPLIED PHILOSOPHY. I AM SELLING THIS BOOK WHICH CONTAINS PRACTICAL INFORMATION PEOPLE CAN USE IN THEIR DAY TO DAY LIFE. IT COSTS 12 SWISS FRANCS."

(I always ended the sales talk with how much the book cost)

D) At this point, without hesitation, I would take the book out of the person's hands, and while doing so:

Me: "DO YOU HAVE 12 SWISS FRANCS WITH YOU? I HOPE IT'S NOT TOO LARGE OF A BILL SO THAT I CAN MAKE CHANGE. TAKE A LOOK".

At this point, I would normally reach into my pocket and move around coins so the person could hear it.

E) Normally the person would give me the money, and I would take it while keeping the book in my hand. I would give out the change. Then, I would proceed as follows:

Me: "HERE IS A FREE TEST I AM GOING TO GIVE YOU WITH THE BOOK. IT HAS MY ADDRESS ON IT AND YOU CAN GET IN COMM WITH ME IF YOU HAVE ANY QUESTIONS, WANT MORE BOOKS OR GET A TEST EVALUATION. I AM VERY INTERESTED HOW YOU LIKED THE BOOK AND IF YOU HAD SUCCESS WITH IT. NOW, WHAT'S YOUR ADDRESS?

F) I would write the person's address on my notebook, then give the person the book and the OCA test and end off saying:

Me: "THANK YOU, I HOPE I HEAR FROM YOU."

G) Then, I would contact the next person.

Much Love,

Franz Schuler"

Franz Schuler did this by applying:

HCOB 28 APRIL 1960 BOOKS ARE DISSEMINATION (OEC VOL 6 pg 108)  
HCO PL 7 APR 1965R BOOK INCOME (OEC VOL 6 pg 147)  
HCO PL 8 DEC 1965 DISTRIBUTE: TO SPREAD OUT SO AS TO  
COVER SOMETHING (OEC VOL 6 pg 88)  
HCO PL 16 APR 1965 HANDLING THE PUBLIC INDIVIDUAL (OEC VOL 0 pg 78)  
HCO PL 28 MAY 1972 IMPORTANT BOOM DATA (OEC VOL 6 pg 454)  
HCO PL 23 OCT 1965 DISSEMINATION DRILL (OEC VOL 6 pg 112)  
BOOK: BIG LEAGUE SALES CLOSING TECHNIQUES by Les Dane

Use the above write-up and references and get booksales going at a high roar in your area!

\*\*\*\*\*  
**BOOKS MAKE BOOMS!**  
\*\*\*\*\*

**BOOKS EXECUTIVE INTERNATIONAL**

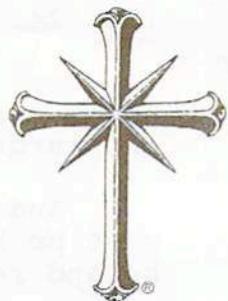
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Index:  
Page 1, 1st Quote © 1982 LRH.

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## INTERNATIONAL MANAGEMENT BULLETIN No.124

from  
Church of Scientology® International  
Church of Scientology Management  
Central Authority for Dianetics® and Scientology Activities

To: All Staff  
All Orgs

28 September 1988

From: Executive Director International

Refs: LRH™ ED 339R INT REVISION OF THE BIRTHDAY GAME 1982/83  
LRH ED 339R-1 INT THE MAKE-BREAK POINT OF AN ORG

### IMPORTANT

#### THE RELEASE DATE FOR NEW OT® IX, ORDERS OF MAGNITUDE

On 6 June 1988 the delivery of the first of the actual OT levels, NEW OT VIII TRUTH REVEALED™, began on the Sea Org Motor Vessel *Freewinds™*.

Since then, close to 300 New OT VIII completions have been produced to date with rave results and more are completing each week.

I have been asked when the next OT level, New OT IX, will be released.

In LRH ED 339R INT, REVISION OF THE BIRTHDAY GAME 1982/83 and LRH ED 339R-1 INT, THE MAKE-BREAK POINT OF AN ORG, LRH calls for every org to urgently expand up to and beyond the size of the old Saint Hill in its prime.

LRH advised International Management that the release of new upper OT levels, what now comprises the levels of New OT IX and above, should take place once the orgs had achieved the size of old Saint Hill.

Therefore,

**NEW OT IX WILL BE RELEASED WHEN THE EXISTING ORGS HAVE REACHED THE SIZE OF OLD SAINT HILL.**

The aims of Scientology as laid out by LRH, are to create a new civilization where all well intentioned men and women on earth can go free. Clearing the planet is our goal.

In order to accomplish this while we still can, we must have big booming orgs which can impinge and revert the downward spiral of the current society. That is the reason why orgs exist.

In the current enturbulated environment with its crime, aberrations and out-ethics, an OT can not make it alone. He

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needs a strong organization which builds and keeps there a strong and large bridge for all to travel up to Total Freedom.

And our orgs are the pillars supporting The Bridge®. They must be big and strong so we can all make it to OT and so OTs can be and remain OTs.

This is why it is imperative for each and every org to reach the size of old Saint Hill.

Beware of those who may try to say that "it can't be done." They lie. Recognize and handle them as the ones who do not want the org to make it and are stopping the show from getting on the road.

You have more riches right now in your org than ever before. You have more materials to make auditors than ever before and service your existing field for all it is worth. Many high quality promotional pieces have been sent to your org making it easy to promote. Repackaged books and new services for the beginning of The Bridge are available allowing you to build up the organization and routes to get new public in.

You have successful 339R implementation programs to get these riches into use. You have the International Executives on post in the Senior Executive Strata who are there to assist you directly so ask from them what help you may need to boom your org to old Saint Hill size.

And most importantly, you have all the LRH policies and tech right there at your finger tips. Following and enforcing them EXACTLY, is the ONLY way you are going to get a big booming org fast.

Re-read LRH ED 339R INT and LRH ED 339R-1 INT and get them in. Together with the rest of the staff decide to make it. THINK BIG. Set the quotas, do the plans and DO IT.

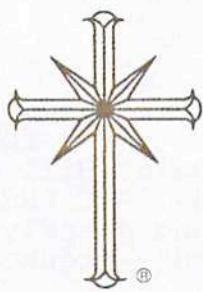
Brief your FSMs and field. Get them involved to help get your org to old Saint Hill size. Brief them on all the riches you have! Work as a TEAM with the other staff and the public to achieve this purpose and rocket your org to old Saint Hill size!

Captain Guillaume Lesevre  
ED INTERNATIONAL

Authorized by  
AVC International

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI(BN):GL:cn



## INTERNATIONAL MANAGEMENT BULLETIN No. 273

from

Church of Scientology International

Church of Scientology Management

Central Authority for Dianetics® and Scientology® Activities

To: ALL ORGS  
PESes, CHAPLAINS  
EXEC COUNCILS  
ALL STAFF MEMBERS

7 March 1995

From: SERVICES EXECUTIVE INTERNATIONAL

### RECOVERY OF STUDENTS AND PCs

#### THE ARC BREAK PROGRAM

Refs:

HCO™ PL 25 June 72  
HCO PL 27 Jan. 80 II  
HCO PL 6 May 84  
HCO PL 9 Aug. 79 I

RECOVERING STUDENTS AND PCs  
RUDIMENTS (ARC BREAK) PROGRAM  
ARC BREAK PROGRAM ADDITIONAL  
DATA  
CALL-IN: THE KEY TO DELIVERY  
AND FUTURE INCOME

Book:

Technical Training Film:

The Book of Case Remedies  
The Art of Communication

"I always order orgs to pick up and smooth out AT ANY ORG EXPENSE every ARC broken pc they can find in their files or areas as a SPECIAL PROGRAM." ...

"You clean up the whole field from years and years back."

- LRH (ED 473 WW 842 SH, WW EMERGENCY CONDITION)

Every Scientology org has the purpose of making trained auditors, freeing beings and clearing its community. But as an org works toward this purpose, it can occur that people fall off the lines and cease to move up the Grade Chart. These people have strayed from the clearly marked path and wound up parked in a side canyon, staring at the rocks. Unless they are gotten back to the path and led upwards they are lost.

Such people are clearly in trouble personally. But they also create trouble for others and for the org, muddying up the field with bad word of mouth, cutting people's reach and lowering the org's repute. What a contrast to a Scientologist™ actively on lines, flourishing and prospering through application of the tech and disseminating enthusiastically!

So no org can afford to leave ARC broken public uncared-for. It is inhumane to say the least, and cuts directly across the org's purpose and potential expansion. In fact, locating and handling every such person is a key part of the org production strategy: "SERVICING YOUR EXISTING FIELD FOR ALL IT IS WORTH WHILE BUILDING UP THE ORGANIZATION AND ROUTES FOR NEW PUBLIC IN."

An ARC broken person is part of that existing field, and he is a being like any other -- he responds to standard tech, standardly applied. His ARC break can be handled. And no one is happier than he when it is, removing a barrier to his progress to total freedom. As LRH says in HCO PL 25 June 72, RECOVERING STUDENTS AND PCs, "THE PUBLIC HATES LIKE HELL TO BE DENIED DIANETICS AND SCIENTOLOGY."

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HISTORY OF THE ARC BREAK PROGRAM

LRH formulated the ARC Break Program in the days of old Saint Hill in its prime. The program, described in HCO PL 6 May 84, ARC BREAK PROGRAM ADDITIONAL DATA, was remarkably successful and greatly contributed to building Saint Hill well past the make-break point.

"The most successful ARC break team action I know of was operated out of Saint Hill many, many years ago. They had somebody who simply approached the ARC broken public as an initial interview. The person didn't try to reg or handle or anything of that sort but simply ascertained what the score was with the person. With this data in hand the person's name would be turned over to an auditor/reg team. The auditor/reg team was not then sent tearing all over the country trying to locate people. The person had already been spotted and something was already known about the situation. In this way they could get up to considerable quantity of handling. They were quite successful and, in fact, the most successful ARC Break Program on the track." (HCO PL 6 May 1984, ARC BREAK PROGRAM, ADDITIONAL DATA)

In 1972, LRH advised that the same pattern be put in in Boston. It resulted in public being DRIVEN in on the org for service and was an essential factor in moving that org above the make-break point:

"I would just put them all (off-lines public) back on the lines. I would just put out 6 or 8 tours people and I'd just put them around and let them ring doorbells." "Have an appointment book and have a record and a worksheet of the appointment." "And I'd teach them how to register and I would sign the people up on the ground."

"And I would pay auditors bonuses and supervisors bonuses and I would pay tours peoples bonuses -- how many did they sign up?"  
- LRH (Briefing to CS-6, 30 May 72, RE: BOSTON ORG EVAL)

LRH stressed this pattern again in HCO PL 15 Nov. 74 II, CFs, ARC BREAKS IN:

"But where a CF does contain people ARC broken with the org, there is a time-honored way of handling.

"One picks out a key area and from that area selects a person. The ARC Break Reg and Auditor get them in. The Case Supervisor and an HGC auditor do a bang-up job of handling rapidly. And a shiny product is sent back into that key area.

"One keeps this up, area by area, putting out fine examples.

"People will begin to come in from those areas.

"It works every time."

Today, we have the full pattern and actions of the ARC Break Program codified in HCO PLS. But we have much more than that -- we have a far wider variety of LRH technical tools for handling the ARC broken individual than were available to the staff at old Saint Hill. Prepared assessment lists cover all possible sources of bypassed charge, on every auditing action and rundown; there is even the Student Rehabilitation list to locate and blow charge connected with study. We also have the full range of Word Clearing technology and precisely codified ethics tech to zero in on and handle out-ethics situations blocking a person's progress and holding him off The Bridge®.

The program has been applied again and again by orgs around the world, with spectacular success. One ED, arriving to take over command of an org, found it in a very sorry state. There were almost no staff, only a handful of public on lines and the Public Division machinery to bring in new people in disarray. So, while continuing to service those in the shop and building up the routes for new people, he put in the ARC Break Program, full force.

Looking through logs, folders and files, he gathered up the names of every off-lines public he could find. He began personally contacting them one by one, finding out what their situation was and getting them to come in. Once arrived, they were given a free assessment; the bypassed charge was found and indicated, the ARC break dissolved completely and the person's enthusiasm and purpose were restored. Person after person returned to service and happily signed up for more. Almost like magic, word spread through the field that the org cared and was really delivering. The org came to life and was very rapidly back on its feet, clearing its area.

#### "THE ART OF COMMUNICATION"

The newest tool to use in setting up and running a standard, successful ARC Break Program is LRH's latest Technical Training Film, "The Art of Communication". Though the film's primary message has to do with the importance of guiding and controlling communication, it also shows the ARC Break Program in action. Beginning with nothing but a willing staff member and a list of ARC broken public, the program is built up and run, just as laid out in LRH™ policy -- and with tremendous success. The film should be viewed by anyone connected with the ARC Break Program, over and over. It is utterly invaluable hatting, straight from LRH!

#### WHAT TO DO

If you don't have an ARC Break Program effectively contacting and handling any ARC broken public in your field, you need to get one into action without delay:

1. Get the new 339R program, IMEC Program Order 226, "Your ARC Break Program," into immediate execution, with your PES assigning it to a Public Divisions staff member to do on a right-now basis.
2. If you do not have a Chaplain, post one, single-hatted, and send his name, photograph and qualifications to the International Chaplain FB.
3. Get your Service Call-In Committee to monitor the progress of the ARC Break Program and to demand that all off-lines Scientologists in your area be recovered.
4. Watch the film, "The Art of Communication" several times, to gain a full grasp of the fundamentals of an ARC Break Program.

#### SUMMARY

There is no reason whatsoever to leave people adrift in the abyss when the tech exists to rescue them. To do so would be, bluntly put, criminal. Salvaging them is a matter of deciding to do so, and getting very busy with the life-saving tool LRH gave us: the ARC Break Program!

Commander Russ Williams  
SERVICES EXECUTIVE INTERNATIONAL

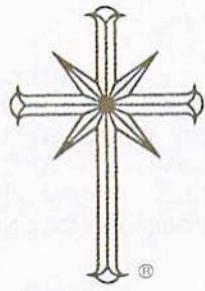
Approved by  
ED INTERNATIONAL and  
WDC CHAIRMAN

Authorized by  
AVC INTERNATIONAL

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INTERNATIONAL

CSI:AVCI:MY:GL:RW:gg

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## INTERNATIONAL MANAGEMENT BULLETIN No. 274

from

Church of Scientology International

Church of Scientology Management

Central Authority for Dianetics® and Scientology® Activities

All Staff  
AOs/SHs  
Class V Orgs and CCs

7 March 1995

### GET IN COMMUNICATION WITH THE WORLD

Refs:

HCO™ PL 6 Oct 1988

SUCCESS THROUGH COMMUNICATION COURSE (OEC® Vol 6, page 497)

LRH™ ED 1981/82

RON'S JOURNAL 33

(OEC VOL 6, page 494)

SNR C/S BULLETIN 159  
IMEC PGM ORDER 229

GETTING IN COMM WITH THE WORLD  
YOUR STCC PROGRAM

VIDEO:

INTRODUCTION TO SCIENTOLOGY

FILM:

TR #3 "THE ART OF COMMUNICATION"

FILM:

EM 8 "ESTIMATING CASE CONDITIONS BY TESTS AND THE E-METER" (In English-speaking areas only)

BOOK:

DIANETICS 55!

### INTRODUCTION

On the occasion of this year's LRH Birthday celebration, International Management is releasing vital LRH technical materials on the subject of communication. In doing so, we are deliberately placing into your hands the means for accelerated expansion to be used intensively and at once.

Right now, we are moving the whole world into communication. This directly concerns you and your whole org.

The first release is the film TR #3, "The Art of Communication" to all org academies.

At the same time we are re-releasing to all orgs and missions a newly expanded Success Through Communication Course.

This film along with the Success Through Communication Course have both been released in 12 languages: English, Danish, Dutch, French, German, Hebrew, Italian, Japanese, Norwegian, Portuguese, Spanish and Swedish. The Success Through Communication Course is also released in Greek, Russian and Hungarian.

The most basic element of all our technology is communication. It is the cycle of communication that makes the auditing process work. The bulk of the OEC Volumes are devoted to the know-how of building lines and terminals so that communication and therefore production is possible.

As Scientologists™, we are the world's leading experts in communication and have been for the better part of 45 years. For only in Scientology can one find the laws and technology of communication -- rich diamonds beyond price.

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A successful organization is fully in communication with its field. How do they do this? They work at it. The Letter Reges are on post and communicating to all Scientologists. The Public Divs have an ARC Break program in operation. They mail their magazine. And, they do the many, many standard things which all add up to communication.

It is entirely possible to 3X your rate of expansion with these tools alone. And it is International Management's full intention that you do so.

#### THE NEW SUCCESS THROUGH COMMUNICATION COURSE

We have made new discoveries about the Success Through Communication Course. In order to fully understand the significance of this, let's first review what this course is and what it actually does.

The importance of the Success Through Communication Course (STCC) cannot be over-stressed. This is a powerful service which changes lives. LRH explains this as follows:

"Professional auditors have their TRs and without them auditing doesn't work. Then there are TRs for the public and staff and without them social and business contacts don't work well. ALL TRs are important." (LRH film, TR #3 "The Art of Communication")

All Scientologists would benefit from the course just as well as new public, if not more! Everyone whether they are beginning in Scientology or way up The Bridge® and New OT® VIII needs the tech of the STCC to expand their comm lines. With the STCC under his belt, a person will then be effective in guiding and controlling communication.

The publics for the STCC are:

- a) Scientologists including FSMs, field auditors and OTs
- b) New public
- c) Staff

FSMs and field auditors must do this course and learn the tech of communication which is indispensable to their activities and success in dissemination.

The basic truth is that communication concerns everyone. There is no being on this planet or anywhere else who could not apply these drills.

You will find attached LRH's original words describing this service in Ron's Journal 33. This issue is to be read in a new unit of time by all staff and executives.

LRH, when researching and writing scripts for the technical films, hit upon the fact that a primary skill in business and social communication is guiding and controlling communication.

He broke down the subject into its various parts and put them into drill form. There are drills on this course available no where else in Scientology. For example, there are three different types of acknowledgement, each one a separate drill. There is a drill for listening, another for handling upsets, another for getting a silent person to talk and many, many more drills on every aspect of communication.

A person doing this course will gain the ability to guide and control communication for social, business and other purposes.

#### NEW FINDINGS

Recently, an international survey was conducted of STCC delivery in orgs and missions. Certain oddities showed up in a few places and we decided to conduct specific pilots to find out more. The results were revelatory.

One org had a 30% to 50% re-sign-up rate off the course and the students were reporting a marked lack of results despite

"handlings". Further investigation found that students were being permitted to quickie the drills. No one had made these students really DO the drills -- the supervisor was not insisting upon the students doing them to full end phenomena!

After quickying was remedied on the first two drills, re-sign-ups leapt to 84% and then went on up to 99% as all quickying was finally stamped out. The students reported rave wins and were originating success stories.

The quickying of drills was the thing which, when corrected, handled the students to rave, often miraculous result.

The LRH drills work. They work like a dream. Students often report exteriorization or coming to the realization of who and what they really are as spiritual beings and it is not uncommon for people to originate feeling like they have "arrived" for the first time in eons and innumerable other wins.

Each time we found the drills were brushed off, the re-sign-up percentage lowered and the results dropped off. It was not a generality or a "number of factors" but straight, flat-out quickying that caved in the course.

WE NOW KNOW FOR A FACT THAT ANY FAILURE ON THIS COURSE IS DIRECTLY TRACEABLE TO THE SUPERVISOR ALLOWING THE STUDENTS TO QUICKIE THE COURSE, ESPECIALLY THE FIRST TWO CONFRONTING DRILLS.

In doing the pilot, we simply got all quickie drilling handled. Additional LRH materials were placed in the STCC course packs and in the end supervisor instruction section of the pack.

A newly expanded Success Through Communication Course is now being re-released to all orgs and missions as a result.

#### GETTING THE END PHENOMENA

All this data about not quickying the drills does not mean that the STCC is the same as a professional TRs course. It has different passing standards.

A professional TRs Course is very demanding and exact. The STCC drills are permissive, meaning they are more loosely drilled. Each drill on the STCC has an end phenomena that must be reached for true gains. And this does not mean quickie the drills!

It was found that students must spend enough time actually doing the drills. On the first two drills, for example, it will be found that given enough time on the drill, the student will "turn on" various manifestations described in the drill. Then, if he continues doing the drill, these manifestations will flatten and he will have huge wins as a result.

Some STCC students have spent as much as 3 to 15 hours on the first confronting drill and completed with incredible gains.

It takes as long as it takes. And, that includes not letting students quit the first two drills before anything turns on to be flattened!

A Basic Course Supervisor who is just letting everyone spend 20 or so minutes sitting there and confronting and brushing it all off, is doing the students a very grave disservice!

The moral of the story is to supervise the STCC so that each drill is done to its specific end phenomena and insist on this fully and utterly without compromise.

Henceforth any report received and verified as true of one instance of quickying a student will result in an immediate Committee of Evidence called for committing the Suppressive Act of "calculated efforts to disrupt church services or the flow of public up The Bridge through the churches" (Ref: Introduction to Scientology Ethics book page 212). Reports of any staff using this to not sign up or graduate STCC students who have indeed made it will result in ethics investigation and comm ev for the same charge.

A Supervisor not willing to step in and control his students and make them do the drills, is not just a wishy-washy guide, he's condemning his students to a hopeless existence in eternity. That's a very harsh overt. Ruining people's lives for the sake of a few stats or the sake of getting social "approval" from students who are not doing their drills is criminal exchange.

Be harsh with supervisors who quickie. That's just the way it is. You don't play with people's lives. So don't play around with your supervisors. Get them seriously genned in and post the best.

The STCC is a hugely successful LRH course but, as with all tech, it must be applied standardly.

#### RE-SIGN UP

A new person starts the STCC either directly or does Life Improvement™ Courses and then the STCC. Scientologists sign up for the STCC directly.

Your STCC completions are to be re-signed for the HQS™ course. You want to direct your public up the Grade Chart to the bigger game. Don't waste time directing a person down the chart to Life Improvement Courses. Their next step is the HQS course -- to become a causative being, i.e., a real Scientologist. The public should already know this because the supervisor has been promoting the HQS all along to all his STCC students.

There is a second choice: those STCC completions who have a heavy drug history (as defined in HCOB 31 March 81R, HEAVY DRUG HISTORY, DEFINED) are re-signed up for the Purification Rundown® directly.

Thirdly, those who are not interested in either the HQS course or the Purification Rundown® are signed up for professional auditing.

Thus you have three choices, all of them simple.

Those who refuse to re-sign up are put on a Refusal to Re-sign Routing Form to get them handled in Qual.

#### THE ART OF COMMUNICATION

TR #3, "The Art of Communication" is a new LRH Technical Training film for org academies. It is assigned to the Level 0 Checksheet of the Academy Levels. Its release is an opportunity for all orgs to sign up many new students into their academies. It must be heavily promoted and used for this.

The message of this film is that "If you can't control and guide communication, you can't handle people. TRs are controlled and guided communication." This is a very important message not only for all Scientologists but also for all staff.

Quite apart from its value to Scientologists, this film provides fundamental insights for executives and staff concerning how to make an org go and how staff members can make their posts go. The flavor of a real Hubbard® Scientology organization is fully captured and shown in this film.

This is a story of a staff member who finds himself in a very dire situation. Yet he has tried everything to get his post under control. The story shows how he makes it in the end and it contains valuable lessons for every staff member.

This film says many things which org staffs will find particularly significant to staff operation and expansion of their org. It provides fundamental insights for org staff concerning how to make an org go and how staff members can make their posts go. The flavor of a real Hubbard Scientology organization is fully captured and shown in this film.

These are basic lessons which, if understood, will enable staff to win, produce and expand on their posts.

Every staff member is to watch this film regardless of whether they are on training or not; all staff are allowed to see it and are to do so a number of times.

All staff must watch this film from the viewpoint of their posts and being team members to create org expansion.

#### ALL STAFF

All staff are to complete the re-released Success Through Communication Course. This is done regardless of whether they have done the STCC before or not.

This course is vital to staff performance on post and enables them to handle the public. It is also in the best interests of every executive as it is critical to org efficiency.

With the re-release of the STCC and the release of the film TR #3 "The Art of Communication", an international game is being launched. This game is for all staff members and executives in every org to do the Success Through Communication Course with rocketing stats by May 9th, 1995. This is something that every org should do as a team along with the entire network of Scientology orgs.

International Management has issued a number of awards and penalties for the game as covered in IMEC ED 1921, GETTING ALL YOUR STAFF THROUGH THE SUCCESS THROUGH COMMUNICATION COURSE.

Getting all org staff to complete the STCC to full end phenomena on each drill will minimally 3X all org stats.

We have created this game for all staff, both to treble Scientology's expansion and to give every staff member the personal benefits of this course which are substantial.

Play this game to win. Meet your May 9th deadline.

#### WHAT TO DO

To get your org into communication with the world and dramatically increase the rate of expansion to Saint Hill™ size, the following should be done immediately:

1. Get all staff to watch the new film: TR #3 "The Art of Communication."
2. Get your Body Registrars, Div 6 staff and Public Reges briefed by your Snr C/S on the STCC using this IMB and the Snr C/S Int Bulletin 227, The New LRH Technical Training Film, "The Art of Communication."
3. Get your STCC Supervisor to word clear Method 2 (or word clear Method 9, if he can't do Method 2) and star-rate the new pack, including the supervisor section in the back of the pack, for the re-released STCC course, read this Int Management Bulletin plus the Snr C/S Int Bulletin and do the STCC in a new unit of time.
4. Get your Public Exec Sec delivering the re-released STCC to rave results using the new 339R STCC Program.
5. Get all staff through the re-released STCC to full completion regardless of whether they have done the STCC before or not. Make your Qual Sec fully responsible and get it done.
6. Get your Service Call-in Committee to run a campaign to get all local Scientologists who are not right now on service, onto the STCC. Get all staff and your call-inners pushing this. Body Reges should direct Scientologists onto the STCC if they are between services and not ready to start their next major service.
7. Get your Public Servicing Sec to run a part-time project in Div 6B to locate all incomplete STCC students and those who "completed" without re-sign-up and get them back on the re-released STCC for real gains.

8. Get your Field Control Sec to put his FSMs, existing field auditors and OT Committee members on the STCC for maximum gains and better control in their lives and dissemination activities.

#### ADVANCED ORGS & SAINT HILLS

An AO/SH org must handle anyone in their field who are not actively on training or auditing and should do so by delivering the STCC to them in their own Div 4 Special Courses room. Doing this would be of great benefit to their local Scientologists, OTs and FSMs.

Additionally, it is an AO/SH org's concern that Class V orgs everywhere are delivering the STCC standardly in abundance to their local field and to new public and that these orgs have supervisors, course rooms and are promoting the STCC at a high roar.

Therefore in an AO/SH org the above steps (4) and (7) are replaced with:

4. Get your Tech Sec delivering the re-released STCC to rave results to Scientologists not actively on training and auditing in your special courses room.
7. Get tours fired to Class V orgs to inspect their STCC delivery and assist them in grooving in or correcting Supervisors to boom the number of public through the STCC and actively on The Bridge to move up to your org in the immediate future.

#### SUMMARY

A Scientology org is, in itself, an expanding world.

Any org large or small, even if manned with untrained staff, can make it and expand as long it is industrious and the staff members work at it. In fact, every single staff member has a chance of making it, no matter how untrained, if he works at it.

Even a small org, though things are not all organized and perfect can be made to run. And, if there is an ARC broken field, well, that can be handled too.

It takes industry.

And part of that is getting into communication with your area, immediately and now.

You have a fabulous new technical training film and the STCC to make a very big difference in your area, starting now.

Use this film and the STCC to create a new community, thousands of new auditors, better staff members, better executives, activated FSMs, revitalized Scientologists, OTs and auditors - in short, a better world, a world in communication.

Captain Guillaume Lesevre  
EXECUTIVE DIRECTOR INTERNATIONAL  
Authorized by  
AVC INTERNATIONAL  
for CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:GL:sak

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# L. Ron Hubbard

## EXECUTIVE DIRECTIVE

BPI

Holidays 1981/82

### RON'S JOURNAL 33

Hello.

Well, we seem to have lived through it.

And now we can look forward to a bright new future.

Scientology will be around for a long, long time.

Expansion has been occurring. And not just inside what is called the Western World. I have looked at Russia, India, China, Japan and Pakistan as well as some other lands and Scientology is reaching there.

Throughout the world, two developments I completed and released are proving, in the last year, very popular.

One is the nonreligious moral code I talked to you about in the last Ron's Journal, *The Way to Happiness*. It is going like wildfire. It is being translated into many, many other languages. The Spanish, German, Italian, French and US editions are already in their second printings. The little booklet is soaring up toward three million copies distributed. The success stories are rolling in, rave notices, almost one for one.

What we have here is a grass-roots revolution spreading far beyond the perimeters of organizations. The potential, all by itself, is an uplift in the decency and integrity of man.

The editions are published in packs by Regent House, Ltd. 1770 North Vermont Avenue, Suite 118, Los Angeles, California, 90027, or PO Box 29903, Los Angeles, CA 90029.\*

Amazingly, all sorts of government officials have endorsed it and ordered more copies. It's a winner even with governments!

There was another development that is now going like a tidal wave. It is the new "Success Through Communication Course."

For many, many years orgs taught a Comm Course for the public. Unfortunately that course, the old HAS hard TRs course was designed for professional auditors. It is a very good and vitally necessary course but, for the public, is pretty rugged. So actually the orgs lacked a Comm Course at public level. Accordingly I worked on this and developed new communication drills that were aimed at general public communication needs. This became the "Success Through Communication Course."

In the pilots, 99 percent of the raw public who took this course went right on in to Scientology, an incredible statistic. Their success stories were raves.

So you—yes, you, my friend—have a gift that YOU can give to the world.

Across the planet, old social values have been broken. New moral values have not replaced them. The world of cultural dignity today is in a state of disintegration. The ties that held men together as mankind and made them honorable have been sundered by an onslaught of false materialism. The worship of the atom has replaced the prayers to God.

What will men do when they believe that they are only mud? Taught to believe he is but a beast, he is now becoming convinced that he is the helpless victim of his own passions.

Almost lost is one of man's finest intellectual abilities: to live with dignity and honor.

The priests of the holy test tube and computer thunder out even at the little children in schools that they are by nature as depraved as rats. The psychologists explain to governments that it is only natural that there is crime.

So the gift that you can give now is needed as the desert needs water.

With *The Way to Happiness* you can, factually, change all this. All you have to do is keep that booklet flowing in the society. Like gentle oil spread upon the raging sea, the calm will flow outward and outward.

And right along with that, you have the "Success Through Communication Course" that teaches men to talk to one another. It puts the world of men into communication with men.

And on that communication channel can also flow *The Way to Happiness*.

So the gift that you personally can give has the potential of changing this whole civilization in every land.

Men can talk to one another and give each other a way to happiness.

It is not just a dream. Not just the pilots, but the delivery shows that these tools work and that they can produce profound, far-reaching effects.

You have it in your hands right now the gift you can give to others.

And, by giving it, you can change the entire society.

If people were put in communication with one another and could give each other a way to happiness, yes, the world would change. Think what would occur if people became decent to one another again!

Are you willing that men should be able to talk to one another and lead decent and happy lives?

All right. You, you personally, can DO something about the way things are!

Just agree it is your gift to give. And give it. In addition to pushing it to your friends and those you meet, you can even get police departments and banks to hand and mail out *The Way to Happiness*. You can even get whole company staffs on the "Success Through Communication Course."

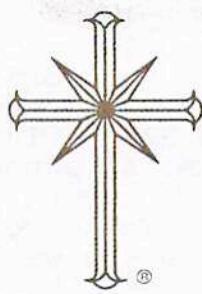
And in doing so you are giving to the world a bright future, not just for us but for everyone.

So happy New Year, my friend, and many, many happy new years that will come.

Love,

Ron

L. RON HUBBARD  
Founder



## INTERNATIONAL MANAGEMENT BULLETIN No. 275

from

Church of Scientology International

Church of Scientology Management

Central Authority for Dianetics® and Scientology® Activities

To: All Staff  
All Orgs

10 March 1994

From: ED International

### IMPORTANT - ALL STAFF

#### THE 1995/96 LRH BIRTHDAY GAME

"The major pluspoint was PURPOSE. We wanted a big, booming org and we got one."  
- LRH (LRH™ ED 339R-1, THE MAKE-BREAK POINT OF AN ORG)

Today there is an enormous demand for Dianetics and Scientology technologies the world over.

And the sole reason your org exists is to fulfill that demand by delivering LRH's tech - the only tech there is that brings about FREED BEINGS.

As LRH describes in LRH ED 339R, we do not have an infinity of time to get this done. This civilization is on its way out. The only bright rays of hope stem from LRH's tech; only that can reverse this dwindling spiral and bring about a new world composed of free beings.

LRH's Birthday Game is the greatest game of all because it has the purpose of expanding every org above the make-break point and thus bring all of Scientology internationally above the make-break point. The only way to make planetary clearing a reality is to have big, booming, Saint Hill™ size orgs above their make-break point.

As LRH says, "One can say, 'Why don't I simply race - dynamic one - to get clear and OT and get off?'" "...you wouldn't make it on your own - it takes an org and staff to administer the tech and if there were no orgs and staff, it would be a VERY tough haul. And you don't want your planet and friends on your conscience."  
- LRH (LRH ED 339R Int, REVISION OF THE BIRTHDAY GAME 1982/83)

And that is what the Birthday Game is all about - making SH size orgs and making the staff of every org in the world a body of OTs through the Universe Corps.

There is absolutely nothing more important and more valuable for planet Earth than the job of an org staff member in building his org and in delivering the tech. As we begin the new LRH Birthday Game for 1995/96, do not forget that. The mission of an org staff member is the most noble one that has ever been engaged upon.

Many orgs have expanded over the past Birthday Game year. Their secret is very simple: they followed what LRH says in LRH EDs 339R Int and 339R-1 Int. The executives and staff of the winners of the 1994/95 game, as announced at the LRH Birthday Event, can vouch for this.

These were the stars of the past year and they are HIGHLY COMMENDED for a job well done:

TOP CLASS V ORG - LOS ANGELES DAY  
TOP CLASS V SAINT HILL SIZE ORG - HAMBURG ORG  
TOP SEA ORG ORG - CELEBRITY CENTRE INTERNATIONAL  
TOP CONTINENT - WEST US

#### LOS ANGELES DAY ACHIEVES SAINT HILL SIZE!

As the closest class V Org to top Scientology management, LRH gave LA Day the responsibility of becoming the model showpiece Class V org of Scientology, setting the standard for all other Class V orgs to follow.

For this reason, Int Management launched a series of over 40 Sea Org projects and missions to establish the entire org, division by division, line by line, as set forth in LRH policy. Every single space in the org was completely remodelled to exactly duplicate the on-policy flow lines of an ideal org.

The completion of the org's renovations was celebrated on 18 February 1995, at a grand opening event attended by thousands, who were welcomed into the org's new home.

From the moment you walk into this org, you know you have entered a Scientology world.

An on-policy org booms. And LA Day is booming!

And at the 1995 LRH Birthday Event, Int Management has announced LA Day as having achieved the size of old Saint Hill!!!

This marks a new milestone for Scientology.

ED, John Woodruff, and his executives and staff are VERY HIGHLY COMMENDED.

#### THE GAME FOR 1995/1996

In LRH ED 339R Int, LRH said that what he wanted for his birthday was 5.4X stats and orgs expanded to old Saint Hill size.

THE GAME FOR 1995/96 IS TO 5.4X YOUR 13 MARCH 1995 GDSes AND DEPARTMENTAL STATS BY 13 MARCH 1996 AND EXPAND YOUR ORG TO SAINT HILL SIZE.

The first thing to do is to exactly carry out the steps of the Birthday Program as given by LRH in LRH ED 339R Int.

The rules of the Birthday Game are fully described in SO ED 4559, PLAYING THE 1995/96 LRH BIRTHDAY GAME. There are new bonus stats to emphasize and validate the training of auditors and delivery, as well as the use of LRH ED 339R Implementation Programs. These programs are your guides to Saint Hill size.

Int Management Bulletin 274, GET IN COMMUNICATION WITH THE WORLD also tells you about a new campaign concerning the Success Through Communications Course and "The Art of Communication" Technical Training Film. Carrying out this campaign is sure to get your stats soaring and your org racing up the Birthday Game charts.

A new series of 339R News Flashes are also being sent to your org to help you get a fast leap forward in the new Birthday Game year.

#### HOW TO START

1. Every staff member in the org is to re-read LRH ED 339R Int, REVISION OF THE BIRTHDAY GAME 1982/83 and LRH ED 339R-1 Int, THE MAKE-BREAK POINT OF AN ORG.

2. Every staff member is to read this IMB and SO ED 3559, PLAYING THE 1995/96 LRH BIRTHDAY GAME.

3. All staff are to apply Target 1 of "The Birthday Program" in LRH ED 339R Int: "THINK BIG". - LRH

4. Apply Target 2 of "The Birthday Program" in LRH ED 339R Int: "THINK IN FUTURES". - LRH

A. If not already done, EC and Ad Council are to take every org GDS, Departmental stat and key sub-stat and, starting at 13 March 1995, draw a line forward to the 5.4X quota for 13 March 1996.

B. In a brand new unit of time and off key production hours, Ad Council is to plan in every part of the org how to reach those quotas. Follow the exact actions as laid out in LRH ED 339R Int. In order to coordinate all your org actions and assign correct priorities, use the Production Strategy and the Organizing Strategy in all your plans.

The Production Strategy is: "SERVICING YOUR EXISTING FIELD FOR ALL IT IS WORTH WHILE BUILDING UP THE ORGANIZATION AND ROUTES FOR NEW PUBLIC IN." And the Organizing Strategy is: "TO SYSTEMATICALLY HANDLE ALL ORG BACKLOGS, USING ALL-HANDS AND FIELD HELP AS NEEDED AND THUS BRING THE ORG INTO PRESENT TIME WHILE PUTTING IN THE LINES, TERMINALS AND HATS OF THE ENTIRE ORG SO IT CAN CREATE ITS OWN FUTURE."

C. EC is to check over the plans to ensure they will in fact result in soaring stats and get them corrected as needed.

D. Get mini programs written for each Department of the org so as to get these 5.4X plans done. Send copies of all mini programs to your Continental Programs Chief at Flag and your Programs Chief at the FOLO.

E. Get on with getting these mini programs DONE.

5. As stated in Target 5 of LRH ED 339R Int, using a layout of your nine division org board, EC and AC are to newly take each one of the Ingredients of Expansion and see that its number is marked on every point of the org board that it is concerned with.

6. Then apply Target 6, "Now compare what you did in Target 2 above and change your futures programs for your stats as needed TO INCLUDE BEEFING UP THOSE POINTS." - LRH (LRH ED 339R Int)

Send your plans to your Continental Programs Chief at the Flag® Bureaux with a copy to your Programs Chief at the FOLO and a copy to me.

7. Then apply Target 7 of LRH ED 339R Int, "Get each one of the org points you spotted wearing its hats and doing its job and I guarantee it, your horse will come lickety split down the track to the big horseshoe wreath, the silver cup, the flashing lights of TV crews and the grinning, cheering, kissing girls!" - LRH

You have the 339R Implementation Programs to help you get this done! The mini programs must forward specific targets of the 339R Programs. They get in the on-policy actions that will get your stats soaring and your org rapidly moving up to and beyond Saint Hill size.

8. Line up your Birthday Game points. Battle plan with your execs what has to be done this week to increase production and get maximum Birthday Game points, using your mini programs written above.

9. Get the Birthday Game played CONTINUALLY by all execs and staff. If not yet done, assign a gung-ho staff member to be the org's Birthday Game I/C. He is a facility to the CO/ED to keep the game alive at all times. Give him IMEC PROGRAM ORDER 106RA, YOUR ORG BIRTHDAY GAME I/C PROGRAM to get done.

**CAUTION**

Beware of any downstat, other-fish-to-fry staff members who refuse to play the game or denigrate it in any way. Get them handled in Ethics. Don't tolerate any counter-intention to your org's expansion and success in the game.

Some ill-intentioned people may try to convince a staff member that he/she would be better off not being on staff. Or that "one can do more for Scientology by being off staff". Any such statement or any statements implying the same thing are always lies. In fact, they are coming from suppressives who are scared to see everyone go free, because the truth is ONLY WITH EXPANDING ORGS WILL WE CLEAR EARTH.

There is no higher activity and purpose than that of an org staff member. So, do not take this lightly. Any attempt to discourage or stop a staff member from expanding his org should be dealt with accordingly and any such matter reported to the Establishment Executive International of the Senior Exec Strata with copies to Senior HCO Continental and International.

**SUMMARY**

There IS no more important game on Earth than the LRH Birthday Game. It is the game upon which the future of every person on this planet depends.

"It is the individual org and the International org structure that the field and, yes, the planet, depend upon."

"The org structure is not only there now but will be in the future and so will be its loyal staffs." - LRH (LRH ED 339R-1 Int, THE MAKE-BREAK POINT OF AN ORG)

Captain Guillaume Lesevre  
EXECUTIVE DIRECTOR INTERNATIONAL

Authorized by  
AUTHORIZATION, VERIFICATION  
AND CORRECTION INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

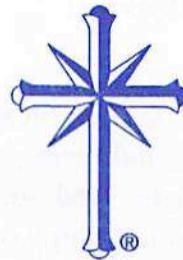
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# INTERNATIONAL MANAGEMENT

BULLETIN No. 281



from CHURCH OF SCIENTOLOGY INTERNATIONAL  
Central Authority for DIANETICS and SCIENTOLOGY Activities

(Licensed by Religious Technology Center, Holders of the Trademarks  
of Dianetics and Scientology)

15 February 1996

SO ORGS  
CLASS V  
CELEBRITY CENTRES  
MISSIONS

INFO: FLAG MANAGEMENT  
CONTINENTAL MANAGEMENT

## EXECUTIVE DIRECTOR INTERNATIONAL AND THE SENIOR EXECUTIVE STRATA

*References:*

LRH ED 339R Int  
13 Mar. 82  
Rev. 30.7.82

REVISION OF THE BIRTHDAY  
GAME 1982/83

The Executive Director International and the Senior Executive Strata comprise the highest level of Scientology management and is the body that sets strategic planning for the entire Scientology network.

The Executive Strata is composed of top Scientology executives who use their long-term experience and knowledge of policy to formulate bright ideas, plans and programs that expand Scientology. In summary, this is where the direction is set to clear the planet.

## BACKGROUND

While at Saint Hill in the 1960s and in addition to his other duties of research and lecturing, LRH wore the hat of Executive Director International. From this position, he coordinated all the different activities of Scientology on an international basis. With the post of ED Int in a condition of Power, LRH concluded it was vital he devote his full attention to his hat of Founder so he could complete his research. Thus, in 1966 LRH resigned as Executive Director International and turned over responsibility for managing international Scientology to the Executive Council and Executive Division Worldwide.

Shortly thereafter, in 1967, LRH established the Sea Project, later to be known as the Sea Organization. During its formative years, the primary duty of the Sea Org was to assist LRH in technical and OT research. Initially, LRH was mapping the path through the Wall of Fire—Section III of the OT Course. There were also special auditor training courses including the first Class VIII Course—taught personally by LRH—as well as developments at the lower end of the Bridge, such as Standard Dianetics. LRH and the Sea Org were firmly off the lines so far as management of orgs was concerned. However, this was soon to change.

The next time LRH checked the statistics of international Scientology, he found them down and the executives he had turned over to were not wearing their hats. And so, the Sea Org soon took over the responsibility for management of Scientology organizations. This was the beginnings of "Flag Management."

While this new Flag Management took on greater and greater management responsibilities, LRH continued with his hat of Founder, conducting further research throughout the 70s. This resulted in many new breakthroughs including the Flag L Rundowns. However, from time to time LRH found himself pulled back into org management by those who were meant to be managing. Each time he would apply the Danger condition to the scene, fully handling the situation while getting the staff hatted and the organization reorganized to prevent such situations in the future, when he would then once again turn his full attention back to his own hat.

In the late 1970s, LRH was conducting a great deal of technical research and handlings. He was writing, producing and directing Technical Training Films. But more importantly, he had broken through the second Wall of Fire—NED for OTs. With this breakthrough LRH knew he'd located the final barrier to the state of full OT and so the final research, development and release of the highest OT levels was possible. Yet, once again, LRH was confronted with the hat of management.

Realizing it was crucial to the planet that his full research be completed, LRH tackled this problem for the final time. He isolated the situation:

Church staff and executives kept presenting LRH with the hat of management under the mistaken impression this was his hat!

And with that, LRH isolated the Why:

He had never turned over the specific hats he had worn as Executive Director International. In fact, LRH even discovered the hat write-up he had written as part of his resignation in 1966 had been lost! And so, THERE WAS AN INCOMPLETE POWER FORMULA!

And with the right Why, LRH solved the problem. He recreated the post of Executive Director International. He then isolated the precise functions he had performed as ED Int, noting these were the functions common to any organization. And because of this fact, LRH called these functions "the Ingredients of Expansion." They are: Establishment, Books, Marketing, Materials, an Active Field, an Influx of Public, Gross Income, Services, Quality, Call-In, Audiovisual and Coordination. Knowing that one person was unlikely to perform all the functions he personally had as ED Int, LRH gave the new ED International deputies responsible for each of these separate functions, with ED Int himself responsible for the function of COORDINATION. And finally, LRH oversaw the compilation of issues that detailed the duties and responsibilities of ED Int and each of these executives and the functions they are responsible for performing. In essence, this compilation of materials resulted in LRH's full ED Int hat write-up!

Together, ED Int and his deputies form the Senior Executive Strata of Scientology. They are fully responsible for wearing the management hat LRH wore as ED International. They are the highest echelon of management in

Scientology. And their responsibilities reflect it. So much so that LRH gave this body a motto:

“THE BUCK STOPS HERE.”<sup>1</sup>

## PURPOSE

The purpose of the Senior Executive Strata is:

TO HANDLE THE HATS LRH PREVIOUSLY WORE IN ORDER TO KEEP SCIENTOLOGY RUNNING AND ASSUME THE TOTAL RESPONSIBILITY FOR THE 12 BASIC POINTS OF MANAGEMENT INTERNATIONALLY AND THE EXPANSION OF SCIENTOLOGY, WITH THE ULTIMATE GOAL OF CLEARING THIS PLANET.

## RESPONSIBILITIES

This is the “think tank” of Scientology management and these executives furnish the strategies, evaluations, bright ideas and programs for the entire Scientology network. (A “think tank” per dictionary definition is a body of experts providing advice and ideas on specific problems.)

The different sectors of Scientology—orgs, missions, field auditors, etc.—are run by their own management bodies, each of which is a different, distinct organization and corporation. For instance, orgs are managed by the Flag Bureaux and their Continental Offices, called FOLOs. Missions are managed by Scientology Missions International (SMI) via Continental SMI Offices.

The Senior Executive Strata does not run FB, SMI, I HELP, etc., but through all these management groups or entities, it handles the functions (12 of them) that all lower entities *do*. The Senior Executive Strata handles the functions without regard to entities but coordinates the functions within them.

## THE INTERNATIONAL MANAGEMENT EXECUTIVES OF THE SENIOR EXECUTIVE STRATA

The following is a listing of the executives that make up the Senior Executive Strata with a short summary of their zones of responsibility:

1. *Establishment Executive International* (EEI) – This post is responsible for every aspect of establishment internationally in all Scientology orgs, missions and units—including recruitment of staff, hatting, correction and enhancement of staff in Qual, org rudiments and security. The Establishment Executive International uses the LRH Comm Network, Senior HCO, the Establishment Officer Network and HCOs in all sectors to get these actions done so establishment occurs.
2. *Books Executive International* (BEI) – Everything to do with books, from their creation to distribution and sales through every imaginable outlet is

<sup>1</sup> “The Buck Stops Here” comes from a sign that was reportedly on the desk of U.S. President Harry Truman. This is based on an American expression, “pass the buck,” which means “to refer a problem or responsibility to someone else, especially to a higher authority”. Thus, the expression, “the buck stops here” means that this is the final point of responsibility and action.

the duty of the Books Executive International. Mail order, sales through public bookstores and major international book campaigns—everything to do with books—are all a part of Books Exec Int's zone of responsibility.

3. *Marketing Executive International* (MEI) – Every org and unit must promote its own products and create want for them; this includes all bookstore materials and every service offered by an organization. Magazines, promotion, television and radio ads, new methods of disseminating Scientology—these all come under the function of Marketing. The Marketing Executive International is the top international executive over this function. The D/FBO for MORE Network, Dissem Divisions, Div 6es and the organization's executives and Executive Council are but a few of those involved with the function of Marketing.
4. *Materials Executive International* (MATEI) – This post is responsible for making all the materials of Scientology available including translation into all languages of the world. Establishment of mimeo files, production of new materials and new formats in which to make Scientology materials available, course packs and compilations all fall under the Materials Exec Int. This function was added to the original list of 11 Senior Executive Strata functions in late 1982 by LRH.
5. *Fields Executive International* (FEI) – The function of this international executive is to create an active field. It includes the many activities that occur outside of Scientology organizations: field auditing, groups, missions, the Field Staff Member program, WISE, ABLE and all other such activities. The Fields Executive International also directs Scientology's reach into new territories and countries to all possible publics.
6. *Division Six Internal Executive International* (DSIEI) – A huge influx of public is needed for an organization to grow. In Scientology, this means individuals moving onto their first service, then progressing from lower level organizations up to higher ones and thus moving up the Bridge. Everything to do with creating an influx of public through Public Divisions is in the realm of the Division Six Internal Exec Int.
7. *Gross Income Executive International* (GIEI) – Every aspect of Gross Income including continual upkeep of Addresso, use of Central Files, operation of Registrars and formulation of new ideas to generate income for all Scientology activities—all come under the zone of the Gross Income Exec Int.
8. *Services Executive International* (SEI) – All services delivered by orgs, missions and units including auditing, training, introductory and basic services, ethics handlings, word clearing, Chaplain services, as well as the specialized uses of LRH tech by non-Church organizations, are all the concern of the Services Executive International.
9. *Quality Executive International* (QEI) – The quality of service delivered by every Scientology unit is of paramount importance. Qualifications Divisions, Cramming Officers and well-trained and corrected staff moving up the Bridge to OT, all form the backbone of quality. All of this is the worldwide zone of responsibility of the Quality Executive International.

10. *Call-In Executive International* (CEI) – Public must be called in for services they have partially or fully donated for and scheduled for delivery, whether training, auditing or any other service. The Call-In Executive International is the most senior terminal on the subject of call-in and makes it happen internationally through Tech Services, Advanced Scheduling Registrars and all other call-in points in every Scientology activity.
11. *Audiovisual Executive International* (AVEI) – This post was originally called “Films Executive International” but was later expanded by LRH to include every aspect of Scientology related to the use of audiovisual technologies and much, much more including: LRH lectures, dissemination slide shows and videos; TV and radio programs and promotion; film rooms in orgs and missions; technical films and public films for use by all sectors of Scientology; production and sales of E-Meters; creation and use of Scientology insignia including jewelry and even Scientology clothing.
12. *Executive Director International* coordinates the actions of these executives, and these actions are in turn coordinated across all the different sectors of Scientology. As covered earlier, “coordination” itself is one of the ingredients of expansion, making 12 functions in all. In an org, this is the hat of the ED.

## MANAGEMENT COMMITTEE

These senior executives form the membership of the International Management Executive Committee (IMEC), which is chaired by the Executive Director International. This is a management committee. The committee itself doesn't issue any orders, but all orders of the Senior Executive Strata are first coordinated within the committee before being issued.

## OFFICE OF EVALUATION AND EXECUTION

Another unit under the Executive Director International is the Office of Evaluation and Execution (Office of E & E), also known as the “Eval Corps”. This unit applies the Data Series HCO Policy Letters and evaluates every situation in Scientology internationally. This includes evals for all orgs as well as evaluations on continental and international situations. This office also monitors the execution of its evals to ensure they are successful and result in actual expansion.

In that the Office of Evaluation and Execution is located in the Senior Executive Strata, it has an overview of all Scientology activities in every geographic location. It can thereby spot and evaluate common situations on a Continental and International level. These evaluations facilitate ED Int and his deputies in formulating strategic planning.

## INTERNATIONAL MANAGEMENT PUBLIC RELATIONS OFFICE

The Int Management Public Relations Office (IMPR) is another unit located under the ED International and which services Int Management. It has the

responsibility of keeping all staff and Scientologists briefed and informed of management's intentions and plans. This is done through various means such as publications, briefings and events. The International Scientology News is also published by this office.

### **EXECUTION LINES**

All of the strategies, programs, bright ideas and evals issued from the Senior Executive Strata and the Office of E & E are executed through the various management units and networks.

### **THE SENIOR EXECUTIVE STRATA IS THERE FOR YOU**

As LRH said in LRH ED 339R Int, REVISION OF THE BIRTHDAY GAME 1982/83:

**"EACH ONE OF THE 11 POINTS I GAVE YOU ABOVE IS NOW COVERED BY AN INTERNATIONAL EXPERT ON THAT SUBJECT!"**

**"They are called the SENIOR EXECUTIVE STRATA and are in fact the specialist staff of ED Int.**

**"There are some stellar stars on that list, many of whose names you know and trust.**

**"They do not supplant the normal International Management command lines of the International Management organization at Flag to FOLOs and orgs.**

**"They are there to help EACH POINT OF THE ECHELON FROM FLAG ON DOWN! They are there to PERSONALLY help every CO and EC and division head, every staff member across the whole planet with solutions and programs for EACH of those 11 points. Yay!**

**"I am sure they will personally make themselves known to you. But do not wait for that. Just put 'Snr Exec for' ahead of any of those 11 points and despatch and telex away! If you even think you need help on any one of those points covered in the 11, you can have it. They are your consultants. They KNOW their business. They can tell you what is booming stats elsewhere on each of those subjects. They are impartial and won't favor your rival org. They are hounds for green on white policy and red on white tech so you can trust their answers won't be squirrel. They're all evaluators and can spot a Why a mile off—or eight thousand in some of your areas.**

**"They are AT YOUR SERVICE!"**

Just as described by LRH, the entirety of the Senior Executive Strata stand ready to assist you.

### **WHAT WE NEED FROM YOU**

In addition to all of your standard post actions as a staff member, the Senior Executive Strata depends on data from you. We get the data needed from the

reports you write and from the data files. Using these, we can spot situations and this helps us manage you. If you send in all the standard reports and data, you can be assured of better evaluations that are accurate and will boom your org, mission or unit. Proper evaluation requires complete data so an accurate picture of the org exists to be analyzed. If your org is not rocketing through execution of evaluated programs it could be that all the relevant data wasn't provided. So data from you helps us help your org.

Secondly, the data you send helps us locate international trends, which can then be formulated into specific successful actions that we can export to everyone. We routinely issue programs applicable to any org which get a specific function performed. These programs are based on tested actions and in most cases were fully piloted and fine-tuned before export to you. So use these programs. They are a gold mine of advice and direction to boom your post and org.

Finally, as covered above, you can write directly to any Executive Int concerning any of these functions. And even if you route it to the wrong one, we'll get it to the correct one so we can provide you with the expert advice to help you expand. We want to hear from you.

We are *your* top management. We are here to service you.

EXECUTIVE DIRECTOR  
INTERNATIONAL

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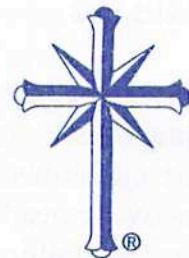
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# INTERNATIONAL MANAGEMENT

BULLETIN No. 282



from CHURCH OF SCIENTOLOGY INTERNATIONAL  
Central Authority for DIANETICS and SCIENTOLOGY Activities

(Licensed by Religious Technology Center, Holders of the Trademarks  
of Dianetics and Scientology)

20 February 1996

TO: ALL SEA ORG ORGS  
ALL CLASS V ORGS

INFO: FLAG BUREAUX  
FOLOs  
FNCC  
CONTINENTAL NCCs  
NCC

## NETWORKS—A NEW ERA OF OPERATION

### *References:*

HCO PL	22 July 71R	AKH Series 25R
	Rev. 22.1.91	CLOs, OTLs AND FLAG
HCO PL	28 Feb. 66	DANGER CONDITION DATA, WHY ORGANIZATIONS STAY SMALL
HCO PL	1 July 82	AKH Series 41 MANAGEMENT COORDINATION
HCO PL	13 Feb. 80	AKH Series 40 COORDINATION COMMITTEES AND MANAGEMENT COMMITTEES DIFFERENCES IN PURPOSE AND FUNCTION
HCO PL	31 Aug. 71	EXECUTIVE COUNCIL NETWORK

In addition to the organizations that make up the International Scientology Management Network there are also several *Networks*.

When we refer to Networks, we are talking about independent bodies separate to organizations but which exist as a reporting and executing arm of a part of management. Each one of these networks have their own individual lines into organizations. These lines are *vital* for management to achieve its purpose.

Some foolish past managements tried to operate without such networks. They were foolish as in reality they cut their *own* lines of execution that carried out their orders! Due to their misunderstandings, they thought they could simply depend on the org's Exec Council executives to execute their programs, as well as accurately report on org situations. Of course, this only worked as long as everything was running fine. The moment things weren't running well, the org executives, unchecked by any network terminal, decided to cover up. Management began receiving false reports, situations went unspotted and so the org went further out-ethics and rapidly dwindled.

And why? Just because that management didn't understand LRH developed the networks for *them* so they *could* manage. Instead, these know-best managers thought there should only be *one* line into an org (and they got *that* false data from

the out-ethics org execs mentioned above!). Of course, with networks that is impossible and, in any event, concern over such is entirely misplaced. There can be numerous lines into an org without any cross-up or confusion. After all, the network heads issue orders to their *OWN* network representatives in the org! In fact, a failure to have network representatives would result in confusion with random and uncoordinated orders from many different management terminals, going instead directly to org EDs and execs!

Numerous independent networks are vital in an area. In fact, this forms the basis of successful management developed by LRH and the breakthrough he called THE MULTIPLE VIEWPOINT SYSTEM. As LRH clearly noted, single reports going to management can provide a distorted and inaccurate picture of an org. Yet with many reports from different networks (as well as org staff reports) management then has the full and real picture and can *accurately* evaluate and find RIGHT WHYS through use of Data Series tech. And how important is that? As LRH said in HCO PL 31 Aug. 71, EXECUTIVE COUNCIL NETWORK (The WHY of GI Crashes):

**"THE REAL WHY OF ANY GOVERNING BODY FAILURE WHEN IT IS SINCERELY TRYING BUT FAILING IS THAT *IT IS OPERATING ON WRONG WHYS.*" — LRH**

Therefore, the necessity for networks to exist is obvious. While each network has its own specific responsibilities, they all have two VITAL functions.

- 1) Observation and reporting to management.
- 2) Executing management's orders and programs.

There are many different networks. In any org there is a Flag Rep responsible for executing Flag's orders and programs. There is also the LRH Comm (who is also over several networks such as Keeper of Tech) who comes under the LRH Comm Int and who is very concerned with having an on-Source org and seeing that orgs are established. And then there is the Flag Banking Officer who comes under the Finance Office and is responsible for seeing the org is prosperous and viable as a result of operating on LRH finance policy. And there are even more networks. The point is, they are numerous and yet they each have unique and vital functions.

Since there are so many networks and they all take action into any one given area, *coordination* is vital. Coordination ensures that all actions taken in an org area are *aligned*. Proper coordination also allows priorities to be set. Too many orders going into orgs is NOT a problem. The only problem is when they aren't ALIGNED!

Fortunately, the new Liaison Offices at Flag and Continental level, as well as establishment of several new coordination committees, ensure that management IS aligned.

- Networks are a vital part of management.
- LRH formed such so management could perform its functions and so individual orgs and units would expand.
- It is the unaligned orders, not the volume of orders, that cause confusion at org level.

THE SOLUTION IS TO ESTABLISH LARGE NETWORKS AT EVERY LEVEL WITH STRONG LINES FOR REPORTS AND EXECUTION WHILE ALSO FIRMLY ESTABLISHING COORDINATING COMMITTEES WHICH MEET AND OPERATE TO KEEP ALL NETWORK ACTIONS ALIGNED!

### PROPER NETWORK COORDINATION

Since this simple explanation can be easily complicated and since evaluation has discovered monumental amounts of false data on networks, a clarification of proper coordination between networks is in order.

One executive thought the primary function of coordination committees was to prevent cross orders. How negative! And what *small* think!

To begin, LRH policy exists to cause expansion and just as that policy isn't a long listing of all the things "not to do," but instead tells staff how to perform their functions to *cause* expansion, coordination also exists not to stop something bad, but to *cause* expansion through *alignment*.

Secondly, assuming all levels of management are operating as they should, networks in orgs should not be subjected to a great deal of cross orders.

After all, if one really understands the international Scientology network, then he also understands that top management—ED Int and the Senior Executive Strata—establish strategic planning and direction for *ALL ACTIVITIES*. This includes management and all of its networks. Even though executives at each level of management are expected to take responsibility for their own posts and act with initiative, they still operate in accordance with strategic planning. Their initiative is in executing and accomplishing the goal of strategic planning. And as such, random and unaligned orders are prevented as long as everyone insists on adherence to authorized strategic direction.

A strategic plan for any given activity would probably result in dozens if not hundreds of programs being executed. But despite their number, they would all be aligned.

So—with this in mind, one realizes instantly that any cross order or contrary orders at org level indicate somebody somewhere along the line has altered top management's planning. Networks operate independently of other management execs, but the direction they get is from the same top management in the Senior Executive Strata setting the direction for everyone. And the Watchdog Committee even clears all such planning, thus ensuring the programs and orders to every network are coordinated!

Of course, any cross order at org or Cont or Flag level should be taken up and reported for clarification. Even then, representatives of Int exist at Cont and Flag level, so any such cross order can be rapidly resolved.

So much for the negative. What of the positive?

This simple example describes how a coordination committee can bring about alignment with the result of *all* networks executing their vital programs so orgs and all of Scientology can boom.

**EXAMPLE:**

Assume the Flag Rep in the org is executing an evaluated org program from Flag that calls for "the full establishment of public introductory lines" and which has a specific target to "run a massive Dianetics seminar on the busiest night of the week."

Assume the LRH Comm has a "Get in Source" program that calls for "tape plays of LRH's lectures to the staff and public on a weekly basis."

Assume also the D/FBO MORE in the org has directives to execute a new marketing campaign covering the newest R&D Volume that is about to be released. And he is meant to not only get this book widely sold but to use this release to also popularize training to the local field.

And finally, assume the DSA has a program from her seniors to "have well-run Sunday services every week" and another program to "get local opinion leaders and officials in comm by inviting them to the org so as to establish and activate new outreach programs into the community based on their needs and wants."

The network heads all show up at the Network Coordination Committee along with the ED, and the FR says he wants to run the Dianetics seminar on Friday night, and the D/FBO MORE wants to run a graduation on Friday night to sell the R&D Volume, and the DSA thinks the best time to bring all of the officials by the org is also Friday night, and the LRH Comm wants to have the LRH tape plays on Friday night.

Obviously, it wouldn't be workable to do all of these activities at once on Friday night. In past times, through a misunderstanding on what a Network Coordination Committee is, this conflict would have been "resolved" by one of the network representatives winning the "battle" and getting their way while the other three got nothing done and so allowed an important plan of management to be blocked. In fact, it was so silly that one management body even made the ED the Chairman of the NCC (*Network Coordination Committee*) which placed him over all the networks. Yet the networks are management's line into the org! Of course, this resulted in management's lines being cut and, of course, that ED didn't want to do any of the four programs as Friday night was "party night"!

Contrast the above with how easy and vital a coordination committee really is. In an org where a proper NCC existed, these four network heads worked out amongst themselves that:

1) In fact, the best day for a Dianetics seminar was on Saturday. Surveys showed this to be the most popular day. Friday nights were found to be least popular as the public said they were tired after a full work week. Saturday on the other hand was the day they usually set aside for "special activities."

2) The DSA discovered, through contacting the local officials, that org tours and community activities were best conducted on Monday when local officials and VIPs were physically and mentally fresh after the weekend. Fridays were found to be the worst day as they had dozens of incomplete cycles from the week and wanted to end work early for the weekend!

3) The LRH Comm discovered the best day for Scientologists and staff to have tape play was Sunday and further resolved how this could follow the Sunday

service. This had an added benefit: A lot of new public were coming to the Sunday services. By scheduling the weekly tape play immediately after Sunday service the org was filled with veteran Scientologists who then interacted with the new public. This in turn led to the new public becoming more interested, staying around for the tape play and then moving firmly onto the Bridge. (The org FSM I/C was happy too, as the public Scientologists were revitalized on disseminating and so became more active.)

4) And finally, the D/FBO MORE was able to use the Friday night graduation to release the R&D Volume, which was the best night since the public for that volume were pcs and students—the very ones attending graduation—and the very ones who could then be signed up for further major training services!

The result? Because there was a coordination committee, the networks were able to coordinate all of their activities so they ALL GOT DONE. And *every one* of those programs benefited the org.

## SUMMARY

When networks were subverted by incompetent management and out-ethics execs at org level, the org staff spent half their post time covering up for the false reports they were sending to management. As a result, the org staff had no time to do their job and the org continued to dwindle to half its previous size. Because there was no network representative in the org accurately reporting to management, management was oblivious to the real situation. And when it was finally discovered, heroic efforts were required to salvage the org before it died. And, ironically, the out-ethics execs who wiped out the networks and cut management's lines were committing continuous present time overts, made no case gain and went to the RPF.

And the org that had a coordination committee? It reached the size of old Saint Hill, received a Universe Corps Team who moved the staff to OT and they all lived happily ever after.

Now, do *you* want networks, representatives and coordination committees or not?

## ED INTERNATIONAL

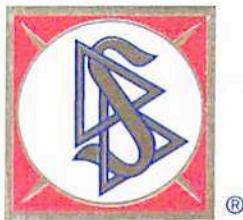
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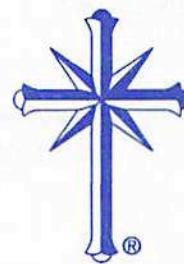
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# INTERNATIONAL MANAGEMENT

BULLETIN No. 285



from CHURCH OF SCIENTOLOGY INTERNATIONAL  
Central Authority for DIANETICS and SCIENTOLOGY Activities

(Licensed by Religious Technology Center, Holders of the Trademarks  
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25 February 1996

CLASS V ORGS  
CELEBRITY CENTRES  
SEA ORG ORGS  
FLAG MANAGEMENT  
CONTINENTAL MANAGEMENT AND COMMITTEES  
CMO CONT UNITS

## THE COMMODORE'S MESSENGER ORGANIZATION

The Commodore's Messenger Organization (CMO) is the organization which directly serviced and assisted LRH in all of his activities. Today, the CMO includes all functions that were part of LRH's personal office as well as its most important role—serving as the execution arm for the Watchdog Committee, the most senior ecclesiastical body in the Church of Scientology International. Although the CMO as an org is not often directly on org lines, the CMO's functions and duties have a great deal to do with all orgs and the clearing of this planet. Therefore, the CMO's role is described in this issue for your information and use.

### HISTORY

In the late 1970s, LRH wrote of the history of the CMO:

*"In 1968 on the Apollo, then named the Royal Scotman, the first messenger stood a watch.*

*"On any ship since time immemorial there have been watch messengers. This is true of almost any type of ship that has a fairly large crew.*

*"The first messenger was a little boy whose parents were Scientologists. Later the children of Scientologists who were aboard were sometimes used as messengers on the ship. Later the majority of them were promoted to Midshipman. (Per Sea Org policy, 'Midshipmen are junior officers in training to be good officers.... Midshipmen are future officers of the SEA ORGANIZATION.') This group was then known by most of the crew as 'The Middies.'*

*"Gradually, the CMO evolved as a small organization of children who were standing messenger watches for L. Ron*

*Hubbard, Commodore, and they have called themselves ever since the CMO.*

*"These children were schooled aboard in reading, writing, typing and other academic skills. They had qualified teachers.*

*"It was part of planning that they would be educated so as to be able to support themselves in the world.*

*"There are many boys as well as girls who belong to the organization. The majority are now in their twenties and are happily married.*

*"The organization currently exists in the United States only but is gradually expanding to three more continents.*

*"Their training period is very long, and, in this day when schooling is so poor in public schools, can consume years before they become fully eligible to be full watch messengers.*

*"The Commodore's Messenger Organization internally handles its own discipline and any messenger no longer with them today was expelled by them for cause.*

*"Many of these messengers are some of the most competent secretaries and administration personnel within the Church today." — LRH*

The members of the CMO were personally trained by LRH. A key part of that training was (and still is) learning how LRH would handle any given situation and so, in turn, emulate his actions. In essence, messengers were, and are, trained to be "ON-SOURCE" in the fullest sense of the words.

(The words LRH used to end the issue are more true today than ever. Within a year of his writing that issue, LRH had turned over the hat of establishing and supervising all Church management to the CMO. And CMO units now exist in every continental zone.)

### **WHAT A "COMMODORE'S MESSENGER" IS**

As described above, messengers initially stood watch for LRH—the Commodore. They literally ran messages for him. That function provided great advantages. It allowed for LRH to supervise a great many cycles at one time, using his messengers both to push each cycle to a conclusion *and* to report to the Commodore on an ongoing basis, both to update him and to receive further directions. As a result, two things happened:

- 1) A great many cycles got done under LRH's direction; and
- 2) Messengers aided in the accomplishment of these LRH products and LEARNED HOW TO OPERATE DIRECTLY UNDER LRH.

LRH also wrote about the status, attitude and altitude of a messenger in the late 1970s:

*"A Commodore's Messenger carrying an order or running a project or otherwise on duty is an emissary of the Commodore.*

*"What is said or done to that Messenger by staff or persons receiving the Messenger's orders is being said or done to the Commodore.*

*"The Messenger's handlings of such statements must be what the Commodore would say or do in such circumstances.*

*"If the Messenger does not handle as above, the Commodore's own authority is undermined and the area will go out of control.*

*"The Beingness of a Commodore's Messenger on duty is an emissary of the Commodore. What is done or said to that Messenger is being said or done to the Commodore.*

*"The orders the Messenger issues may be those directly from the Commodore or indirectly as a result of the duty being performed by, or the area of assigned responsibility of the Messenger, and even when the idea of the Messenger.*

*"Thus it follows that a Messenger must have some idea of what the Commodore would do and DO IT in response to any statements or actions by the person or persons receiving such a message or order.*

*"A Messenger operating on his own opinions or judgments on duty and issuing orders on these is still an emissary of the Commodore and such opinions or judgments must not be defied and are considered as above.*

*"A Messenger has never been disciplined or even scolded for operating as above.*

*"There are two types of goofs. Those between the Messenger and the Commodore and those between the Messenger and an area. The former does get handled by the Commodore. The latter, never.*

*"What a Messenger may miss is that the people they are talking to DO consider the Messenger to be my personal emissary.*

*"To do other than the above can destroy an org or area." — LRH*

While those words describe how a messenger on duty—standing a watch with the Commodore—was to act, they also describe precisely what every messenger today strives to emulate.

## THE CMO TODAY

As the 1970s gave way to the 1980s, LRH made the decision to dedicate his full attention to completing his researches into the highest bands of OT. He knew such work would be impossible if he were also handling the day-to-day management of the Church, so he took great care in turning over his full management hat. The result was the creation of a new management body—the Senior Executive Strata along with the post of Executive Director International. (See IMB 281, EXECUTIVE DIRECTOR INTERNATIONAL AND THE SENIOR EXECUTIVE STRATA for a full description of this echelon and its history.)

This time period also saw the creation of the Watchdog Committee (WDC). While other units exist to manage the Church, with Senior Executive Strata being the International body providing strategic direction and planning, WDC is senior to all of them and was formed with the purpose and function of establishing all management bodies and ensuring they functioned in an on-policy fashion.

WDC's function is different from managing. Rather, WDC sees that *MANAGEMENT EXISTS AND IS MANAGING*.

And who comprised the WDC? The seniormost members of the CMO who had trained with LRH. And to this day, each member of the WDC is a messenger. In fact, the Commanding Officer of CMO International is the chairman of the Watchdog Committee.

With the formation of the WDC, LRH gave the CMO the new role of being the execution arm of the WDC. In essence, the CMO had served LRH in this capacity and with the hat of forming up and seeing to on-policy management of the Church turned over to WDC, LRH also gave them the lines he had used for on the ground observation and execution.

This function is easily understood with the following comparison:

The Executive Strata develops strategic planning and programs for orgs. Org programs are executed by the Flag Bureaux via FOLOs in continental zones and Flag Reps in orgs. Each of those echelons is an execution arm of the Senior Executive Strata.

WDC, on the other hand, develops programs to better establish and expand Management (at all levels from the Senior Executive Strata to Flag and Continental Management bodies) so they, in turn, carry out their management functions optimally. At International level, WDC is assisted by CMO Int. At Flag level, WDC is assisted by the CMO unit located at Flag Management. CMO units exist in each continental location as well as the top service orgs on Earth—the Flag Land Base and Freewinds.

So, while CMO and WDC may not be directly on your lines in an org, you can see how their actions help you. In fact, while you have lines directly to your management in FOLOs and Flag and even Exec Strata, you also can always write to WDC separately if you have any concerns about the management you are receiving.

## THE NETWORKS CONTAINED WITHIN THE CMO

In addition to the functions CMO performs to assist WDC, there are also several key Scientology networks that fall within the CMO org board. The personnel of these networks are *not* Commodore's Messengers. Historically, they were organized within the *Personal Office of LRH*. As the CMO was the senior of all orgs in *LRH's personal office*, these networks fell under the CMO's authority. This relationship has been retained and formalized over the years. Today these networks appear on the CMO org board as Department 21 - *the Personal Office of L. Ron Hubbard*. Each one performs a vital function key to planetary clearing.

LRH PERSONAL PUBLIC RELATIONS OFFICE (LRH PPRO):

This office is responsible for the entire LRH PPRO Network, with offices in each continental zone. They handle all public relations on behalf of LRH as Founder (Source), Author and the many other hats he wore. As the PR Network for LRH, they are also the senior PRs in Scientology, and while they are not directly responsible for external-facing Church PRs (OSA) or internal PRs (to Church public), they *do* have authority over all of them.

LRH Comms at all levels of management and in orgs also have the function of being LRH PROs, and as such, receive directives and guidance from the LRH Personal Public Relations Office.

### THE SENIOR C/S INTERNATIONAL NETWORK:

LRH wore the hat of Senior C/S International, and it is that hat which he turned over to this office. Just as a Senior C/S in an org is responsible for all technical quality in the org and holds the ultimate responsibility for the case programing of all Scientologists—staff or public—in his area, Senior C/S Int holds this function for the whole planet. By reviewing technical actions at all levels and staying abreast of current technical situations and pluspoints, he directs the training of auditors, C/Ses and other technical staff as well as the programing of Scientologists up the Bridge at all levels. He is assisted by Senior C/S Offices located in each Continental CMO. Naturally, *every* Senior C/S on the planet falls under his authority. Indeed, Senior C/S Int is ultimately the senior of all auditors.

Contained within the Senior C/S International Office are several other units:

#### LRH Technical Research and Compilations (RTRC):

RTRC is responsible for all compilations of LRH technical materials, checklists and related materials.

#### The New World Corps:

The New World Corps is a team of elite, highly trained technical personnel responsible for the export of new, and as yet, unreleased LRH rundowns or auditing levels. New World Corps members also serve as staff of the Senior C/S to get tech in when it has fallen out in any particular area.

#### The Universe Corps:

A subunit of the New World Corps, the Universe Corps is comprised of OT tech staff who deliver OT levels to the staff of orgs, in their own orgs, when the org has achieved the size of old Saint Hill.

**INTERNATIONAL FINANCE OFFICE (FINANCE NETWORK):**

This office has always fallen within Dept 21 (Office of L. Ron Hubbard).

The Flag Banking Officer Network (FBO Network) in orgs falls under the authority of the Finance Office. The Int Finance Office is located within CMO International and Continental Finance Offices exist in each Continental CMO. FBOs in orgs and every level of management report to the Finance Office.

Why is the Finance Office located in the CMO? Because the Finance Office carries out a function LRH once handled. LRH always took responsibility for obtaining and maintaining Church quarters and buildings. He was the "first FBO," taking responsibility for seeing to it that orgs were viable and that staffs were cared for and compensated so they could get on with the show! These are the same functions the Finance Network is responsible for today. There is one final reason why the Finance Network falls under CMO. You've just read how WDC is responsible for establishing management bodies and ensuring that they manage properly and in an on-policy fashion, and that the CMO is WDC's execution arm. LRH pointed out clearly that the best reflection of the accomplishment of that purpose is the viability of the organizations. That is why this network is so critical. It makes sure that we have the energy to clear the planet and that you do too!

**MESSENGER STATUS**

Being a staff member of the CMO does not automatically give one the status of *Commodore's Messenger*. This is a status that is earned, and it is only available to certain posts. For instance, while several networks are located in the CMO (LRH Pers PRO, Senior C/S, Finance), they are *NOT* messengers.

An entire division of the CMO is dedicated to carrying out the functions they once performed for LRH and now perform for WDC. This includes such actions as investigations and evaluations (using the Data Series tech), programs and other general trouble-shooter and debug functions. It is the staff responsible for these functions who train to gain the status of *Commodore's Messenger*.

A specific training program exists to train Commodore's Messengers, and it is aligned to teaching a staff member how to be a *real* emissary of LRH. After all, the legacy and tradition of the CMO is on-Sourceness, and even though messengers do not currently stand watches with LRH, they are expected to carry out their duties as if they did.

As LRH said to the CMO in 1982, while continuing to turn over his hat:

*"You can function only so long as Simon Bolivar policy applies. Commodore's messengers have power because they are Commodore's messengers." — LRH*

Specific staff of the CMO are eligible to gain the status of *Commodore's Messenger* and exact directions on eligibility exist within the CMO. Only one who has properly earned such status may call himself or herself a Commodore's Messenger. It is a Comm Ev offense to impersonate one.

Some of the original Commodore's Messengers are currently posted as staff in organizations other than the CMO—either in lower orgs as command personnel

or in higher orgs such as RTC. While one may retain his status as a Commodore's Messenger through good service, the authority one has in an organization emanates from one's organizational post. This applies to messengers posted both within and without the CMO. Nonetheless, messengers continue to maintain an informal fraternity amongst themselves expressive of the esprit de corps they developed over their years of service with LRH and thereafter.

## SUMMARY

I hope this issue has been of interest to you.

The Commodore's Messenger Org has a long and successful history. Its functions have evolved and expanded through the years to what it is today—the organization that LRH gave the responsibility to see that on-policy/in-tech management exists so that planetary clearing becomes a reality.

We carry forward our tradition and responsibilities with our deepest dedication—a dedication forged over the years by Source himself.

CO CMO INTERNATIONAL

Authorized by  
AVC INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:COCMOL:jh

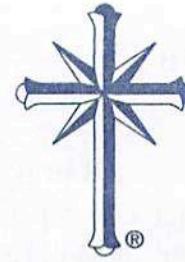
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# INTERNATIONAL MANAGEMENT

BULLETIN No. 326



from CHURCH OF SCIENTOLOGY INTERNATIONAL  
Central Authority for DIANETICS and SCIENTOLOGY Activities  
(Licensed by Religious Technology Center, Holders of the Trademarks  
of Dianetics and Scientology)

TO: ALL CLASS V ORGS AND CCs  
PESeS  
PUBLIC DIVS  
ALL STAFF

INFO: PUBLIC EXEC AIDE  
NETWORKS  
FB  
FOLOs

8 March 1998

## ***IMPORTANT***

### **NEW MARKETING FINANCE SYSTEM FOR ORGS**

Many actions are currently ongoing to greatly expand marketing actions and promotional efforts internationally.

A great deal of central dissemination occurs through Int Management and the Planetary Dissemination Org. However, these actions are mainly oriented to broad public marketing on *national media channels*.

In the last year, much work has also been done to increase promotion to on-lines public; magazines are more routine and orgs will soon be receiving a series of new info packs and other items from the Planetary Dissemination Org.

However, reach-out to your own public is *your responsibility*.

Every org in the world is expected to perform the function of marketing for their own org; it is one of the ingredients of expansion per LRH ED 339R:

**"MARKETING. This is Div 7, Div 2, anything that gets books, cassettes, services and products known to and in public and Scn field hands."—LRH**

And to assist you in doing this, your org's finance system is being amended. This revised system increases your promotion allocation, expanding the wherewithal to carry out *all* your local marketing and promotion responsibilities, with resultant greater prosperity and boomed stats.

### **PES ACCOUNT REINSTATED**

TO ENSURE ADEQUATE FUNDS ARE ALLOCATED TO PUBLIC DIVISION PROMOTIONAL ITEMS, *PUBLIC EXEC SEC ACCOUNTS* ARE BEING REINSTATED IN ORGS.

All orgs are expected to do their own promotional actions, standard handouts and other Div 6 promo actions. For many of these, you will receive shooting boards from your CLO to print locally. Others you can create on your own, such as promo for Open Houses or PE lectures or films. Such local promotion to NEW public in your area is vital. It is *not* supplanted by broad, national campaigns and, in fact, to fully capitalize on such campaigns, orgs must get out their own promo to new public in high volume.

**"To expand, an org must continually reach not only old and on-lines public but especially new public. It is upon this that future expansion depends."—LRH  
(HCO PL 27 July 82RA, DEPUTY FBOs FOR MARKETING OF ORG RESOURCES FOR EXCHANGE)**

The PES Account sum is determined by income produced by Public Divisions and the sums thus allocated are used strictly for Public Divs' promotion and advertising.

### OVERALL PROMOTION ALLOCATION

By longstanding LRH policy, a minimum of 14% of an org's CGI must be allocated weekly to promotion. The marketing finance system for orgs is established to ensure that this occurs, with the following percentages allocated:

- \* 10% of the org's CGI, retained locally and spent through the org's financial planning.

This 10% is used for payment of the org's mag; postage to mail out promo; purchasing additional quantities (reorders) and reprints of centrally produced promo from Central Dissem Bu CLO; printing promo from shooting boards; promo and ads originated locally based on local marketing campaigns.

- \* 4% of weekly CGI sent to Central Dissem Bu CLO to pay for centrally produced promo per international promotion schedule.

These funds pay for info packs, self-mailers, fliers, brochures and broadsheets plus recruitment promo which are part of the international promotion schedule. These funds sent by orgs are recorded in a running record, accounting for what is paid per org. Promotion is sent and debited against monies paid by each org, based on the current international promotion schedule.

- \* 2% of the GBS sent to Central Dissem Bu CLO to pay for centrally produced bookstore item promo.

- \* PES account sum, retained by orgs and comprised of 50% of all donations received for services delivered by Division 6B, plus 10% of any donations regged by Div 6 Registrars for Div 4 services.

The PES Account is used for: production of Div 6 promo and advertising originated locally; purchasing additional quantities (reorders) and reprints of centrally produced Public Division promo from Central Dissem Bu CLO and printing promo from shooting boards provided for Div 6 promo. (The exact use of these funds weekly is subject to full CSW, purchase order and Financial Planning approval, but may only be used for Public Division promotion.)

- \* Use of a portion of the local HCO Book Account to subsidize local promotion and ads for bookstore items. (Ref: HCO PL 6 Oct. 66RC II, ADDITIONS TO HCO DIV ACCOUNT POLICY)

This new system will result in a greater volume of promotion for every org and thus, greater reach-out to all your publics.

Use it to create a continuous expansion of income, more funds for promo, resultant increase in income and onwards to a total boom in your area.

Cmdr. Ronnie Miscavige  
MARKETING EXECUTIVE  
INTERNATIONAL

Authorized by  
AVC INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:GW:RM:dc



# INSPECTOR GENERAL NETWORK

## BULLETIN NO. 11R

from  
Religious Technology Center®  
Holder of the Dianetics® and Scientology® trademarks

TO: ALL STAFF, ALL ORGS  
FROM: INSPECTOR GENERAL FOR ETHICS RTC

14 June 1990  
Revised & Reissued  
2 November 1991

### RE: COUNTERESPIONAGE

Refs: HCO™ PL 1 Sept. 69R COUNTERESPIONAGE  
HCO PL 13 Jan. 83 THE BUSINESS OF ORGS

"Orgs are in the very new, for this universe, business of setting people free.

"SPs will find all manner of reasons not to, for this is what they, with their own crimes, fear.

"Thus it follows that they cut dissem lines, corrupt tech, suppress and confuse orgs, persuade people to be inactive and resort to other shifts, all quite 'reasonable' and 'logical' as to why this must be the way it is; so be alert to this and go ahead and set people free." - LRH

HCO PL 13 Jan. 83  
THE BUSINESS OF ORGS

As trademark owner, the ideal scene Religious Technology Center is working towards is "an on-Source, in-ethics, expanding, impervious international Scientology network as hard as cold chrome steel." The speed with which we clear this planet is dependent upon that ideal scene being fully achieved.

As staff members, you must be alert to and proofed up against any infiltration, espionage and corruption within your orgs, so that you can carry on with your jobs of delivering Dianetics and Scientology materials and services and setting people free.

Factually there is a very small percentage of individuals around who cannot bear to see Scientology flourishing and prospering as it is. These suppressives attempt to infiltrate, corrupt and damage organizations and will resort to any and all manner of crimes and covert operations to weaken our internal lines and stop people from going free.

You, and staff everywhere, must be very alert to these types and their suppressive activities.

In 1969 LRH devised a means of guarding organizations against internal espionage and infiltration. It is described in HCO PL 1 September 1969R COUNTERESPIONAGE, a copy of which is attached to this issue. You should be familiar with this policy letter, be alert to any of the activities described therein, and report *immediately* any occurrences you may observe within your organization or in *any* Scientology Church. The monetary rewards described in HCO PL COUNTER-ESPIONAGE will be paid promptly to any deserving Scientologist.™

You can directly assist in creating "an on-Source, in-ethics, expanding, impervious international Scientology network as hard as cold chrome steel". Know the indicators of possible infiltration, espionage and anti-organization activities, and remain alert to and report instances of such whenever they occur.

Our reward will be a safe and secure environment where *all* can go free.

Captain Mark Rathbun  
Inspector General for Ethics  
Religious Technology Center

RTC:MR:sc.dj

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 1 SEPTEMBER 1969R

Remimeo  
All Orgs  
Int Finance  
Office  
FBOs  
Legal Dept

(Revised and Reissued 24 September 1983 to  
increase reward amounts, and to delete mention  
of the Guardian WW and the Guardians Office  
which no longer exist as a post and network.)

COUNTER-ESPIONAGE

<u>Refs:</u>	HCO PL 12 Oct 82	CORRUPT ACTIVITIES
	HCO PL 14 Mar 82	FINANCIAL IRREGULARITIES
	HCO PL 13 Jan 83	THE BUSINESS OF ORGS

No country or company has ever solved espionage and  
intelligence actions within it.

Industrial "espionage" is a very prevalent activity.

As our policy letters and materials are often found in wrong  
hands we must be subjected to internal espionage on occasion. We  
certainly are subjected to intelligence externally.

Intelligence actions internally in a company or organisation  
take five main courses:

1. Theft of documents or materials.
2. Executive actions contrary to the company's best  
interests if not outright destructive.
3. Administrative enturbation including messing up  
files, addresses, facilities or communications.
4. False reports or false advices to customers or  
staff to bring about apathy or defeatism.
5. Perversion or corruption of the product (in our  
case, technology).

Motives

Financial gain is the primary motive in almost all cases of  
infiltration.

A very experienced European Intelligence officer stated that  
he had never failed to buy any person he had ever approached in any  
government, and this in a lifetime career in the field of  
espionage.

Governments and many companies have amongst them people who  
are in or who can be forced into heavy financial trouble.

By offering surprisingly small sums of money, any one of the  
five actions listed above could be effected by an enemy.

The practice is so common as to be commonplace but the harm  
done is all out of proportion to the effort employed.

A Solution

Guarding against infiltration is a vital action for survival  
and nations and companies spend huge sums on counter-intelligence,  
the action of foiling the efforts of enemies.

In studying the extensive literature of this subject an inexpensive effective solution has occurred to me which I do not think has ever been used.

If finance is the motive, then of course one should reward successful Counter-Intelligence actions.

An enemy seeks those in debt or forces persons into debt so they can be bought. If the person being baited were assured of a safer reward, the person would usually incline toward his own country or company.

#### The Placard

An org should therefore display in an area mostly frequented by staff, near the staff bulletin board or in the W.C., but not necessarily to the public, a placard worded somewhat as follows:

#### REWARD

As Industrial espionage is an ordinary occurrence in most companies, the staff is requested to be alert for

1. Any theft of documents or materials.
2. Orders or directions which will result destructively.
3. Any disturbance of files, bills or addresses.
4. False reports or advices to staff or customers or preached defeatism.
5. Willful corruption of tech.

Anyone detecting any of the above should report the matter at once to the Reports Officer, Religious Technology Center with names and full particulars.

Should further investigation result in the disclosure and apprehension or arrest of persons attempting willful harm to this organisation

A REWARD OF \$1,000.00

will be paid by the International Finance Office.

Should a staff member be approached and asked to attempt any of the above actions he should promptly seem to agree, should accept any money offered (which he may keep) and should quickly and quietly report the matter to the Religious Technology Center so that the instigators can be traced and arrested, at which time the \$1,000.00 reward will be paid after the apprehension, arrest and conviction of the person(s) attempting the willful harm to this organisation.

---

Another reward of \$400.00 will be paid any staff member or person in the field who should hear of or be subjected to any provocative anti-organisation activity in the field and who then forwards sufficient evidence of the criminal background and connections of the provocative person in such form that it may be given to the police by the Religious Technology Center.

---

Should any staff member have knowledge of any financial irregularity within the organisation and furnish proof of it to the Int Finance Office and RTC promptly along with evidence sufficient to successfully prosecute he shall be given a reward equivalent to 25% of all monies recovered or \$1,000.00 which ever is less.

---

### BLACKMAIL

Any person or agency attempting to accomplish any of the above five points by reason of attempted BLACKMAIL of a staff member is liable to arrest. In this case the reward is also paid to the staff member on the arrest and conviction of those attempting the blackmail.

Staffs are requested to cooperate fully to help continue to make an org and area a safe environment from which freedom may expand.

Alertness is the penalty we pay for living in an aberrated society.

Truth cannot live in an atmosphere of deceit.

Religious Technology Center  
(address)

The amount of the rewards may be changed from time to time. It is the responsibility of the Int Finance Office to update the amount of the rewards in the future.

---

### Org's Protection

Our Dianetics and Scientology orgs are fortunate in that where tech is "in" very little infiltration can occur since persons cannot benefit from things they try to harm.

Our primary protection is "in" tech and well processed staffs. It follows that when tech is out, ethics will be found out also.

Persons who have no or little case gain are the only ones we have any trouble with.

No other organisation and no country has as good a chance as ours to be free of infiltration.

One other thing worthy of note in connection with Counter-Intelligence is that countries and companies which do not have a high cause, a high allegiance, have need of tremendous counter-intelligence forces.

If we keep our integrity high and give staffs good and valuable government, we will have maximum Counter-Intelligence effectiveness with minimum effort since our staffs would themselves militantly defend their executives and the org.

L. RON HUBBARD  
Founder

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

Remimeo  
HCO POLICY LETTER OF 13 JANUARY 1983  
CORRECTED AND REISSUED 13 MAY 1983

(Reissued to correct typographical errors  
in paragraphs two, three and four)

THE BUSINESS OF ORGS

Orgs are in the very new, for this universe, business of setting people free.

SPs will find all manner of reasons not to, for this is what they, with their own crimes, fear.

Thus it follows that they cut dissem lines, corrupt tech, suppress and confuse orgs, persuade people to be inactive and resort to other shifts, all quite "reasonable" and "logical" as to why this must be the way it is; so be alert to this and go ahead and set people free.

It's done with org services well delivered, on-policy with standard tech.

So just do it, man, do it!

L. RON HUBBARD  
Founder

Adopted as official  
Church policy by  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

LRH:CSI:sk.iw.gm.sak

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# INSPECTOR GENERAL NETWORK

## BULLETIN NO. 11

from  
Religious Technology Center®  
Holder of the Dianetics® and Scientology® trademarks

TO: ALL STAFF, ALL ORGS  
FROM: INSPECTOR GENERAL FOR ETHICS RTC

14 June 1990

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         HCO PL 13 Jan 1983      THE BUSINESS OF ORGS

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LRH, HCO PL 13 Jan 1983  
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Inspector General for Ethics

Authorized by

Captain Greg Wilhere  
Inspector General  
Religious Technology Center

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RTC:GW;MR;sc:aa

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In studying the extensive literature of this subject an inexpensive effective solution has occurred to me which I do not think has ever been used.

If finance is the motive, then of course one should reward successful Counter-Intelligence actions.

An enemy seeks those in debt or forces persons into debt so they can be bought. If the person being baited were assured of a safer reward, the person would usually incline toward his own country or company.

The Placard

An org should therefore display in an area mostly frequented by staff, near the staff bulletin board or in the W.C., but not necessarily to the public, a placard worded somewhat as follows:

REWARD

As Industrial espionage is an ordinary occurrence in most companies, the staff is requested to be alert for

1. Any theft of documents or materials.
2. Orders or directions which will result destructively.
3. Any disturbance of files, bills or addresses.
4. False reports or advices to staff or customers or preached defeatism.
5. Willful corruption of tech.

Anyone detecting any of the above should report the matter at once to the Reports Officer, Religious Technology Center with names and full particulars.

Should further investigation result in the disclosure and apprehension or arrest of persons attempting willful harm to this organisation

A REWARD OF \$1,000.00

will be paid by the International Finance Office.

Should a staff member be approached and asked to attempt any of the above actions he should promptly seem to agree, should accept any money offered (which he may keep) and should quickly and quietly report the matter to the Religious Technology Center so that the instigators can be traced and arrested, at which time the \$1,000.00 reward will be paid after the apprehension, arrest and conviction of the person(s) attempting the willful harm to this organisation.

---

Another reward of \$400.00 will be paid any staff member or person in the field who should hear of or be subjected to any provocative anti-organisation activity in the field and who then forwards sufficient evidence of the criminal background and connections of the provocative person in such form that it may be given to the police by the Religious Technology Center.

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Should any staff member have knowledge of any financial irregularity within the organisation and furnish proof of it to the Int Finance Office and RTC promptly along with evidence sufficient to successfully prosecute he shall be given a reward equivalent to 25% of all monies recovered or \$1,000.00 which ever is less.

BLACKMAIL

Any person or agency attempting to accomplish any of the above five points by reason of attempted BLACKMAIL of a staff member is liable to arrest. In this case the reward is also paid to the staff member on the arrest and conviction of those attempting the blackmail.

Staffs are requested to cooperate fully to help continue to make an org and area a safe environment from which freedom may expand.

Alertness is the penalty we pay for living in an aberrated society.

Truth cannot live in an atmosphere of deceit.

Religious Technology Center  
(address)

The amount of the rewards may be changed from time to time. It is the responsibility of the Int Finance Office to update the amount of the rewards in the future.

---

Org's Protection

Our Dianetics and Scientology orgs are fortunate in that where tech is "in" very little infiltration can occur since persons cannot benefit from things they try to harm.

Our primary protection is "in" tech and well processed staffs. It follows that when tech is out, ethics will be found out also.

Persons who have no or little case gain are the only ones we have any trouble with.

No other organisation and no country has as good a chance as ours to be free of infiltration.

One other thing worthy of note in connection with Counter-Intelligence is that countries and companies which do not have a high cause, a high allegiance, have need of tremendous counter-intelligence forces.

If we keep our integrity high and give staffs good and valuable government, we will have maximum Counter-Intelligence effectiveness with minimum effort since our staffs would themselves militantly defend their executives and the org.

L. RON HUBBARD  
FOUNDER

LRH:fa:iw

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

Remimeo HCO POLICY LETTER OF 13 JANUARY 1983  
CORRECTED AND REISSUED 13 MAY 1983

(Reissued to correct typographical  
errors in paragraphs two, three, and four.)

THE BUSINESS OF ORGS

Orgs are in the very new, for this universe, business of setting people free.

SPs will find all manner of reasons not to for this is what they, with their own crimes, fear.

Thus it follows that they cut dissem lines, corrupt tech, suppress and confuse orgs, persuade people to be inactive and resort to other shifts, all quite "reasonable" and "logical" as to why this must be the way it is; so be alert to this and go ahead and set people free.

It's done with org services well delivered on policy with standard tech.

So just do it, man, do it!

L. RON HUBBARD  
FOUNDER

Adopted as Official  
Church Policy by the  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:LRH:sk:iw

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INTERNATIONAL MANAGEMENT EXECUTIVE COMMITTEE



**LRH ED 339R IMPLEMENTATION PROGRAM**  
**IMEC PROGRAM ORDER 252**

9 December 1995

TO: DISSEM SEC  
DIRECTOR OF PROMOTION  
AND MARKETING  
DIRECTOR OF REGISTRATION  
DIRECTOR OF INCOME  
CO/ED, FLAG BANKING OFFICER  
FLAG REP  
  
U.S. CLASS V ORGS  
U.S. SO ORGS  
FSO

**URGENT**

# **GROSS INCOME**

*Strategic Planning Series 7-19*

## **TAX DEDUCTIBILITY AND GETTING YOUR PUBLIC UP THE BRIDGE PROGRAM**

*Refs:*

LRH ED 339R Int	REVISION OF THE BIRTHDAY GAME 1982-83
HCO PL 26 Mar 65RA II	FSM Series 2 FIELD STAFF MEMBER I/C HAT, FIELD STAFF MEMBERS (OEC Vol. 6, pg. 639)
SEC ED 136	ACCOUNTING SYSTEM (OEC Vol. 3, pg. 115, section on "Statements")
HCO PL 6 July 59 II	OUTFLOW (OEC Vol. 2, pg. 117)
LRH ED 236 Int	REGISTRATION PROGRAM NUMBER 2 (OEC Vol. 2, pg. 570)
BROCHURE	<i>Updated Information on Taxes and Your Donations</i>

### **PROGRAM INFORMATION:**

The donations of Church parishioners have qualified as tax deductible in the U.S. since October of 1993. This means that a public person in the U.S. may claim the amount of his or her service donations to the Church on his or her personal income tax return. This in turn means that the person will PAY LESS TAXES AND THUS HAVE MORE MONIES AVAILABLE TO GET UP THE BRIDGE.

This matter of tax deductibility can assist registrars to sign up more public and move them up The Bridge. Public SHOULD be informed of this advantage inherent in their donations to the Church for most services and assisted to sign up and donate for as much of their services as possible before December 31st, 1995. This program provides exact targets to see that this occurs.

Included with this program is a briefing sheet which outlines exactly how registrars should handle the matter of tax deductibility. It is vital that all registrars and all staff signing public up for services read, understand and apply this data to the end of getting more public up The Bridge FASTER.

**PROGRAM PURPOSE:**

**TO GET YOUR ORG AND STAFF AWARE OF AND INFORMING ALL PARISHIONERS OF THE TAX DEDUCTIBILITY OF DONATIONS FOR MOST ORG SERVICES, AND HELPING THEM TO MOVE FURTHER UP THE BRIDGE FASTER.**

**MAJOR TARGET:**

**TO GET THE INFORMATION ON TAX DEDUCTIBILITY DISSEMINATED BY THE STAFF OF YOUR ORG, WITH ALL REGES AND TREASURY PERSONNEL BRIEFED, HATTED AND ACTIVELY GETTING PARISHIONERS TO SIGN UP AND DONATE FOR ALL OF THEIR SERVICES BEFORE THE END OF THE YEAR.**

**PRIMARY TARGETS:**

1. Accept full responsibility for the rapid and successful execution of this program.

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FLAG REP

2. Study and word clear this program and its enclosures and attachments.

---

FLAG REP

3. Report compliances to this program to your Flag Bureaux Programs Chief via your FOLO Programs Chief.

---

FLAG REP**VITAL TARGETS:**

1. Get all staff involved with this program to read the materials related to the program and DO NOT PASS ANY MISUNDERSTOODS.

---

FLAG REP

2. See that all materials regarding tax deductibility are disseminated broadly in the org and in letters out, and other appropriate org communications. These materials are:

**BRIEFING TO ALL U.S. ORGS, TAX DEDUCTIBILITY AND PARISHIONER DONATIONS****"IMPORTANT NOTICE TO ALL PARISHIONERS"**

---

DPM

3. Keep all org registrars using full enlightenment and registration tech and big league sales in each interview and do not omit these fundamentals. (Refs: "Secretarial to the Executive Director No. 2", 15 December 1958, OEC Vol. 2, pg. 491 and HCO PL "Blind Registration", OEC Vol. 2, pg. 564)

---

DISSEM SEC

4. Continue to promote each week throughout the end of the year the message that "Donations for auditing and most training qualify as tax deductible. Take advantage of this to get further up The Bridge". Promote this weekly via letters out and ASR packs, in phone calls, at graduations, at org events and seminars, in treasury statements, in every way possible.

---

DPM

5. Keep a supply of the NOTICE TO ALL PARISHIONERS in stock.

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DPM**OPERATING TARGETS:**

1. See all registrars and ensure that they have line-ups for the week sufficient to get the org to make its 5.4X target by next March 13th per LRH ED 339R-1 Int, and that they are actively contacting and interviewing the public named on their line-ups, signing them up and getting full donations. (Ref: LRH ED 236 Int, "Registration Program Number 2", OEC Vol. 2, pg. 571)

---

DISSEM SEC

2. Get the following items passed out to all registrars, Dept. of Income, public divisions registrars, tours personnel and call-in personnel:

- a. **BRIEFING TO ALL U.S. ORGS, TAX DEDUCTIBILITY AND PARISHIONER DONATIONS**

- b. **"IMPORTANT NOTICE TO ALL PARISHIONERS"**

---

DISSEM SEC

3. Off production time, hold a meeting of all Department 6 staff, all Department of Income and any other registration staff in Division 6. Have these staff twin up and get the following done in two study periods or less:

- a. **Read and word clear the BRIEFING TO ALL U.S. ORGS, TAX DEDUCTIBILITY AND PARISHIONER DONATIONS and NOTICE TO ALL PARISHIONERS.**
- b. **Drill the use of this information on their posts until they are FULLY COMFORTABLE with using this information in interviews and other contact with the public. Have them mock up various situations/examples that this information can be used in.**
- c. **Have each make a list of at least 15 people he or she will contact, sign up and get started on services, utilizing this information.**

---

DISSEM SEC

4. **CONDITIONAL TARGET: If someone has trouble on the word clearing or on understanding this material in any way, if possible, immediately get them to a trained word clearer for metered word clearing. In any case, get these materials quickly understood and all MUs cleared up.**

---

QUAL SEC

5. **Get all registrars to repeat drilling as per Operating Target 3b above daily until December 31st, 1995.**

---

DISSEM SEC

6. **Get all registrars a supply of the NOTICE TO ALL PARISHIONERS plus several copies of this notice for handout to prospects.**

---

DPM

7. **Get the reges actually using this tax deductibility information effectively in their interviews to assist them to get closes and service starts. Ensure they use it, but do not substitute this information for full enlightenment and closing tech. (Ref: "Secretarial to the Executive Director" No. 2, 15 December 1958, OEC Vol. 2, Pg. 491)**

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DISSEM SEC

8. **Take the IMPORTANT NOTICE TO ALL PARISHIONERS and get it placed around the org, in the HGC waiting room and any other appropriate area.**

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DPM

9. **Read the IMPORTANT NOTICE TO ALL PARISHIONERS to the academy students after course hours or at org graduation and tell them to come see you to go over their program with you and make their arrangements.**

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BODY REG

10. **Call a special meeting of your FSMs and brief them, using the data described in operating target #2 above. Get them to name selectees they**

can bring in to see the registrar about donating for services. Have the Div 2 Body Reg and Div 6 Public Registrar present at the end of this meeting to meet with the FSMs on getting their selectees in to see them.

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**DIR OF CLEARING**

11. Follow up with your FSMs to see that they are informing their selectees about the advantage of tax deductibility and getting up The Bridge, and that they are bringing their selectees in to the registrar to be signed up and started on services. (Ref: HCO PL "Field Staff Member I/C Hat, Field Staff Members", OEC Vol. 6, pg. 639).

---

**DIR OF CLEARING**

12. See that all registrars continue contacting daily through to December 31st org FSMs and other sources of prospects, reminding them of the point of tax deductibility and getting them to bring or send selectees and friends in to be signed up for services prior to December 31st.

---

**DIR REG**

13. Get at least 3000 or more copies of the **NOTICE TO ALL PARISHIONERS** printed off for handouts and inclusion in letters, treasury statements, etc. Provide your org reg's phone number on this notice as well.

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**DPM**

14. Give a supply of the **IMPORTANT NOTICE TO ALL PARISHIONERS** to all letter reges, advance scheduling reges, and other letter reg section personnel and Dept. of Income.

---

**DISSEM SEC**

15. Ensure that letter reges, ASRs and all letter writers are placing the **IMPORTANT NOTICE TO ALL PARISHIONERS** in all letters and ASR packs going out of the org as well as using the point of tax deductibility in their letters to public where appropriate.

---

**DIR REG**

16. See that ORG staff are provided the **IMPORTANT NOTICE TO ALL PARISHIONERS** for their letters out and that they are placing this notice prominently in the envelops with their letters.

---

**DIR COMM**

17. See that all Dept. of Income personnel or anyone writing to Dept. of Income files are including the **IMPORTANT NOTICE TO ALL PARISHIONERS** in their letters or statements mailed as well as telling public about the advantages of tax deductibility in getting up The Bridge.

---

**DIR INCOME**

18. Get out your monthly statements to your accounts files. Make sure the **IMPORTANT NOTICE TO ALL PARISHIONERS** is included with this mailing in each of these monthly statements. "*If they don't go out monthly, people don't pay.*" — LRH (Secretarial to the Executive Director #136, 2 March 1959, OEC Vol. 3, pg. 115, section on "STATEMENTS").

---

**DIR INCOME**

19. Inspect the income and promotion areas of the org against each of the targets and get back in or re-do any that have fallen out.

---

**FLAG REP****PRODUCTION TARGET:**

**Org income increased by an average 75% per week throughout the final month of the year.**

**PROGRAM COMMUNICATION:**

Standard Compliance Reports to your Flag Bureaux Programs Chief, via your FOLO Programs Chief, via your org FR.

Commander Fred Swartz  
GROSS INCOME EXECUTIVE  
INTERNATIONAL

Authorized by  
AUTHORIZATION, VERIFICATION  
AND CORRECTION INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:FS:fs.gg

**BRIEFING TO ALL U.S. ORGS**  
**TAX DEDUCTIBILITY AND PARISHIONER**  
**DONATIONS**

This is a briefing to all Orgs in the United States on the subject of the tax deductibility of parishioner donations. As is well known, in 1993 all U.S. Churches became officially tax exempt organizations. At the same time, all parishioner donations for auditing and most parishioner donations for training to our U.S. organizations also were recognized as qualifying as tax deductible for our parishioners on their personal federal income tax returns. What this means is that parishioners, if they donate BEFORE the end of the year, December 31st, 1995, can significantly reduce the amount they need to pay in taxes for this year. This enables them to donate for more services on The Bridge and thus make it up The Bridge FASTER.

Your parishioners should be contacted and reminded that their donations for services are largely tax deductible. Support of one's church through donations is a longstanding tradition in our country. The brochure "Updated Information on Taxes and Your Donations" gives more information on this and should be made available to your parishioners.

**HOW TO SPEED YOUR PUBLIC UP THE BRIDGE**  
**USING THE DATA ON TAX DEDUCTIBILITY**

All U.S. Churches of Scientology are tax exempt organizations. A parishioner can donate to the Church and the amount donated should qualify as a deduction on his income tax return. How does this work and how can you use this in your interviews to move your public up The Bridge?

**EXAMPLE:** A parishioner makes \$50,000 income. He must pay income taxes on this amount. If he donates, for example, \$17,500 to your org for his auditing before December 31st, 1995, he will pay taxes on only \$33,500. This means he could pay as much as \$5,000 less in taxes. He can then make it FURTHER up The Bridge as more of his income can go toward his spiritual freedom, intensives in the HGC.

If you roughly figured that your public will save about 30% of whatever they donate to your org in taxes, then you would have a rule of thumb. For those making \$75,000 or more per year, this percentage would move closer to 35% or 40% and for those making less than \$35,000 per year, the percentage would be less, about 28%, and for the lower income ranges it would be about 15%. A parishioner can and should get precise information from his tax advisor on his particular situation.

Here is a scenario on how you would simply go about this with one of your public:

**REGISTRAR:** "Hello, Mr. Jones, here is your tech estimate. You need only 5 more intensives to make it to NED completion and you could even achieve Clear on this auditing!" (NOTE: At this point one would ensure that FULL enlightenment of this service would be done by the registrar before proceeding.)

**MR. JONES:** "That seems correct. I really want to get to Clear!"

REGISTRAR: "Excellent. I know you want to figure out how to get these intensives secured. Let me ask a question, how much approximately will your income be this year?"

MR. JONES: "Well, I'd say about \$55,000, including my Christmas bonus."

REGISTRAR: "Good, now your parishioner statement shows that you have made \$9,550 in donations to the Church this year. For these 5 additional intensives, which could get you to Clear, the requested donation is \$14,500. Now, let me figure this...OK. Did you know that by making this donation now before the end of the year, along with the donations you have already made this year, you will have a total in donations of \$24,050, and that means that you could pay roughly \$7,000 LESS in taxes come April! That makes it much more possible for you to secure your intensives. And THAT means you could be CLEAR this year! You should verify these figures with your tax advisor, but making your donations could result in tax savings and most importantly will help you make it up your Bridge right NOW!"

MR. JONES: "That's amazing! I hadn't looked at this. I CAN get up my Bridge faster now!"

REGISTRAR: "OK, let's get you up to the HGC right away! You are going Clear, Mr. Jones!"

You can see from the above that the potential advantages are considerable for your public. As a registrar, you are giving some simple direction, but most importantly, you are helping your public to attain spiritual freedom, happiness and new found abilities.

A few points to know regarding this:

1. In most states, donations to the Church qualify as tax deductible on state income taxes as well. This is an additional advantage for your public.
2. In any tax year, one's donations claimed cannot exceed 50% of one's income. So, there is a limit. Example: if a parishioner's income is \$50,000, he can claim up to \$25,000 in donations on his taxes. If he donated MORE than \$25,000, then the excess amount can be claimed in the next tax year. This "carry forward" can go on for 5 years.
3. You are NOT a tax advisor and you need to advise your public to see their tax advisor and verify what their taxes will be. That is the job of the tax advisor. You can give the general guidelines as above, but do refer your public to their tax advisor to work out their specific taxes and tax advantages.
4. Donations AFTER December 31st, 1995, will be counted as part of donations for the tax year 1996, so these have to be made by this December 31st deadline.

## SUMMARY

Remind all of your public of potential tax deductibility and encourage maximum donation to the Church. This CONSIDERABLE tax advantage and savings makes it more possible for them to make it up The Bridge to the state of trained OT, to support the Church and to make a better world. Everyone wins in this game, especially the society at large because our Church and its members are indeed making a better world for all.

Commander Fred Swartz  
GROSS INCOME EXECUTIVE  
INTERNATIONAL

Authorized by  
AUTHORIZATION, VERIFICATION  
AND CORRECTION INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:FS:gg

**NOTICE TO ALL PARISHIONERS**

THIS IS TO REMIND YOU THAT DONATIONS FOR AUDITING AND MOST TRAINING SERVICES QUALIFY FOR CHARITABLE CONTRIBUTION DEDUCTIONS ON YOUR PERSONAL UNITED STATES INCOME TAX RETURNS. DONATING TO THE CHURCH CAN RESULT IN CONSIDERABLE TAX SAVINGS. DONATE BY DECEMBER 31ST, 1995, SO YOU CAN TAKE YOUR DEDUCTION THIS YEAR. SECURE YOUR ROUTE TO INCREASED ABILITY, HAPPINESS AND FREEDOM. CONTACT YOUR CHURCH REGISTRAR NOW. (NOTE: CONSULT WITH YOUR TAX ADVISOR WHEN PREPARING YOUR TAX RETURN TO DETERMINE THE EXACT BENEFITS FOR YOU ON YOUR PERSONAL INCOME TAXES.)

CHURCH OF SCIENTOLOGY OF \_\_\_\_\_

YOUR REGISTRAR'S PHONE NUMBER IS \_\_\_\_\_



**LRH™ ED 339R IMPLEMENTATION PROGRAM**  
**IMEC PROGRAM ORDER 109**

7 July 1992

Class V orgs  
Flag® Representatives

*Strat Planning Series 1-8*

**RTC GENERAL TRADEMARK STANDARDS**  
**CLASS V ORGANIZATIONS**

**ATTENTION ORG CO/ED:**

HAND THIS PROGRAM TO YOUR FLAG REPRESENTATIVE TO GET DONE. IF YOU HAVE NO FLAG REPRESENTATIVE THEN HAND IT TO A DOUBLE-HATTED FLAG REPRESENTATIVE WHILE INSTANTLY GETTING A SINGLE-HATTED QUALIFIED FLAG REP ON POST.

**ATTENTION FLAG REP:**

THIS PROGRAM IS TOP PRIORITY FOR YOUR POST. IT GETS IN EACH POINT OF THE RTC GENERAL TRADEMARK STANDARDS AND WILL HELP BUILD YOUR ORG TO THE SIZE OF OLD SAINT HILL AND BEYOND.

**PROGRAM INFORMATION:**

In 1988 a checklist of Minimum Standards was issued to all orgs. This program was completed and orgs complied to having the points of the checklist in. RTC has now issued a new set of standards entitled *General Trademark Standards*.

These standards are the routine expectancy from every organization in the application of ethics, tech and admin, to assure standard application of Dianetics® and Scientology®.

The purpose of this program is to assist you in getting full compliance to any point of the General Trademark Standards that your org is not yet in compliance with.

Your org is there to sell and deliver materials and service to the public and with these standards fully in, it will guarantee that your org delivers 100% standard tech and has all its administrative lines in to service the public.

**PROGRAM PURPOSE:**

YOUR ORG ESTABLISHED WITH THE GENERAL TRADEMARK STANDARDS IN, SO IT IS SELLING AND DELIVERING STANDARD SCIENTOLOGY AND DIANETICS TO THE PUBLIC IN VOLUME.

**MAJOR TARGET:**

ALL REQUIREMENTS OF THE RTC GENERAL TRADEMARK STANDARDS FULFILLED.

**PRIMARY TARGETS:**

1. Take responsibility for getting this program rapidly completed.  
\_\_\_\_\_  
FLAG REP
2. Read and word clear the RTC General Trademark Standards checklist.  
\_\_\_\_\_  
FLAG REP
3. Read and word clear the policies referenced.  
\_\_\_\_\_  
FLAG REP
4. Get all terminals with targets to read and word clear the RTC General Trademark Standards checklist.  
\_\_\_\_\_  
FLAG REP

**VITAL TARGETS:**

1. Do not allow the execution of this program to be cut across.  
\_\_\_\_\_  
FLAG REP
2. Apply HCOT™ PL 23 Aug. 79R I, DEBUG TECH at any sign of a bug and debug the targets and get the program flying again.  
\_\_\_\_\_  
FLAG REP
3. Handle any counter intention that might come up during the execution of the program by application of Ethics tech.  
\_\_\_\_\_  
FLAG REP
4. Ensure that each of the compliance reports forwarded are fully done and that they have full evidence attached which shows that the target has been done. A compliance is required for each Operating Target done to your org's Cont Programs Chief and a separate compliance report for each checklist point must be forwarded directly to the General Standards Enforcement Officer Religious Technology Center®.  
\_\_\_\_\_  
FLAG REP

**OPERATING TARGETS:**

1. At your next staff meeting do a full briefing of all org staff on this program and the TM to get it done and gain full cooperation from all staff to get their targets done with speed.

---

FLAG REP

- A) ***ESTABLISHMENT OF A RELIGIOUS BODY AND ENTITY FOR THE ADVANCEMENT AND DISSEMINATION OF THE RELIGION OF SCIENTOLOGY, PURSUANT TO THE SCIENTOLOGY SCRIPTURES.***

2. Get the corporation properly incorporated as a religious body.

---

DSA

3. Get the standard Enrollment forms in use with each student and PC signing the correct form and the signed form preserved in the Org Val Docs files in Dept 3.

---

DIR REG  
DIR I&R

4. Get Certificates and Awards to instantly provide high quality certificates which have been properly earned so that each public completing a service gets a certificate.

---

QUAL SEC

5. ***CONDITIONAL:*** If there are existing backlogs in the Certificate and Awards area, get them handled, applying HCO PL 26 Jan. 72 I, NOT-DONES, HALF-DONES AND BACKLOGS.

---

QUAL SEC

6. Get all public Auditors licensed with I HELPTM at the moment of certification, at Qual Certificates and Awards.

---

DIR OF CLEARING

7. Get every Active Field Auditor (including Volunteer Ministers) operating on a current, valid and up-to-date auditor certificate.

---

DIR OF CLEARING

8. ***CONDITIONAL:*** (For non-English-speaking areas) Verify and handle so that no translations of LRH materials are done by anyone in the org or the field without the express, prior permission of the Translations Unit Director, Golden Era ProductionsTM.

---

LRH COMM

9. Verify that the trademarks and service marks of Dianetics and Scientology, and/or L. Ron HubbardTM copyrighted materials, are not used in the field without license by the owner to do so.

---

DSA

10. **CONDITIONAL:** In the event that unauthorized use exists, then it must be reported to RTC with all specifics.

---

DSA

- B) MAINTENANCE OF SUFFICIENT TRAINED STAFF TO EFFECTIVELY MINISTER TO ALL PARISHIONERS AND CONGREGANTS.**

11. Step up all recruitment actions by getting the 339R Recruitment program executed and done.

---

HAS

12. Get a fully qualified Executive Council posted including the following:

- a. ED
- b. D/ED D&E
- c. D/ED O/O
- d. EXEC ESTO
- e. HES
- f. OES
- g. PES

---

HCO EXEC SEC

13. Get a qualified HAS on post immediately.

---

HCO EXEC SEC

14. Get the Executive Council members permanently posted per HCO PL 28 Mar. 84 II, Executive Series 28, EXECUTIVE POSTING QUALIFICATIONS:

- a. ED
- b. D/ED D&E
- c. D/ED O/O
- d. EXEC ESTO
- e. HES
- f. OES
- g. PES

---

PCO

15. If not already filled, get the following postings done in your org with qualified personnel, as per HCO PL 14 Nov. 76, MANNING UP AN ORG:

- a. Dir of Routing and Personnel
- b. Somebody answering the phone
- c. A Hubbard® Professional Course Supervisor Course-trained Supervisor posted in Division 4
- d. A Key to Life™ Course Supervisor and a Life Orientation™ Course Supervisor, fully trained on the Hubbard Key to Life Delivery Course and the Hubbard Life Orientation Delivery Course
- e. Registrar
- f. Someone handling Div 6 public
- g. Case Supervisor(s) certified by checksheet to C/S all services the org offers

- h. Sufficient auditors posted, based on the Tech/Admin ratio of the org, who are certified to audit all services the org offers
- i. A Letter Registrar
- j. Somebody on Accounts
- k. Ethics Officer
- l. Qual Sec
- m. LRH Comm
- n. Director of Special Affairs
- o. Flag Representative
- p. FBO
- q. D/FBO for MORE
- r. Keeper of Tech
- s. A Hubbard Professional Course Supervisor Course-trained Supervisor posted in Div 6B
- t. Somebody receiving and mailing the mail
- u. A Hubbard Professional Word Clearer Course-trained Word Clearer
- v. A Purification Rundown® In-Charge fully trained on the Purification Rundown In-Charge Course
- w. Someone selling books
- x. A Senior Case Supervisor
- y. A Cramming Officer who is fully trained on the Cramming Officer Course
- z. An Examinations Officer
- aa. An Estates Manager

---

HAS

- 16. Get the executive postings listed below fully qualified and permanently posted per HCO PL 28 Mar. 84 II, Executive Series 28, EXECUTIVE POSTING QUALIFICATIONS:

- a. LRH Communicator
- b. Keeper of Tech
- c. Flag Representative
- d. Flag Banking Officer
- e. D/FBO for MORE
- f. Director of Special Affairs
- g. HCO Area Secretary
- h. Qualifications Secretary
- i. Senior Case Supervisor

---

PCO

- 17. Get each of the below staff to become certified graduates of Staff Status One and Two and provide evidence that the persons on these posts are doing these jobs:

- a. Director of Routing and Personnel
- b. Ethics Officer
- c. Registrar
- d. Letter Registrar
- e. Someone handling Div 6 public
- f. Somebody on Accounts
- g. Somebody answering the phone
- h. Somebody receiving and mailing the mail
- i. Somebody selling books

j. Somebody being an Estates Manager

---

HAS

18. Get each of the following technical personnel single-hatted, and certified graduates of Staff Status One and Two:

- a. Case Supervisor(s)
- b. Auditors posted
- c. Hubbard Professional Course Supervisor Course-trained Supervisor in Division 4
- d. Hubbard Professional Course Supervisor Course-trained Supervisor in Division 6B
- e. Hubbard Professional Word Clearer Course-trained Word Clearer.
- f. Purification Rundown In-Charge
- g. Key to Life Course Supervisor and Life Orientation Course Supervisor
- h. Cramming Officer
- i. Examinations Officer

---

HAS

19. Get the Examinations Officer through his full hat.

---

HAS

20. Get all staff correctly programed per the *PERSONNEL PROGRAMMING MANUAL* and progressing through their staff training programs and moving up the Grade Chart.

---

SSO

21. Get a minimum of 4 OEC®/FEBC® graduates on executive posts or in training.

---

HAS

22. Get 3 Class VIII auditors on staff or in training.

---

HAS

- C) *PROPER AND EFFECTIVE DISPLAY OF THE MARKS AND THE RELIGIOUS SYMBOLS OF THE RELIGION OF SCIENTOLOGY, TO ENHANCE AND PRESERVE THE IMAGE OF SCIENTOLOGY AS A RELIGION, INCLUDING DISPLAY OF A CERTIFICATE SUPPLIED BY CSI.*

23. Get a professionally framed Creed of the Church displayed and plainly posted in a public area.

---

LRH COMM

24. Get a professionally framed Scientology Classification, Gradation and Awareness Chart displayed and plainly posted in registration, training and HGC areas.

---

LRH COMM

25. Get a stationery mocked up, approved and printed, that reflects that the org is a Church.

---

DIR COMM

26. Verify that all public literature state that Scientology is a religious philosophy. Get this in if found not to be done.

---

LRH COMM

27. Verify that all promo that is distributed adheres to trademark usage rules per the Scientology Policy Directive for your country.

---

LRH COMM

28. Get the org trademark license certificate on display in a prominent area.

---

DSA

29. Get an upstat exterior sign posted and clearly visible so the org can be located and identified by the public.

---

ESTATES MANAGER

- D) **OFFERING OF RELIGIOUS SERVICES, HEARING OF CONFESSIONALS FOR EXECUTIVES, STAFF AND PARISHIONERS, AND PUBLICATION AND DISTRIBUTION OF RELIGIOUS LITERATURE AND OTHER SECTARIAN AIDS TO PROPAGATE AND DISSEMINATE THE RELIGION OF SCIENTOLOGY.**

30. Get the services on all Introductory Routes delivered in your org:

- a. Dianetics Co-Auditing Route
- b. Dianetics Professional Auditing Route
- c. Anatomy of the Human Mind Route
- d. Success Through Communication Route
- e. Life Improvement Course Route
- f. Scientology Introductory Auditing Route
- g. Purification® Route
- h. The Way to Happiness Route

---

PUBLIC EXEC SEC

31. **CONDITIONAL:** If any of the above Introductory Routes services are not being delivered in the org, work out how to get each one of these services delivered and get them delivered.

---

PUBLIC EXEC SEC

32. Verify that extension courses are broadly promoted and sold with course lessons sent in by students rapidly graded and late ones nudged up and with students completing and being properly certified.

---

PUBLIC EXEC SEC

33. **CONDITIONAL:** If any of the extension courses are not being delivered in the org, work out how to get each one of these services delivered and get them delivered.

---

PUBLIC EXEC SEC

34. Get all training levels up to and including New Hubbard Solo Course Part 1 delivered in your org. This includes:

- a. Hubbard Method One® Co-Audit Course
- b. Hubbard Graduate of Study Tech
- c. New Hubbard Professional TR Course
- d. Hubbard Professional Upper Indoc TR Course
- e. Scientology Academy Levels 0 - IV
- f. Class IV Internship
- g. Hubbard New Era Dianetics® Auditor Course
- h. Class V Internship
- i. Hubbard Class V Graduate Auditor Course
- j. Class V Graduate Internship
- k. Hubbard Expanded Dianetics Auditor Course
- l. Class VA Graduate Internship
- m. Technical Specialist Courses
- n. Hubbard Key to Life Course (evidence to be provided of the HKTL Series 0-10 checklist being in. (ENGLISH-SPEAKING ORGS ONLY)
- o. Hubbard Life Orientation Course (ALL ORGS)
- p. New Hubbard Solo Auditor Course Part One

---

ORG EXEC SEC

35. **CONDITIONAL:** If any of the above training level services are not being delivered in the org, get the Tech Sec to work out how to get each one of these services delivered and get them delivered.

---

ORG EXEC SEC

36. Verify that all processing up to and including the making of Clears is being delivered in your org. This includes:

- a. Purification Rundown (evidence to be provided of all points of C/S Series 122R, TROUBLESHOOTING THE PURIFICATION RUNDOWN, being in)
- b. TRs and Objectives
- c. Scientology Drug Rundown
- d. ARC Straightwire®
- e. Expanded Grades 0 - IV.
- f. New Era Dianetics auditing.
- g. Clear Certainty Rundown™
- h. Sunshine Rundown®

---

ORG EXEC SEC

37. **CONDITIONAL:** If any of the above processing services are not being delivered in the org, get the Tech Sec to work out how to get each one of these services delivered and get them delivered.

---

ORG EXEC SEC

38. Get all processing services that may be delivered at various points on The Bridge being delivered: Expanded Dianetics, Happiness Rundown®, PTS Rundown, Method One Word Clearing and Specialist Rundowns.

---

ORG EXEC SEC

39. Get all points of the Tech Estimate line in per HCO PL 28 Jan. 91, THE TECH ESTIMATE LINE.

---

D OF P

40. Get every course room in-ethics by getting each point of HCO PL 16 Mar. 71R I, WHAT IS A COURSE?; HCO PL 30 Oct. 78R, COURSES — THEIR IDEAL SCENE; HCO PL 11 Nov. 81R, POLICIES ON FILM USAGE and HCO PL 10 Nov. 83, TR AND EM FILMS, SHOWING OF fully in.

---

D OF T

41. Get auditing delivered in intensive blocks per HCOB 31 May 71R, C/S Series 39R, STANDARD 12½-HOUR INTENSIVE PROGRAMS.

---

D OF P

42. Get Dianetics and Scientology bookstore materials sold and delivered to public including books, tapes & cassettes, E-Meters™, insignia and course packs.

---

BOOKSTORE OFFICER

43. Get introductory films into use as a dissemination action.

---

PUBLIC EXEC SEC

44. Get False Purpose Rundown® Auditing and confessionals delivered to executives, staff and parishioners.

---

ORG EXEC SEC

45. *CONDITIONAL:* If you do not have an FPRD auditor, get one trained at once and delivering this service.

---

D OF P

46. *CONDITIONAL:* If you have any refunds at all, instantly and swiftly handle these with the cause of them isolated and handled so that this does not reoccur.

---

KEEPER OF TECH

47. Get the Org Magazine mailed out to the full CF on or before the first day of the month.

---

HCO EXEC SEC

48. Get computerized routing forms in full and correct use for all needed lines and sent to Central Computer Bank when completed.

---

PARTICLE SPEED FLOW  
OFFICER

E) **SUBJECT TO LOCAL LAWS, SATISFACTION OF ALL REQUIREMENTS FOR TAX EXEMPT STATUS AS A RELIGIOUS CHARITABLE ORGANIZATION.**

49. Get the corporation properly incorporated and operating as a religious, tax-exempt body.

\_\_\_\_\_  
DSA

F) **MAINTENANCE OF FINANCIAL RESPONSIBILITY AND SOLVENCY AT ALL TIMES.**

50. Get all bank accounts covered in HCO PL 17 Feb. 71RC, BASIC FBO DUTIES set up and in use.

\_\_\_\_\_  
FBO

51. Get all monies received legibly invoiced and banked.

\_\_\_\_\_  
FBO

52. Get standard income files and standard disbursement files in and in use.

\_\_\_\_\_  
TREASURY SEC

53. The org has the Standard Finance Computer System with the audits of org accounts done on the computer, fully accurate and on time.

\_\_\_\_\_  
DIR RAM

54. Get a current proper FP #1 done which allows for promotion and needful actions and all basic vital expenses and get it in full use.

\_\_\_\_\_  
FBO

55. Get a standard FP and Purchase Order system in use and:

- a. no monies are spent before banking
- b. no purchase is done without an approved Purchase Order.

\_\_\_\_\_  
FBO

56. Get all disbursements for authorized expenditures done with legible disbursement vouchers and checks.

\_\_\_\_\_  
DIR DISBURSEMENTS

57. Get the dateline in PT, promoting an excellent credit rating for the org.

\_\_\_\_\_  
DIR DISBURSEMENTS

58. Get the org to spend less than it makes.

\_\_\_\_\_  
FBO

59. Get the org solvent.

\_\_\_\_\_  
FBO

60. Get the current authorized Class V Prosperity Plan in use in the org and get staff paid well, accurately and on time. \_\_\_\_\_  
FBO

61. Get the org to accumulate local Reserves in their General Liability Fund and Building Fund Accounts. \_\_\_\_\_  
FBO

**PRODUCTION TARGET:**

Program completed within 30 days with the RTC General Trademark Standards fully in.

**PROGRAM COMMUNICATION:**

Compliance reports on the targets done in the program are to be sent to the Pgms Chief FB via the Cont Pgms Chief. Completed targets of the RTC General Trademark Standards checklist are to be sent to the General Trademark Standards Pgms Off RTC.

Cmdr. Myles Mellor  
ESTABLISHMENT EXEC INT

Authorized by  
AUTHORIZATION, VERIFICATION  
AND CORRECTION INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:MM:geo

FALSE PURPOSE RUNDOWN, E-METERS, HAPPINESS RUNDOWN, SUNSHINE RUNDOWN, CLEAR CERTAINTY RUNDOWN, RELIGIOUS TECHNOLOGY CENTER, I HELP, GOLDEN ERA PRODUCTIONS, L. RON HUBBARD, HUBBARD, KEY TO LIFE, LIFE ORIENTATION, PURIFICATION RUNDOWN, OEC, FEBC, PURIFICATION, METHOD ONE, NEW ERA DIANETICS, ARC STRAIGHTWIRE, CHURCH OF SCIENTOLOGY INTERNATIONAL LOGO, LRH, DIANETICS, SCIENTOLOGY, HCO and FLAG are trademarks and service marks owned by Religious Technology Center and are used with its permission. Printed in USA.

INTERNATIONAL MANAGEMENT EXECUTIVE COMMITTEE



**LRHTM ED 339R IMPLEMENTATION PROGRAM**  
**IMEC PROGRAM ORDER 233**

12 March 1995

To: All Class V and CC Org EDs  
HASes  
LRH Comms for compliance

Info: Class V and CC HESes  
CLOs  
FOLOs  
Flag® Command Bureaux

**URGENT**

*Strat Planning Series 1-19*

**STAFF ON-PURPOSE PROGRAM**

*"A well-run, well-recruited, well org-boarded, well-hatted, well-trained org delivering high quality training and auditing makes very adequate income and pays well." — LRH (HCO™ PL 6 Oct 70 II, "MOONLIGHTING")*

*Refs:*

LRH ED 339R Int  
LRH ED 339R-1 Int  
HCO PL 21 Jan 91  
HCO PL 28 Feb 80

REVISION OF THE BIRTHDAY GAME 1982/83  
THE MAKE-BREAK POINT OF AN ORG  
MOONRIPPING  
PRODUCTION AND ONE'S STANDARD OF LIVING

**ATTENTION CO/ED:**

Hand this program to your HAS to get done. If you do not have a HAS on post, then hand this program to the HES to get done, while a HAS is gotten, using HCO PL 2 Oct 71, HCO PUZZLES, as necessary.

**PROGRAM INFORMATION:**

To build and expand your org to the size of old Saint Hill and beyond, you need dedicated, full-time staff members who have no other fish to fry. Without full-time staff, an org struggles and the attention of the staff is dispersed onto "other" things.

LRH covers this clearly in LRH ED 339R-1 Int, THE MAKE-BREAK POINT OF AN ORG, where he states:

*"Oh yes, all the factors that can shrink an org are problems: outside interests that prey upon the org and seek to rip it off, a very widely out-ethics planet, economics being run by idiots in governments, people who interfere and tell you lies. Poof! All these factors were present in the days of old Saint Hill and Boston but it wasn't until those orgs themselves went out-ethics that they shrunk. Only then could outside influences affect them and prevent their own prosperity. Only this can prevent continued expansion." ...*

*"The major pluspoint was PURPOSE. We wanted a big, booming org and we got one. Anything that did not contribute to that was cast aside and everything that did was pushed in fast. On every post there were no other fish to fry." — LRH (LRH ED 339R-1, THE MAKE-BREAK POINT OF AN ORG)*

This program is designed to help you make full-time staff and to let staff know that *they* are the ones doing the job and to not get tricked or hoodwinked into believing that someone outside the org is doing more for Scientology. They are not!

A series of MOONRIPPING POSTERS are produced that push the below purpose and are geared around the importance of org staff members and NOT being influenced by outside businessmen.

**PROGRAM PURPOSE:**

**TO CREATE FULL-TIME STAFF WHO ARE EDUCATED ABOUT THE PITFALLS OF BEING LURED INTO OUTSIDE ACTIVITIES THAT ONLY ROB THE ORG OF ITS MOST GOLDEN ASSET — THE ORG STAFF MEMBERS THEMSELVES.**

**MAJOR TARGET:**

1. TO INCREASE STAFF AWARENESS FOR THEIR IMPORTANCE AND VALUE AS STAFF MEMBERS BY DINGING IN THE PURPOSE OF ORGS.
2. TO HANDLE THE STAFF ON MOONLIGHTING SO THEIR ATTENTION IS DIRECTED 100% TOWARDS EXPANDING THE ORG.

**PRIMARY TARGETS:**

1. Hand this program to your HAS to get done. If you have no HAS, then hand it to your HES to execute while a HAS is named and gotten on.

---

CO/ED

2. Take full responsibility for getting this program done.

---

HAS
3. Take full responsibility for supervising the execution of this program.

---

LRH COMM

4. Have all with targets on this program read and understand it.

---

LRH COMM

5. All with targets on this program to re-study:

LRH ED 339R Int  
LRH ED 339R-1 Int  
HCO PL 21 Jan 91  
HCO PL 13 Jan 83  
HCO PL 13 Jan 83

REVISION OF THE BIRTHDAY GAME 1982/83  
THE MAKE-BREAK POINT OF AN ORG  
MOONRIPPING  
THE REASON FOR ORGS  
THE BUSINESS OF ORGS

---

LRH COMM

6. Check out the HAS on each of the above issues so that he is thoroughly prepared to handle any staff who are moonlighting. Drill him on his handlings.

---

LRH COMM

#### **VITAL TARGETS:**

1. Execute this program along with and in coordination with your other 339R Programs.

---

LRH COMM

2. Execute this program as a means to increase the working time of staff and to curtail existing staff "think" about doing something else.

---

LRH COMM

3. Use 302 Debug Tech when any target is bugged. (Refs: HCO PL 23 Aug 79R I, DEBUG TECH and HCO PL 23 Aug 79R II, DEBUG TECH CHECKLIST)

---

LRH COMM

4. Be alert for any staff who exhibit BIs, natter or Black PR on the "Moonripping Posters" and handle offending staff with ethics and cramming as indicated.

---

LRH COMM

#### **OPERATING TARGETS:**

1. Upon receipt of this program and the first "Moonripping Poster", hold a staff meeting and do the following:
  - a. Brief the staff on LRH ED 339R-1, THE MAKE-BREAK POINT OF AN ORG and emphasize the point of "NO OTHER FISH TO FRY" as per this issue.
  - b. Read out aloud HCO PL 21 January 1991, MOONRIPPING in its entirety to the staff.

- c. Show the first "Moonripping poster" to the staff and read aloud what it says on it. Get them to see what REALLY happens to staff when they go off-purpose and "fry other fish".

---

CO/ED

2. Get these "Moonripping posters" put up in both staff and public areas (HGCs & Academy for public) so they are visible and get this message repeated throughout the org.

---

HAS

3. Put in a daily inspection around the org and look for any staff or public who are exhibiting any bad indicators, natter or black PR about the "Moonripping posters". Talk to the staff directly and find out if anyone has made any negative comments or exhibited any bad indicators. Get these reported in writing to HCO and get any offenders handled with ethics and/or cramping as indicated. Alert the ~~Snr HAS Cont, Snr HAS Int and EEI~~ weekly on what was found on this target.

---

LRH COMM

4. At the first staff muster after your staff briefing, hand out copies of HCO PL 13 Jan 83, THE REASON FOR ORGS and get all staff to read it aloud as a team right then and there.

---

HAS

5. Chinese school the following at each staff muster for the next week until the staff have this down verbatim:

***"The only reason orgs exist is TO SELL AND DELIVER MATERIALS AND SERVICE TO THE PUBLIC AND GET IN PUBLIC TO SELL AND DELIVER TO. THE OBJECT IS TOTALLY FREED BEINGS." — LRH (HCO PL 31 Jan 83, THE REASON FOR ORGS)***

---

HAS

6. One week after receiving your first "Moonripping poster", pass out copies of HCO PL 13 Jan 83, THE BUSINESS OF ORGS, to all staff at a staff muster and get them to read it aloud as a team right then.

---

HAS

7. Chinese school the following at each muster until the staff have this down verbatim:

***"Orgs are in the very new, for this universe, business of setting people free."***

***"SPs will find all manner of reasons not to, for this is what they, with their own crimes, fear." — LRH (HCO PL 13 Jan 83, THE BUSINESS OF ORGS)***

---

HAS

8. Repeating Target: New "Moonripping posters" will arrive to the org every 3 weeks. A NEW staff muster is to be held upon receipt of each one to show the new poster to the staff. At the muster, the HAS is to REPEAT the message of "No other fish to fry" and "No Moonripping in our org!"

per LRH ED 339R Int, REVISION OF THE BIRTHDAY GAME 1982/83 and HCO PL 21 Jan 92, MOONRIPPING. Show the poster so they see what business con men are attempting to do to the org!

---

HAS

9. Get the 2nd "Moonripping poster" put up throughout the org in prominent areas for public and staff to see as was done with the first one.

---

HAS

10. *Conditional:* If you have org staff who are moonlighting, then do the following program so as to get them more on-purpose and working in the org:

- a. Survey every staff member in the org who moonlights and find out where they work and how many hours per week they work. (Ensure you also get it noted who they are working for).
- b. Get the staff member word cleared on HCO PL 21 Jan 91 MOONRIPPING and HCO PL 6 Oct 70 "MOONLIGHTING".
- c. Work out with that staff member his FP #1 (Refs: LRH ED 55 Int and LRH ED 79 Int) and help him to cut back any extravagant expenses.
- d. Calculate the total of all the FP #1s of each staff member.
- e. Calculate the Corrected Gross Income and the VSD that the org would have to make to pay the staff this amount per the org's current pay plan.
- f. Brief the staff on the CGI and VSD quotas they need to make to get all staff working full time in the org. Promote to the staff to "solve it with Scientology".

---

HAS

11. *Conditional:* If you discover upon survey that staff are working for a common businessman, then get each staff member interviewed to find out HOW they were hired into this business.

Immediately send your report to Snr HCO Int, your Programs Chief in the Flag Bureaux and WISE International Member Ethics Officer.

---

HAS

12. *Conditional:* As needed, contact the local businessman to inform him of needed schedule changes as the staff member is now on full-time status.

---

HAS

13. Launch a campaign with staff who need to moonlight while the org is getting built up, to moonlight "in the org" by selling books and materials.

---

HES

14. Send a list of names of the staff who are going to moonlight "in the org" by selling books and materials to the Sales Dir in your nearest Publications org and he will send a staff sales kit to each one.

---

HES

15. *Conditional:* If any staff have counter-intention to working full time in the org, find out why and get each one handled.

---

HAS

16. Give each operational division (with full study time in) an LRH photo at a full org muster to validate these staff.

---

LRH COMM

17. *Conditional:* If any staff member is about to complete his contract, then get him interviewed and signed up on a new contract to help build the org to the size of old Saint Hill.

---

HAS

18. Upon receipt of the laminated desk top tents, get these placed on the desks in HCO as a constant reminder to HCO staff and keep them visible to staff when they come into HCO.

---

HAS

19. Using LRH ED 339R and LRH ED 339R-1, continue to ding in the importance of staff and building your org to Saint Hill size.

---

LRH COMM**PRODUCTION TARGET:**

Program completed in 12 weeks. Total number of staff in Affluence (AP/TP).

**PROGRAM COMMUNICATION:**

Send compliance reports on targets done to LRH Comm Int via your LRH Comm and LRH Comm Cont.

ESTABLISHMENT EXECUTIVE  
INTERNATIONAL

Approved by  
INTERNATIONAL MANAGEMENT  
EXECUTIVE COMMITTEE  
and  
WATCHDOG COMMITTEE

Authorized by  
AUTHORIZATION, VERIFICATION  
AND CORRECTION INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:WDC:IMEC:TP:gg



## **LRH ED 339R IMPLEMENTATION PROGRAM**

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### **IMEC PROGRAM ORDER 428**

**25 July 1997**

TO: FOLOs

INFO: Flag Bureaux  
FNCC  
Cont NCC

**U R G E N T**

### **GETTING LRH ED 339R DONE**

#### **PROGRAM INFORMATION:**

The overall purpose of everything your FOLO is doing is to *expand every one* of your orgs up to the size of old Saint Hill and beyond and above its make-break point. This *is* the coordinating purpose around which *every action* must be aligned. If it contributes to building on-policy orgs, it gets done. If not, it does not.

The org production strategy is “TO USE *ORIENTATION AND EM 1, MAN THE UNFATHOMABLE* TO DRIVE IN NEW AND OFF-LINES PUBLIC, CHANNEL THEM ONTO GOLDEN AGE OF TECH TRAINING AND BUILD, BUILD, BUILD AN ARMY OF AUDITORS. MEANWHILE, CAPITALIZE ON THE REVITALIZED PUBLIC TO RECRUIT AND HAT YOUR ORG TO SAINT HILL SIZE AND BEYOND!”

A telex has recently been sent to your orgs which covers the priority production actions for Class V orgs. This telex is 0407565 IMEC “RE: WINNING ACTIONS AND CURRENT STRATEGY”. Attached to this program is a list of the key production priorities to get done.

This program lays out the key actions for your FOLO to take at once to get 339R getting *done* in your orgs, activate the org production strategy and its tactical targets and thus immediately bring about expansion of your orgs and booming stats.

#### **PROGRAM PURPOSE:**

TO GET RED 339R BEING DONE IN EVERY ONE OF YOUR ORGS AND THUS ROCKET THEM ON THEIR WAY TO SAINT HILL SIZE.

#### **MAJOR TARGETS:**

1. To get each one of your orgs coordinated around clear production priorities and to execute the telex “RE: WINNING ACTIONS AND CURRENT STRATEGY” in all your orgs.

2. To get each of your orgs to do and activate expansion plans for all departmental stats and GDSes exactly per RED 339R.

**PRIMARY TARGETS:**

1. Read and understand this program.

---

CO FOLO

2. Take full responsibility for getting this program done in full and accomplishing its purpose and major targets.

---

CO FOLO

3. Get a copy of this program to all FOLO staff and have them read it.

---

CO FOLO

4. Get all FOLO management staff to read LRH ED 339R and 339R-1. If they have already read it, they read it again.

---

CO FOLO

5. Get all FOLO management staff to read (a) the Mult telex "RE: WINNING ACTIONS AND CURRENT STRATEGY", (b) the Production Priorities (attached to this program), and (c) IMEC Program Order 329R (330 for French, German, Spanish and Italian speaking orgs) GOLDEN AGE OF TECH IMPLEMENTATION PROGRAM.

---

CO FOLO**VITAL TARGETS:**

1. Align all orders issued from the FOLO to LRH ED 339R and its purpose.

---

CO FOLO

2. Coordinate all actions of the FOLO around getting LRH ED 339R done. Implementing the org production strategy and the tactical orders contained in the mult "RE: WINNING ACTIONS AND CURRENT STRATEGY"

---

CO FOLO  
A/AIDES  
A/PROGRAMS CHIEFS

3. Manage by stats. Where no response to your orders is visible in stats, locate noncompliances and false reports, use ethics to remove the blocks and get the orders done.

---

CO FOLO  
A/AIDES  
A/PROGRAMS CHIEFS

4. Where you have an org eval, it is the priority program for that org.

---

CO FOLO  
A/AIDES  
A/PROGRAMS CHIEFS

5. **CONDITIONAL:** If a post is not manned single-hatted, it is HELD from above, while a person is being gotten on the post single-hatted. Get the posts held from above by doing the following:

- a. Set up a basket for each of the posts you are holding from above.

---

CO FOLO

- b. Send out communications and orders from that post title.

---

CO FOLO

6. Execute any other programs as instructed by the Flag Bureaux Aides and/or your Flag Programs Chief.

---

CO FOLO  
A/AIDES  
A/PROGRAMS CHIEFS

7. Concentrate attention. Do not disperse orgs with random orders. Align all orders to RED 339R, the Mult telex recently sent to orgs and the list of production priorities attached to this program.

---

CO FOLO  
A/AIDES  
A/PROGRAMS CHIEFS  
D/CO D&E CONT

**OPERATING TARGETS:**

1. Immediately start executing the Mult telex and IMEC Program Order 329R/330 to org FR's. On an immediate basis, activate targets which get orgs to:

- a. Get every staff in orgs to read LRH ED 339R and LRH ED 339R-1. (Target 1 of the Mult telex)

---

A/PROGRAMS CHIEFS

- b. Get a massive call-in of public done by orgs to come and see *Orientation* and the EM 1 film and get them on training at once (orgs up to 50 staff should have at least 3 staff on call-in of public at all times, larger orgs 5).

---

A/PROGRAMS CHIEFS

- c. Get orgs to activate FSMs and all-hands staff as immediate resources to increase volume of public contact and sales of services — especially training.

---

A/PROGRAMS CHIEFS

- d. Reconstitute drilling of staff and FSMs to sell training and materials as was done in many orgs prior to May 9th.

---

A/PROGRAMS CHIEFS

- e. Get orgs to (1) hold weekly Golden Age of Tech Workshops (this is per IMEC Program Order 371, YOUR TRAINING BOOM MASTER PROGRAM) with attendees signed up and started on training, (2) using the patter drills to sell training (attached to IMEC Program Order 371).

---

A/PROGRAMS CHIEFS

2. In alignment with the above priorities, select the targets which belong to your hat from the Mult telex and IMEC Program Order 329R and immediately send orders to your opposite numbered post (or whoever is holding it from above) in the orgs to get these done and report compliance. (Ref: CBO 51, THE BUREAUX TEAM)

---

D/CO D&E CONT  
A/DISSEM AIDE  
A/TECH AIDE  
A/FIELD CONTROL AIDE

3. Post up in a prominent area of the FOLO and written in big letters (a) the org production strategy (quoted in the information section of this program) and (b) the list of production priorities (Attachment 1 to this program).

---

D/COI FOLO

4. Chinese school the org production strategy with all FOLO crew until they know it cold.

---

D/COI FOLO

5. Implement a mandatory 15 origins or answers a day by dispatches which execute the org evals, the Mult telex and priority programs from the A/Pgms Chiefs and A/Aides.

---

CO FOLO

6. Review the cont GDSes and departmental stats and your own stats. This includes reviewing the stats of individual orgs so you know who is upstat and who is not, where there are Affluences and Dangers, which individual orgs parallel the continental GDSes. Locate in your own stats periods of uptrends and what actions caused these. Based on your analysis, work out EXACTLY how you are going to increase your stats. List these actions in simple and doable targets.

---

A/AIDES  
D/CO D&E CONT

7. Get the above list of targets to increase your stats, done to the result of Affluence GDSes.

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ALL A/AIDES  
D/CO D&E CONT

8. Appoint a Cont Birthday Game I/C.

---

CO FOLO

9. Get the Birthday Game played in the cont by:

- a. Getting gung-ho Birthday Game I/Cs appointed in orgs (can be double-hatted) who get staff playing the Birthday Game and keep the game alive.

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BDAY GAME I/C CONT

- b. Issues regular continental Birthday Game newsletters to all org staff.

---

BDAY GAME I/C CONT

- c. Setting a large board where you list all the orgs. Mark on it weekly which orgs have over 50% of their GDSes in Normal or above on a 3 week trend and which orgs don't. The orgs with 50% or above are Blue Arrow orgs, the other orgs are Red Arrow orgs.

---

BDAY GAME I/C CONT

- d. Use the board to locate orgs which remain Red Arrow for several weeks (e.g., 3 weeks or more). Give the data to the A/Pgms Chiefs and CO FOLO.

---

BDAY GAME I/C CONT

10. Using the Flag Rep, investigate the ED of any org which has his org remaining Red Arrow for 3 weeks or more.

---

A/PROGRAMS AIDE

11. Get the concerned org ED handled with ethics and cramming at the CTO.

---

A/PROGRAMS AIDE

12. **CONDITIONAL:** If the org remains Red Arrow, get a new ED found and appointed, following the standard approval lines for executive postings.

---

A/PROGRAMS AIDE

13. Get every org to do their 5.4X plans by doing each of the steps contained in LRH ED 339R, in the section called THE BIRTHDAY PROGRAM.

---

CO FOLO

A/PROGRAMS AIDE

14. Collect up the 5.4X plans from the orgs.

---

CO FOLO

A/PROGRAMS AIDE

15. Upon receipt of the plans, do the following:

- a. Verify they have been done as per LRH ED 339R: there is a plan for each GDS and departmental stat that will expand these stats by 5.4X and it includes exactly how they are going to increase each GDS and departmental stat.

---

A/PROGRAMS AIDE

- b. **CONDITIONAL:** If the plans are not adequate, if they are shallow,

send them back to the org to get corrected and then get the corrected plans returned by the org.

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A/PROGRAMS AIDE

- c. Send copies of the plans to FB and IMEC.

---

A/PROGRAMS AIDE

- d. Get org EDs to start executing their plan by writing and getting mini programs done.

---

A/PROGRAMS AIDE

- e. Get the mini programs sent into the FOLO, with copies sent to the FB.

---

CO FOLO  
A/PROGRAMS AIDE

16. Get a copy of the Mult telex 0407565 IMEC "RE: WINNING ACTIONS AND CURRENT STRATEGY", of the current priority programs (they are listed on Attachment 2 of this program) and org evals. Set up programs boards where you list all your Class V orgs vertically down the left side of the board and place targets of the telex and programs horizontally on the upper part of the boards. Mark the status of the targets in each org on the boards (e.g., done, no data, I/P, bugged).

---

PROGRAMS ADMIN

17. Get program files made for the Mult telex, the priority programs and any org eval. It is one file per program per org. Staple a copy of the telex or program on the inside front cover of each folder. A copy of all traffic concerning the execution of the telex or program goes into the folder.

---

PROGRAMS ADMIN

18. Get a Tour fired from the FOLO to show the EM 1 film to missions.

---

A/PUBLIC SERV AIDE  
A/PUBLIC EXEC AIDE

19. Build up your Tours org with a minimum of 3 staff (advance man and 3 additional Tours members) by getting IMEC Program Order 372, TOURS ORG PROGRAM done.

---

A/PUBLIC SERV AIDE  
A/PUBLIC EXEC AIDE

20. Get the Golden Age of Tech Series Senior C/S Int Bulletins fully done in every one of your orgs by Auditors Day.

---

A/PROGRAMS CHIEFS  
A/TECH AIDE

21. Get the division heads selected and posted for your division in every org in your continent.

- a. Dissem Secs in all orgs

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A/DISSEM AIDE

**b. Treasury Secs in all orgs**

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**A/TREAS AIDE**

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**c. Tech Secs in all orgs**

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**A/TECH AIDE**

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**d. Public Contact Secs in all orgs**

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**A/PUB CONTACT AIDE**

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**e. Public Servicing Secs in all orgs**

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**A/PUBLIC SERV AIDE**

---

**f. Field Control Secs in all orgs**

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**A/FIELD CONTROL AIDE**

---

22. **Get a qualified Flag Rep selected for every org which does not have one and get the person arrived to the CLO for the EPF and Flag Rep training.**

---

**CONT FLAG REP**

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**PRODUCTION TARGET:**

All the cont GDSes 2X their 13 March 1997 levels by SO Day. Program completed by Auditors Day 1997.

**PROGRAM COMMUNICATION:**

Send compliance reports on the targets done to your Cont Programs Chief in the FB.

Include in your weekly report the data on the targets of this program which are done and being worked on.

Captain Guillaume Lesevre  
ED INTERNATIONAL

Authorized by  
AVC INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:ML:GL:tk

IMEC PROGRAM ORDER 428  
ATTACHMENT 1

**IMMEDIATE KEY PRODUCTION ACTIONS  
TO BE DONE IN ORGS**

The key production actions to be done in orgs right now are:

1. Engage in a massive call-in campaign of all public not currently on service lines to get them in the org and on service. Get them in to see the *Orientation* film and the EM 1 film and get them started on training.  
If not paid for training yet, show them the Golden Age of Tech video and get them signed up and started onto training at once.
2. Contact all previously trained auditors and get them in. Show them the Golden Age of Tech video, get them through the Auditor Revitalization Program and onto the Golden Age of Tech training line up.
3. Promote and show the *Orientation* film and the EM 1 film to new public. Get them onto Div 6B services and onto the Golden Age of Tech training line up.
4. Promote and hold Golden Age of Tech Workshops for existing and new public — which include showing the EM 1 film — and get them signed up and started on training.
5. Get the Golden Age of Tech Senior C/S Int Bulletins DONE, DONE, DONE.
6. Activate FSMs and post new reges, getting them to use *Orientation*, EM 1 and the Golden Age of Tech video to get new and existing public signed and started onto training.
7. Meanwhile, recruit the revitalized public like mad using the *Orientation* film.
8. Using *Orientation*, EM 1 and the Golden Age of Tech video, man up the TTC to 25 staff.
9. Apply the Emergency Formula and get in the Promotional Actions of an Organization PL in all divisions of the org.
10. Locate and reinforce all Affluences applying the Affluence formula.
11. Increase Div 6A reach out actions at once with heavy volume of promotion and standard delivery of *Orientation*, EM 1, Scientology Workshops, the new PE Course, the Dianetics Workshops and new Dianetics Seminar course.
12. Assign a Birthday Game I/C who is gung-ho and gets the staff playing the Birthday Game.
13. Get AC and EC to do the expansion plans for the org exactly per RED 339R and get the plans in with mini programs.

IMEC PGM ORDER 428  
ATTACHMENT 2

**PRIORITY PROGRAMS**

1. Org Eval are top priority where orgs have them.
2. LRH ED 339R and LRH ED 339R-1.
3. ED Int Mult telex 0407565 IMEC "RE: WINNING ACTIONS AND CURRENT STRATEGY".
4. IMEC Program Order 329R (330 for French, German, Italian and Spanish speaking orgs) YOUR GOLDEN AGE OF TECH IMPLEMENTATION PROGRAM.
5. IMEC Program Order 371, YOUR TRAINING BOOM MASTER PROGRAM.
6. Senior C/S Bulletins Golden Age of Tech Series.
7. IMEC Program Order 353, YOUR SAINT HILL SIZE PRODUCTION PROGRAM (especially targets 36-42 which get a massive recruitment campaign going using the *Orientation* film).
8. IMEC ED 2105R, REGISTRARS—VITAL POSTINGS & ACTIONS TO TAKE.
9. IMEC Program Order 387, HOW TO GET NEW PEOPLE IN WITH BODY ROUTING PROGRAM.
10. IMEC Program Order 390, HOW TO PROMOTE, SET UP AND DELIVER SCIENTOLOGY INTRODUCTORY WORKSHOPS.
11. IMEC Program Order 391, YOUR NEW PE COURSE PROGRAM.
12. IMEC Program Order 392, HOW TO ACTIVATE YOUR FIELD PROGRAM.



## LRH ED 339R IMPLEMENTATION PROGRAM

### IMEC PROGRAM ORDER 329R

2 October 1996

Rev. & Reiss. 20.10.96

TO: FLAG REP  
CO/ED

INFO: EXEC COUNCIL  
AD COUNCIL  
LRH COMM

ALL CLASS V & CC ORGS  
(EXCEPT FRENCH, GERMAN, SPANISH  
& ITALIAN-SPEAKING ORGS)

### *Strat Planning Series 12-11*

## GOLDEN AGE OF TECH IMPLEMENTATION PROGRAM

(Revised to include additional targets which will make this already very successful program even more successful. The added targets are: OT 12-1, OT 16-1, OT 17-1.)

**"To get an org or individual to deliver effectively, remove the distractions from the delivery channel, remove the barriers to delivery, detect and get rid of the noncompliance to orders to deliver. Deliver pure Scientology, effectively." ...**

**"The whole human race is about to start going up. They'll move to the degree you deliver and no faster. So let's get the show on the road." —LRH (HCO PL 28 Feb. 1965, Issue I, DELIVER)**

### PROGRAM INFORMATION:

Your org has everything at hand to get the show on the road and expand like never before. In other words, you can create a new Golden Age of Tech in your org and area now. For the first time ever, you can make perfect auditors with every person who enrolls and make these words from Keeping Scientology Working a reality every time:

**"You're here so you're a Scientologist. Now we're going to make you into an expert auditor no matter what happens. We'd rather have you dead than incapable." —LRH**

The only things you have to do are promote, call in, sell and deliver all the services and materials of the Golden Age of Tech.

It has been proven over and over again that where the Golden Age of Tech is being implemented, academies fill up, stats boom and orgs expand.

**Why?**

Because the results are there 100% of the time. And they are rave 100% of the time. Where the Golden Age of Tech services are promoted, sold and delivered for real, Scientology permeates all life and conditions improve. And with this, people win, the whole area wins and soon the whole world will win.

Reversely, you can be absolutely certain, that if your org is not booming right now, you have unhandled alter-is-es and blocks in promoting, calling in, selling and/or delivering the Golden Age of Tech materials and services and their purpose.

All the actions to take are covered in the Golden Age of Tech Senior C/S Int Bulletins and the steps of this program.

And what is at stake? The expansion of your org, the future of your area and that of all your public and staff, including your own. Why? Because the Golden Age of Tech *is* the 100% standard application of 100% pure Scientology tech. And this means total freedom.

Under no circumstances are you to let anything or anyone get in the way of getting this program DONE, target per target, all the way through, *exactly* as it says in the targets and with speed. In fact, you can and must write to the Executive Director International directly if you run into any difficulties you cannot resolve locally in getting the program done.

Now, **START!**

**PURPOSE:**

To implement all aspects of the Golden Age of Tech in your org and thus make this new Golden Age a reality in your area.

**MAJOR TARGETS:**

1. A huge call-in, promotion and sales campaign to contact and get on service all your existing field so they avail themselves of the Golden Age of Tech.
2. Massive and standard delivery of the Golden Age of Tech services.

**PRIMARY TARGETS:**

1. Read this program.  
\_\_\_\_\_  
FR
2. Take full responsibility for getting this program done in your org. Report to FOLO and Flag on its execution and handle whatever gets in the way of getting this program done.  
\_\_\_\_\_  
FR
3. Get a copy of this program to all EC & AC members, all network heads and every target holder.  
\_\_\_\_\_  
FR  
(CO/ED IF NO FR)

4. Have all members of the Executive Council and the Advisory Council read this program.

---

FR

(CO/ED IF NO FR)

5. At the next staff meeting, brief the whole staff on this program, reading them the program information section, the program purpose, and describing the different operating targets. [Note: Do not wait for the staff meeting to be held to carry on with the remaining targets of this program. Simply carry on doing the program until the next staff meeting.]

---

FR

(CO/ED IF NO FR)

6. Read HCO PL 1 Apr. 65, HCO COMMUNICATOR HAS PROGRAM CHECKING HAT (OEC Volume 7, page 1269).

---

FR

(CO/ED IF NO FR)

7. Do a program check on the whole program exactly as per the above policy letter on every target holder and *every* EC member, *including* the CO/ED. [Note: if you are the CO/ED, get program checked on this program by any network terminal after he has read the policy letter in target 4 above and the entire program.]

---

FR

(CO/ED IF NO FR)

8. Have every NCC member read this program (outside of the CO/ED who has already done so).

---

FR

(CO/ED IF NO FR)

9. Set a TM for the completion of each target and inform the target holders of these.

---

FR

(CO/ED IF NO FR)

10. Set up a basket in the org comm center labelled: KNOWLEDGE REPORTS GOLDEN AGE OF TECH.

---

FR

(CO/ED IF NO FR)

11. Brief all staff on the following: IF ANYTHING OR ANYONE for any reason cross-orders, makes snide comments or in any way, shape or form invalidates or impedes the Golden Age of Tech, its results or the staff working on implementing it (especially the Flag-trained Sups), a Knowledge Report must immediately be written with all specifics and hand routed to this basket in the comm center.

---

FR

(CO/ED IF NO FR)

12. In a new unit of time, show every NCC member, Exec Council and Ad Council member and all terminals doing call-in and registration (including

**Body Reges, Letter Registrars, Bookstore Officers, Public Registrars) the Golden Age of Tech video.**

---

FR  
(CO/ED IF NO FR)

**VITAL TARGETS:**

1. **Realize that your org is delivering priceless tech—the route to eternity. Do not allow anyone to sell it short or Q&A with any of the reasons as to why someone should not avail himself of the Golden Age of Tech lineup right now as the most important activity in his life.**

---

FR, EXEC COUNCIL

2. **Per HCO PL 1 July 1965, ETHICS CHITS (OEC Volume 1, page 703): “The most attacked area of an org is its Tech and Qual personnel as these produce the effective results which make Scientology seem deadly to suppressives.”—LRH So, be very alert to any cross orders to or attempts to distract from the execution of this program. Apply HCO PL 29 Apr. 1965, Issue II, ETHICS REVIEW (OEC Volume 0, page 491) and HCO PL 16 May 1965, INDICATORS OF ORGS (OEC Volume 0, page 496) under section “Suppressives!”.**

---

FR

3. **Investigate immediately and at once each and every Knowledge Report written concerning block, denigration, natter or invalidation of the Golden Age of Tech or any of its elements, including this program. Report your findings and handlings to your Cont Pgms Chief at the Flag Bureaux with info to your FOLO Programs Chief, the CO FOLO, CO FB, Services Exec Int, Quality Exec Int and the ED INT.**

---

FR  
(CO/ED IF NO FR)

4. **Take up and coordinate the execution of this program as part of the daily NCC meeting along with the execution of the Senior C/S Int Bulletins and IMEC Program Order 289, Golden Age of Tech Supervisor Program.**

---

FR

5. **Write and execute departmental mini programs and projects which include getting the targets of this program done AS well as the targets of the programs contained in the Golden Age of Tech Senior C/S Int Bulletin series (Snr C/S Int Bulletin 165 Series).**

---

CO/ED

6. **See that targets of this program are included as part of the org weekly battle plan as well as the execs' and staff's own battle plans.**

---

CO/ED

7. **Apply HCO PL 23 Aug. 79R II, DEBUG TECH CHECKLIST (Mgmt Series Volume 2, page 153) at the first sign of any target being bugged or slowing down.**

---

FR

8. Write a weekly report on the execution of this program, covering the status of each target, results, products, successful actions, handlings to get the program done faster and the handling of any bugs. Send this report to your Programs Chief Flag Bureaux via the A/Programs Chief FOLO with a copy to the Flag Flag Rep via your Cont FR.

---

FR

9. Coordinate your actions in executing this program with the LRH Communicator who is responsible for the execution of the Golden Age of Tech Senior C/S Int Bulletin Series and IMEC PROGRAM ORDER 304, AUDITOR REVITALIZATION PROGRAM.

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FR**OPERATING TARGETS:**

*NOTE: THIS PROGRAM IS BROKEN DOWN IN SEVERAL SECTIONS. THE TARGETS ARE NOT TO BE EXECUTED IN A LINEAR FASHION BUT EACH SECTION AND ITS TARGETS MUST GET DONE SIMULTANEOUSLY, RAPIDLY AND COMPLETELY BY THE EXECUTIVES AND STAFF RESPONSIBLE. IT IS IN THIS WAY THAT THE GOLDEN AGE OF TECH WILL DAWN ON YOUR ORG AND YOUR AREA.*

**CALL-IN**

1. Immediately get a massive call-in campaign going to get every single seat in your Academy filled with public on the Golden Age of Tech training lineup:
  - (a) Get from Treasury the names of public who are fully paid for major courses and make these into a list.

---

D/ED D&E

- (b) **CONDITIONAL:** If no one is posted single-hatted to do student call-in in Department 10, liaise with HCO and get staff members assigned to do call-in on a rotational basis, per HCO PL 9 Aug. 1979 I, CALL-IN: THE KEY TO DELIVERY AND FUTURE INCOME (OEC Volume 7, page 865). This lists the posts in the org who are to do fully paid and partially paid call-in, so use it to get a schedule worked out and published with who does call-in (actually on the phone) and when, so there are *always* staff members calling in fully paid students to start on service. (Note: Your product here is staff members doing call-in at all times on the list of public who are fully paid for courses.)

---

D/ED D&E

- (c) Assign the names of the public on the fully paid list for training by alphabetical order to each of the call-in staff. Do this by giving different letters to different call-in staff so the same people do not get contacted at the same time by different call-in staff.

---

D/ED D&E

- (d) Arrange to have the CF folders of the people being called in brought to each call-inner before they call. In this way all calls get done with the CF folder at hand which is studied by the call-inner before calling.

---

D/ED D&E

- (e) Get each staff doing call-in to:

- see the Golden Age of Tech video in a new unit of time
- read the Golden Age of Tech brochure
- get checked out on it
- get them to name ten datums from the brochure that they can use in calling people to come into the org to start onto training.

---

D/ED D&E

- (f) Place in front of each staff member doing call-in, a copy of the Golden Age of Tech brochure and have him use it in his calls (including reading from it to people called, to handle public to come in for service).

---

D/ED D&E

- (g) Groove in each call-inner to take exact and clear phone notes during the call and place these in the person's CF folder immediately after the call.

---

D/ED D&E

- (h) Give each person doing call-in the following stats based on subproducts (see HCO PL 24 July 1978, SUBPRODUCTS, HOW TO COMPILE A SUBPRODUCT LIST, OEC Vol 7 page 826):

- Number of people contacted
- Number of people gotten in the org
- Number of people started on service

---

D/ED D&E

- (i) Get a space set up for all call-inners.

---

D/ED D&E

- (j) Arrange for adequate phones and phone allocation.

---

D/ED D&E

- (k) Get the call-inners calling in starting with the public who paid most recently.

---

D/ED D&E

2. **CONDITIONAL:** If no D/ED D&E, immediately appoint someone to this post.

---

CO/ED

3. Dummy run the Golden Age of Tech TIP routing form (a copy is attached to this program) until all terminals on it know exactly what to do (including any post held from above) and do it. Reference for dummy running a line is HCO PL 9 Mar. 1971, Issue II, POSTING AN ORG BOARD, HOW TO PUT AN HCO THERE, HOW TO PUT AN ORG THERE (OEC Volume 1, page 61).

---

HAS (HES IF NO HAS)

4. Get a stack of Golden Age of Tech TIP routing forms placed in reception.

---

HAS (HES IF NO HAS)

5. Set up the line from the call-inners to reception so the names, dates and times of arrival of people called in are sent to reception where the public get put on a Golden Age of Tech TIP Routing Form immediately upon arrival.

---

D/ED D&E

6. Dummy run this line and get it in.

---

D/ED D&E

7. Form up the Service Call-In Committee in your org as follows:

- (a) Read HCO PL 9 Aug. 1979 III, SERVICE CALL-IN COMMITTEE (OEC Vol 7, page 873).

---

D/ED D&E

- (b) Convene the committee with the same membership as listed in the policy letter:

- Chairman: D/ED Delivery & Exchange
- Deputy Chairman: Org Exec Sec
- Members: Advanced Scheduling Registrar  
Treasury Secretary  
Director of Processing  
Director of Training

---

D/ED D&E

- (c) CONDITIONAL: If a post on the committee is not manned, the next post up on the org board which is manned single-hattedly, attends ALL committee meetings.

---

D/ED D&E

- (d) Have yourself and all the members of the committee read HCO PL 30 Nov. 1982, THE DEPUTY CO OR DEPUTY ED FOR DELIVERY AND EXCHANGE (OEC Vol 7, page 877), HCO PL 9 Aug. 1979 I, CALL-IN: THE KEY TO DELIVERY AND FUTURE INCOME (OEC Vol 7, page 865) and HCO PL 9 Aug. 1979R II, SERVICE PRODUCT OFFICER (Management Series Vol 2, page 166).

---

D/ED D&E

- (e) With the committee members, do and issue a daily and weekly battle plan of actions which covers the immediate actions to further increase promotion, call-in, sales and delivery of both training AND processing. This is done exactly as laid out in the section titled COMMITTEE DUTIES of HCO PL 9 Aug. 1979 III, SERVICE CALL-IN COMMITTEE (OEC Vol 7, page 873):

"The committee meets daily off production hours and battle plans out all actions needed to get products flowing in each area of promotion, sales, call-in, delivery and re-sign. The specific products are fully listed out in HCO PL 9 Aug. 79 II, SERVICE PRODUCT OFFICER. They ensure the products they are going to get are known and the 'figure out how to do' has been done and is coordinated." ...

"Each member of this committee is assigned appropriate targets on the committee's battle plan to get done that day."

---

D/ED D&E

- (f) Get the targets of the Service Call-In Committee battle plan done. (This target is done when the weekly battle plan of the committee has been FULLY DONE for 3 weeks in a row).

---

D/ED D&E

8. Repeat the steps in target 1 above, but applying them to calling in public who are fully paid for auditing (minimally 12 1/2 hours of auditing unused on account):

- 1 (a) \_\_\_\_\_
- 1 (c) \_\_\_\_\_
- 1 (d) \_\_\_\_\_
- 1 (g) \_\_\_\_\_
- 1 (h) \_\_\_\_\_
- 1 (j) \_\_\_\_\_
- 1 (k) \_\_\_\_\_

---

D/ED D&E

9. Institute a mandatory daily drilling period for ALL call-in staff to learn how to recover students and pcs. Use the drills attached to this program.

---

D/ED D&E

10. Get them drilled until they can do them perfectly.

---

D/ED D&E

11. Install an arrivals board in the call-in area of the org where all public confirmed to start on service are marked with their name and date of arrival for service. The design of the board is attached to this program so simply duplicate it.

---

D/ED D&E

**SALES**

12. **CONDITIONAL:** If there is no body registrar on post, in liaison with HCO, select a staff member who qualifies per HCO PL 21 Feb. 1961, CHOOSING PE AND REGISTRATION PERSONNEL (OEC Volume 1, page 185) and post him/her as a body registrar.

---

HES

- 12-1. **CONDITIONAL:** If any registrar(s) has been transferred or otherwise illegally taken off post (whether permanently or temporarily) and if this resulted in lowered GI, restore him/her/them to post *immediately*.

---

HAS

13. Do a briefing to all registration personnel on what they are enlightening the public on as part of the Golden Age of Tech. The briefing is to cover:

- (a) a briefing on the Standard Tech Drills, with a practical demonstration,
- (b) a demonstration of the use of the Mark Super VII Quantum E-Meter,
- (c) a briefing describing the courses of the Golden Age of Tech lineup using the Golden Age of Tech brochure (this includes a description of the Auditor Certainty Courses), and
- (d) reading rave success stories from students currently on or completed on some of the courses in the Academy.

---

FLAG-TRAINED LEAD  
SUPERVISOR

14. Along with all registration personnel, put together a list of public who have not yet donated for their training Bridge. This is to include:

- (a) All previously trained auditors.
- (b) All field auditors.
- (c) Public who have started on their training prerequisites or Academy level but did not complete up to Class V Graduate.
- (d) HGC PCs who have not yet donated for training.
- (e) Students currently in the Academy who have not yet donated in full for the rest of their training Bridge in the org.

---

DISSEM SEC (HES IF NO  
DISSEM SEC)

15. Assign a person to be the BRSO, to contact these public and arrange for them to come in the org to see the registrar. This staff member has the duty to keep all body registration personnel with public in front of them to reg at all times.

---

DISSEM SEC (HES IF NO  
DISSEM SEC)

16. Get public signed up for the services on the Golden Age of Tech TIP by doing the following:

- (a) **CONDITIONAL:** If the person hasn't yet seen the Golden Age of Tech video and the ORIENTATION film, have him watch these as laid out on the Golden Age of Tech TIP Routing Form (HCO Admin Letter 4 May 96).
- (b) Get them signed up and started on service.
- (c) **CONDITIONAL:** If the person is a previously trained auditor, get him to do the Auditor Revitalization Service, by having him first read Senior C/S Int Bulletin 168, AUDITOR REVITALIZATION, and then follow exactly the steps 1-7 contained in the issue.
- (d) **CONDITIONAL:** If the public person does not want to sign up for service, get him further enlightened by having him watch the Golden Age of Tech video, or by showing him the Drills Simulator, Quantum or Successes video, or by having him read the Golden Age of Tech brochure.
- (e) Sell them the materials they need along with the training services as per HCO PL 12 Sept. 1965R, E-METERS AND BOOKS FOR ACADEMY STUDENTS (OEC Volume 2, page 341).

---

DISSEM SEC (HES IF NO  
DISSEM SEC)

- 16-1. Sell complete training packages to students and pcs:

- (a) Make a list of all students who have not donated for all training courses up through Class V and a list of pcs who have not signed up for training.
- (b) Interview each person and brief them on the Academy Clear Package and inform them that this package is available right now for all students. It will take them through the whole Golden Age of Tech lineup through Class V. In addition to securing their full training lineup, they will also be eligible for professional rates in the HGC if they attend course on a standard schedule per HCO PL 4 Apr 90, COURSE SCHEDULES. (Ref: HCO PL 13 Nov 76RA, PROFESSIONAL RATES)

The Academy Clear Package is contained on your org's rate card and consists of:

**Student Hat**  
**Method One Co-Audit Course**  
**Pro TRs Course**  
**Pro Upper Indoc TRs Course**  
**Academy Levels 0-IV**  
**Class V, New Era Dianetics Course**

**The package discount is 35% off the full rate for these services as per your org's rate card, excluding the Student Hat which is free with donation for any major services.**

- (c) **Get them signed up for the package right now. (Discourage partial payments or buying single courses.)**
- (d) **Right there, sell them a Quantum E-Meter and the materials they need for their training.**

---

**REGISTRARS**

17. **While signing public up in volume for training, continue to sell processing:**
- (a) **Compile a list of org PCs of the past 18 months.**
  - (b) **Call them in for a Tech Estimate.**
  - (c) **Get them on a Tech Estimate routing form and get a Tech Estimate to Clear for each.**
  - (d) **Enlighten them in full on their Tech Estimate.**
  - (e) **Sign them up with donation for their full Tech Estimate.**
  - (f) **Get them started on their service.**

---

**DISSEM SEC**

- 17-1. **Offer and sell HGC auditing to students using the professional rates system as per HCO PL 13 Nov 76RA, PROFESSIONAL RATES, which is intended to award students and give them the full benefit of the Golden Age of Tech by helping them get through their training faster:**

- (a) **Get each reg grooved in and drilled to promote the Golden Age of Tech in your HGC using the following patter:**

**"Over the past few months our auditors have been moving through their Golden Age of Tech drills and they are becoming perfect auditors. Because of this, you can get the best auditing we have ever delivered in our HGC. You can make faster progress up The Bridge, so sign up for your auditing now and experience the wins of the Golden Age of Tech.**

**"You may qualify for professional rates in the HGC. If not, you can easily become qualified by simply getting on a standard schedule (days, evenings or weekend as per HCO PL 4 Apr 90, COURSE SCHEDULES). You can of course co-audit, but with professional auditing you will get through your courses faster. After all: 'The lower grades contain the solutions to all the basic outnesses that make a humanoid human. Comm,**

problems, overts, ARC breaks, service facsimiles.'... 'By Grade IV you should have an entirely new being!'" (LRH ED 104 Int, SUBJECT: AUDITING SALES AND DELIVERY PGM #1).

- (b) Give the student a Tech Estimate.
- (c) Get him signed up and started.

---

DISSEM SEC

18. **FOR US ORGS ONLY:** Tell every person you interview that their donations for most training and all auditing services are tax deductible under US law, as follows:

- (a) After full enlightenment and when you are signing them up, give them the brochure on tax deductibility called "Information on Taxes and Your Donations".
- (b) Tell them that their donations are tax deductible for their Golden Age of Tech training and that they should donate for their full training, using this considerable advantage to get further up The Bridge.
- (c) Use the briefing sheet you have received on tax deductibility to further detail this advantage and get each person signed up for all of his services in full.

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REGISTRARS

19. Get tech staff of local missions enrolled on the Golden Age of Tech training lineup as follows:

- (a) Put together a list of all technical staff in each of the local missions.
- (b) Contact the Mission Holders (or Mission EDs). Have them come in the org. Hold a meeting with your lead Flag-trained Supervisor, the PES and yourself.
- (c) As part of the meeting, work out a plan to train all tech staff of each mission at the org. This includes mission tech staff in full-time training as well as part-time. As part of this plan, let the Mission Holders (or EDs) know that they should promote going to the org for full-time tech training as part of their staff recruitment actions.
- (d) On an immediate basis, get minimally one mission staff for Course Supervisor and one for Word Clearer from each mission in training in the org.
- (e) Get all the other tech staff from the local missions (C/Ses and Auditors) in training at the org.

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D/ED D&E

20. Activate an army of FSMs to help get your entire field onto the Golden Age of Tech services. Do the following:

- (a) Hold an FSM rally and brief your FSMs on the news and wins of students progressing on the Golden Age of Tech courses in your org. Read them successes from the Golden Age of Tech Success booklet.
- (b) Show them the Golden Age of Tech video.
- (c) Provide them with copies of the Golden Age of Tech brochure to use in enlightening their selectees.
- (d) Give each one a copy of FSM Series 1, HCO PL 9 May 1965R, FIELD AUDITORS BECOME STAFF (OEC Volume 6, page 629) and a supply of Selection Slips.
- (e) **CONDITIONAL:** If you do not have packs of Selection Slips, contact the Dissem Mailing I/C FLO and order them. Meanwhile carry on with the targets.
- (f) Let all FSMs know that anyone not currently on service in the org is open for selection, exactly as per FSM Series 1.
- (g) Brief all your FSMs on the current FSM Award Program.
- (h) **CONDITIONAL:** If you do not have a copy of it, telex the FSM I/C INT at the Flag Bureaux.
- (i) Get each FSM to make a list right here and now of people he/she is going to select for service (both training and processing) at the org within the next 2 weeks. Get a copy of the lists. The originals are kept by the FSMs.
- (j) Get the FSMs drilled on recovering students and PCs, using the Recovering Students and PCs Drills booklet.
- (k) By personal contact, assist the FSMs in getting the people on their list selected and arrived in the org.

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FSM I/C (FCS OR PES IF NO  
FSM I/C)

21. Get from Treasury a list of public who are partially paid for services.
- 

D/ED D&E

22. Get public on the partially paid list who are not currently on auditor training, contacted by letter, using the CF files:
- (a) With each letter, send a copy of the correct training flier that applies to that person per his current training level: New Student Hat Course flier, Hubbard Professional Metering Course flier, Academy Levels flier or Auditor Certainty Course flier.
  - (b) Send the Golden Age of Tech brochure out as part of an ASR pack to any person who expresses an interest in training.

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DISSEM SEC

23. **CONDITIONAL:** If there are no Letter Reges posted, or if there is only one or two Letter Reges on post, in liaison with HCO, organize for staff to write letters by putting in the following targets:

- (a) Get HCO to assign daily and weekly quotas of letters to every staff, by handing every staff a card where you mark on it the staff member's name, the daily quota and where he/she marks the number of letters to CF written.
- (b) Hand the card to each staff in his area at the beginning of the day (or evening for Foundation staff on weekdays), together with the CF folders (the number of folders matches the quota of letters to be written). (Note: The cards and CF folders as well as the letters are collected back at the end of the day.)
- (c) Arrange typists so all letters are typed on the org letterhead paper.
- (d) Hat all letter writers on letter registration by getting them to read HCO PL 15 Nov. 1960R, MODERN PROCUREMENT LETTERS (OEC Volume 2, page 612) and HCO PL 6 Apr. 1965, LETTER REG HAT (OEC Volume 2, page 623) and pages 80-100 of the Gross Income Illustrated Manual.
- (e) Get all letter writers to:
  - watch in a new unit of time the Golden Age of Tech for OTs video
  - read the Golden Age of Tech brochure.
- (f) Hat each letter writer on writing letters using the Golden Age of Tech brochure. Have them include fliers for the next service the person needs per the Grade Chart or Division 6 routes.

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DISSEM SEC

24. Institute a daily period of 30 minutes each day off peak times where all registration personnel (Body Registrars, Letter Registrars, Public Registrars and anyone regging in the org) drill using the registration drills which accompany this program. Get this done until every staff regging has done all the drills to a perfect pass.

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HES

25. Set up a line so the public on Division 6 services get enlightened on auditor training as a standard action in your org. [This target is considered done once such briefings have been held at the rate of minimally 2 a week for 3 weeks and have resulted in sign-ups for training.]

- (a) Have one of your Flag-trained Sups brief the students in the Div 6B course room and enlighten them on the Golden Age of Tech and auditor training.
- (b) Give all Div 6B students and pcs currently on lines a copy of the Golden Age of Tech brochure.

---

DISSEM SEC

26. Groove in the book outlets on how to use the Golden Age of Tech Complete Your Library (CYL) pads:

- (a) Give each book outlet a stack of the CYL pads.
- (b) **CONDITIONAL:** If you do not have these, immediately contact the Orders Manager of your Publications Organization or the Continental Pubs Liaison Officer and order them.
- (c) Get each book outlet to fill out a CYL with each person signing up for training, and get them to purchase the materials they need.
- (d) Give the Letter Reges supplies of the CYL to send out with their letters.

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BSO

27. Get the Quantum E-Meter and Mark Super VII E-Meter upgrade sold in volume:

- (a) Make a list of all the public you know who own a Mark Super VII and have not yet upgraded to a Quantum E-Meter or bought a Quantum E-Meter.
- (b) Do a survey of past invoices to locate any additional Mark Super VII owners.
- (c) Read the Quantum promotion and the Quantum E-Meter catalog, including the data on the Mark Super VII upgrade to Quantum so you can use it to enlighten.
- (d) Name ten datums from the catalog that you can use in interviews to enlighten the public.
- (e) Contact the public on your list and sell them a Quantum or Quantum upgrade.
- (f) Get the Quantum video played in the bookstore area.
- (g) Get every book outlet per HCO PL 15 Mar. 1975, BOOK OUTLETS OF AN ORG (OEC Volume 2, page 350), to read the Mark Super VII Quantum E-Meter catalog.

---

BSO

28. List out specifically all the staff members and areas who use an E-Meter (auditors, word clearers, Examiner, D of P, Ethics Officer, Div 6A test line).

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BSO

29. Find out which posts in the org have a Quantum E-Meter and which posts don't. List the posts who don't.

---

BSO

30. Get a purchase order and CSW submitted to the FP Committee and get the necessary funds to order new Quantums or to send to Gold, Mark Super VII E-Meters for upgrade to Quantum.

---

BSO

31. **CONDITIONAL:** If this target bugs, intervene and get this resolved so all Tech, Qual staff and Ethics Officers ONLY use Quantum E-Meters.

---

QUAL SEC  
FBO

**PROMOTION**

32. Locate copies of the Golden Age of Tech brochure in your org and get it into use with the following steps:

(a) Get every Registrar to read the brochure. Tell them that this brochure contains data they need in order to enlighten the public on the Golden Age of Tech and the services involved.

---

DISSEM SEC (HES IF NO  
DISSEM SEC)

(b) Give them a checkout on the brochure. Make sure they understand it and don't have any misunderstandings on it.

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DISSEM SEC

(c) Have each Registrar name ten datums, points or quotes from the brochure that they can use in their interviews to enlighten public.

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DISSEM SEC

(d) Put a stack of these brochures on every Registrar's desk or elsewhere in the reg area so they can be handed to the public who come to be interviewed.

---

DISSEM SEC

(e) Get the Registrars using the brochure as a "conversation piece" in their interviews, using the steps laid out in the attachment REGISTRAR USE OF BROCHURES.

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DISSEM SEC

(f) Place copies of the Golden Age of Tech brochure in the following locations: Reception, HGC waiting area, Purification rest area, Bookstore and any other place where students and pcs congregate in the org.

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DPM

(g) Give copies of the brochure to Letter Registrars and Advance Scheduling Registrars to use in letters, ASR packs and to send to public that request a copy of the brochure.

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DPM

(h) CONDITIONAL: If you have used up all copies of the Golden Age of Tech brochure, contact the Dissem Chief CLO or Dissem Mailing I/C FLO to request additional copies.

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DPM

33. Get copies of the Golden Age of Tech poster neatly hung on the wall in the following areas:

(a) Reception  
(b) Registrar office  
(c) HGC waiting room  
(d) Academy waiting area

---

DPM

34. Get the fliers for a) New Student Hat, b) Hubbard Professional Metering Course and c) Academy Levels used as follows: (Ref: HCO PL 28 Jan. 1991 IV, FLIERS, DEFINITION AND USE—Management Series Volume 3, page 293)

- (a) Provide copies of these fliers to Letter Registrars and all letter emanation points in the org and get them stuffed in letters out.
- (b) Place small stacks of these fliers at Reception.
- (c) Place small stacks of these fliers on every desk.

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DPM

35. Get promotion items into use per the attachment PROMO USAGE CHECKLIST.

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DPM

36. **CONDITIONAL:** If you run out of stock of any of these Golden Age of Tech promotional pieces, reorder them from the Dissem Chief CLO or Dissem Mailing I/C FLO.

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DPM

37. Get a video player set up near the Registrar space and show the following videos to public who come into the org for interviews:

- (a) Golden Age of Tech May 9th Event video.
- (b) Quantum E-Meter demonstration video.
- (c) Standard Tech Drills and Drills Simulator video.
- (d) Success video.

---

DISSEM SEC

38. Take the following steps to get your org's major mag produced and mailed to every person who has ever taken a service in the org:

- (a) Collect wins from students training on the new Golden Age of Tech courses and drills (get these from the Dir Success, D of T and Supervisors).
- (b) Get new photos of your Golden Age of Tech team and personal messages from them telling the public to come in and start their training.
- (c) When you receive the magazine shooting boards from Management, select the appropriate student successes and photos for inclusion in the mag and get them added into the mag.
- (d) Gather up a full list of completions for listing in the magazine.
- (e) Concurrent with doing the above, get the Addresso Officer to enter in any address corrections or backlogged names to be entered in the Addresso, so the magazine will go to the full list.
- (f) Get the magazine printed, with a minimum of 10% additional copies for subsequent use by Registrars, Letter Reges, staff reading and other in-org uses.

- (g) Get the magazine mailed to the full major magazine mailing list, i.e., every person who has ever had training or processing in the org, even if in Division 6.
- 

DPM

39. Use your org's weekly graduation to promote the wins and results from the Golden Age of Tech and a new era of training.

- (a) Play the Golden Age of Tech Music cassette at the beginning and end of the graduation.
- (b) Have your Flag-trained Supervisors promote at graduation the Golden Age of Tech and its results in the Academy.

[Note: This target is done when you have successfully held your graduation with the above elements for 3 weeks consecutively.]

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FIELD CONTROL SEC

DELIVERY

40. Read the following issues:

- (a) HCO PL 16 May 1965, INDICATORS OF ORGS (OEC Volume 0, page 496)
- (b) HCO PL 1 July 1965, ETHICS CHITS (OEC Volume 1, page 703)
- (c) SEC ED 28, 7 May 1965, NON CONSECUTIVE SCHEDULING (attached to this program)
- (d) SEC ED 33, 17 May 1965, CLARIFICATION OF SEC ED 27 (OEC Volume 4, page 97)
- 

D OF T  
FLAG-TRAINED SUPS & W/Cers  
SENIOR C/S  
TECH SEC  
ORG EXEC SEC  
HAS  
QUAL SEC  
ETHICS OFFICER

41. Systematically see each individual student currently on course and do the following:

- (a) Review each student schedule and get each student on a standard schedule per HCO PL 4 Apr. 90, COURSE SCHEDULES (OEC Volume 4, page 453). It must minimally be a full Day org schedule or every evening 5 days a week or all weekend, or both, or even completely full time on a full Day and Foundation schedule.
- (b) CONDITIONAL: If a student insists on a non-standard schedule, take the following steps to handle:
- Tell him that there is nothing more important in his life and to his own future and eternity than getting through these courses and up The Bridge. Tell him that the only way he is ever going to make it is on a standard schedule. Have him read the above LRH references as

**well as HCO PL 7 February 1965, KEEPING SCIENTOLOGY WORKING (OEC Volume 0, page 7).**

- Get him to reorganize his life as needed to attend course standardly.
- If he still insists on a non-standard schedule, send him to the Word Clearer in the Academy to get his misunderstandings found and cleared.
- If still no joy, write an Ethics chit on him per HCO PL 1 July 1965, ETHICS CHITS (OEC Volume 1, page 703) and put him on a Student to Ethics Routing Form for handling.

---

D OF T, LEAD FLAG-  
TRAINED SUP

42. **Repeat the above steps with every student until EACH STUDENT ENROLLED ON COURSE IS ATTENDING COURSE ON A STANDARD SCHEDULE.**

---

D OF T, LEAD FLAG-  
TRAINED SUP

43. **Get in the use of HCO PL 1 July 1965 I, ETHICS CHITS and HCO PL 29 Apr. 1965 III, ETHICS REVIEW (OEC Volume 0, page 491) for students who do not conform to a standard schedule or otherwise fall under this policy letter. [Note: This target is considered done when Ethics Chits are being written exactly in accordance with the above policy letter for 3 weeks consecutively.]**

---

D OF T, LEAD FLAG-  
TRAINED SUP

44. **Drill and dummy run the use of the routing form for routing a Student to Ethics until it is in use and every student routed to Ethics, is immediately seen and HANDLED by Ethics.**

---

HES

45. **Recruit one new future Supervisor for each Flag-trained Supervisor in the org:**

- (a) Interview your best and most upstat students.
- (b) Tell them that you need their help to Clear \_\_\_\_\_ (your area/city) and that you need it now. And sign them up for staff.
- (c) Put them on full-time training in the TTC under you to get trained as Supervisors.

---

ALL FLAG-TRAINED  
SUPERVISORS

46. **Recruit one new Word Clearer for each Word Clearer in the org:**

- (a) Interview your best and most upstat students.
- (b) Tell them that you need their help to clear \_\_\_\_\_ (your area/city) and that you need it now. And sign them up for staff.

- (c) Put them on full-time training in the TTC under you to get trained as Word Clearers.

---

ALL FLAG-TRAINED WORD  
CLEARERS

47. **CONDITIONAL:** If any member of the Executive Council, Network staff, Supervisor, Word Clearer, Auditor, D of P, D of T, Tech Sec, Qual Sec, C/S, Senior C/S, Dir of Correction, Cramming Officer or Intern Supervisor has not yet completed the steps of the assignment of IG Network Bulletin No. 22, get this done immediately and at once.

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EC MEMBERS, NETWORK  
STAFF, SUPS, AUDITORS,  
WORD CLEARERS, D OF P,  
D OF T, TECH SEC, QUAL  
SEC, SENIOR C/S, C/S, DIR  
OF CORRECTION,  
CRAMMING OFFICER,  
INTERN SUP

48. **CONDITIONAL:** If ANY Auditor, Case Supervisor, Senior Case Supervisor, Course Supervisor, Intern Supervisor, Word Clearer or Cramming Officer has not yet done his Golden Age of Tech training lineup, get him to immediately enroll on a 5-hour a day study schedule without fail. There are NO exceptions.

---

QUAL SEC (OES IF NO QUAL  
SEC)

49. **CONDITIONAL:** If any member of the Executive Council, Network Coordination Committee or Tech Hierarchy (KOT, Qual Sec, C/Ses, Senior C/S, Cramming Officer, Intern Supervisor, Tech Sec, Tech Esto, D of T) have not yet read ALL the Golden Age of Tech Senior C/S Int Bulletin 165 Series, get them to do it NOW.

---

FLAG REP

#### RECRUITMENT

50. At the next staff muster, brief all staff that they can recruit themselves a replacement and that once competently replaced per policy, they can go to the TTC and get trained as an auditor, supervisor or word clearer. Tell them that you will assist any of them to sign people they know up for staff.

---

HAS (HES, IF NO HAS)

51. Make a list of staff prospects by asking EVERY staff member to give you in writing 3 names of people they want to get on staff or think should join staff.

---

HAS

52. In coordination with the staff members who gave you the names, start contacting these names directly and get them in the org.

---

HAS

53. **Sign them up for staff, using the help of any staff or executive you may need.**  
**Do the following:**

- (a) **Have them watch the Golden Age of Tech video.**
- (b) **Have them watch (or re-watch) the ORIENTATION film.**
- (c) **Have them sign a staff contract.**
- (d) **CONDITIONAL: If the new staff member's name was given to you by another staff who also assisted in signing up the new person, assign the newly hired staff member to replace the staff who gave you the name. Assign the now-replaced staff member to the TTC.**

---

HAS

54. **CONDITIONAL: If anyone is refusing to help you in closing a new staff member:**

- (a) **Sign the person up for staff regardless, and**
- (b) **Apply HCO PL 22 July 82, KNOWLEDGE REPORTS (OEC Volume 0, page 555) and route your report to the basket set up in the org comm center as per Primary Target 10 of this program.**

---

HAS

55. **Make a list of all former staff auditors in the field, who are in good standing.**

---

HAS

56. **Get each of these people called in to be fully briefed on the Golden Age of Tech Training Corps.**

---

HAS

57. **When the former staff auditors come in, do the following:**

- (a) **Have them watch the Golden Age of Tech video.**
- (b) **Have them watch the ORIENTATION film.**
- (c) **Tell them that the org is forming up a Golden Age of Tech Training Corps, which is the corps that will make possible the clearing of this area.**
- (d) **CONDITIONAL: If they haven't yet completed the steps of IG NW Bulletin No. 22, have them do this immediately.**
- (e) **Sign them up for staff.**

---

HAS

58. **Set up the TTC by doing the following:**

- (a) Read HCO PL 30 Dec. 1979R, Revised 13 February 1980, TECHNICAL TRAINING CORPS (OEC Volume 5, page 538) and Personnel Series 3, HCO PL 29 Aug. 70, RECRUIT IN EXCESS (Mgmt Series Volume 1, Page 389).
- (b) Appoint someone to hold the functions of the TTC I/C as per HCO PL TECHNICAL TRAINING CORPS, which covers what the functions are.
- (c) Get your new TTC members on a standard FULL-TIME study schedule, doing their TIPs as per HCO PL 30 December 1979R, TECHNICAL TRAINING CORPS. Do NOT allow part-time study on the TTC —EVER!

---

HAS

59. When all targets are done, send the completed program with all compliance reports to your FB Programs Chief via the FOLO Programs Chief.

---

FLAG REP**PRODUCTION TARGET:**

This program completed within 6 weeks with MPT, Student Points, Student Completions, Auditors Made and Paid Completions—all in Affluence and Highest Ever!

**PROGRAM COMMUNICATION:**

Send compliance reports to your FB Programs Chief via your FOLO Programs Chief.

Captain Guillaume Lesevre  
EXECUTIVE DIRECTOR  
INTERNATIONAL

Approved by  
WATCHDOG COMMITTEE

Authorized by  
AVC INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:WDC:GL:tn



## LRH ED 339R IMPLEMENTATION PROGRAM IMEC PROGRAM ORDER 330

20 October 1996

TO: FLAG REP  
CO/ED

INFO: EXEC COUNCIL  
AD COUNCIL  
LRH COMM

ALL FRENCH, GERMAN, SPANISH  
& ITALIAN-SPEAKING CLASS V & CC ORGS

### *Strat Planning Series 12-12*

## GOLDEN AGE OF TECH IMPLEMENTATION PROGRAM

"To get an org or individual to deliver effectively, remove the distractions from the delivery channel, remove the barriers to delivery, detect and get rid of the noncompliance to orders to deliver. Deliver pure Scientology, effectively."...

"The whole human race is about to start going up. They'll move to the degree you deliver and no faster. So let's get the show on the road."—LRH (HCO PL 28 Feb. 1965, Issue I, DELIVER)

### PROGRAM INFORMATION:

Your org has everything at hand to get the show on the road and expand like never before. In other words, you can create a new Golden Age of Tech in your org and area now.

In addition to the tools you were given when the new Golden Age of Tech was launched (translated drill packs, Mark Super VII Quantum E-Meter and Drills Simulator), for the first time ever, you now have translated Student Hat, Pro TRs, Upper Indoc TRs and Academy lectures that *perfectly* reproduce LRH's original recordings, making it possible for your student to exactly duplicate LRH and get the full gains of the training route up The Bridge to Total Freedom.

You now *have* the tech. In *your* language!

So for the first time ever, you can make perfect auditors with every person who enrolls and make these words from Keeping Scientology Working a reality every time:

"You're here so you're a Scientologist. Now we're going to make you into an expert auditor no matter what happens. We'd rather have you dead than incapable."—LRH

The only things you have to do are promote, call in, sell and deliver all the services and materials of the Golden Age of Tech.

It has been proven over and over again that where the Golden Age of Tech is being implemented, academies fill up, stats boom and orgs expand.

Why?

Because the results are there 100% of the time. And they are rave 100% of the time. Where the Golden Age of Tech services are promoted, sold and delivered for real, Scientology permeates all life and conditions improve. And with this, people win, the whole area wins and soon the whole world will win.

Reversely, you can be absolutely certain, that if your org is not booming right now, you have unhandled alter-is-es and blocks in promoting, calling in, selling and/or delivering the Golden Age of Tech materials and services and their purpose.

All the actions to take are covered in the Golden Age of Tech Senior C/S Int Bulletins and the steps of this program.

And what is at stake? The expansion of your org, the future of your area and that of all your public and staff, including your own. Why? Because the Golden Age of Tech *is* the 100% standard application of 100% pure Scientology tech. And this means total freedom.

Under no circumstances are you to let anything or anyone get in the way of getting this program DONE, target per target, all the way through, *exactly* as it says in the targets and with speed. In fact, you can and must write to the Executive Director International directly if you run into any difficulties you cannot resolve locally in getting the program done.

Now, *START!*

#### **PURPOSE:**

To implement all aspects of the Golden Age of Tech in your org and thus make this new Golden Age a reality in your area.

#### **MAJOR TARGETS:**

1. A huge call-in, promotion and sales campaign to contact and get on service all your existing field so they avail themselves of the Golden Age of Tech.
2. Massive and standard delivery of the Golden Age of Tech services.

#### **PRIMARY TARGETS:**

1. Read this program.  
FR
2. Take full responsibility for getting this program done in your org. Report to FOLO and Flag on its execution and handle whatever gets in the way of getting this program done.  
FR
3. Get a copy of this program to all EC & AC members, all network heads and every target holder.  
FR (CO/ED IF NO FR)
4. Have all members of the Executive Council and the Advisory Council read this program.  
FR (CO/ED IF NO FR)

5. At the next staff meeting, brief the whole staff on this program, reading them the program information section, the program purpose, and describing the different operating targets. [Note: Do not wait for the staff meeting to be held to carry on with the remaining targets of this program. Simply carry on doing the program until the next staff meeting.]

---

FR (CO/ED IF NO FR)

6. Read HCO PL 1 Apr. 65, HCO COMMUNICATOR HAS PROGRAM CHECKING HAT (OEC Volume 7, page 1269).

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FR (CO/ED IF NO FR)

7. Do a program check on the whole program exactly as per the above policy letter on every target holder and *every* EC member, *including* the CO/ED. [Note: if you are the CO/ED, get program checked on this program by any network terminal after he has read the policy letter in target 4 above and the entire program.]

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FR (CO/ED IF NO FR)

8. Have every NCC member read this program (outside of the CO/ED who has already done so).

---

FR (CO/ED IF NO FR)

9. Set a TM for the completion of each target and inform the target holders of these.

---

FR (CO/ED IF NO FR)

10. Set up a basket in the org comm center labelled: KNOWLEDGE REPORTS GOLDEN AGE OF TECH.

---

FR (CO/ED IF NO FR)

11. Brief all staff on the following: IF ANYTHING OR ANYONE for any reason cross-orders, makes snide comments or in any way, shape or form invalidates or impedes the Golden Age of Tech, its results or the staff working on implementing it (especially the Flag-trained Sups), a Knowledge Report must immediately be written with all specifics and hand routed to this basket in the comm center.

---

FR (CO/ED IF NO FR)

12. In a new unit of time, show every NCC member, Exec Council and Ad Council member and all terminals doing call-in and registration (including Body Reges, Letter Registrars, Bookstore Officers, Public Registrars) the Golden Age of Tech video.

---

FR (CO/ED IF NO FR)

## VITAL TARGETS:

1. Realize that your org is delivering priceless tech—the route to eternity. Do not allow anyone to sell it short or Q&A with any of the reasons as to why someone should not avail himself of the Golden Age of Tech lineup right now as the most important activity in his life.

---

FR, EXEC COUNCIL

2. Per HCO PL 1 July 1965, ETHICS CHITS (OEC Volume 1, page 703): “The most attacked area of an org is its Tech and Qual personnel as these produce the effective results which make Scientology seem deadly to

**suppressives.”—LRH.** So, be *very* alert to any cross orders to or attempts to distract from the execution of this program. Apply HCO PL 29 Apr. 1965, Issue II, ETHICS REVIEW (OEC Volume 0, page 491) and HCO PL 16 May 1965, INDICATORS OF ORGS (OEC Volume 0, page 496) under section “Suppressives!”.

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FR

3. Investigate immediately and at once each and every Knowledge Report written concerning block, denigration, natter or invalidation of the Golden Age of Tech or any of its elements, including this program. Report your findings and handlings to your Cont Pgms Chief at the Flag Bureaux with info to your FOLO Programs Chief, the CO FOLO, CO FB, Services Exec Int, Quality Exec Int and the ED INT.

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FR (CO/ED IF NO FR)

4. Take up and coordinate the execution of this program as part of the daily NCC meeting along with the execution of the Senior C/S Int Bulletins and IMEC Program Order 289, Golden Age of Tech Supervisor Program.

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FR

5. Write and execute departmental mini programs and projects which include getting the targets of this program done AS well as the targets of the programs contained in the Golden Age of Tech Senior C/S Int Bulletin series (Snr C/S Int Bulletin 165 Series).

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CO/ED

6. See that targets of this program are included as part of the org weekly battle plan as well as the execs' and staff's own battle plans.

---

CO/ED

7. Apply HCO PL 23 Aug. 79R II, DEBUG TECH CHECKLIST (Mgmt Series Volume 2, page 153) at the first sign of any target being bugged or slowing down.

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FR

8. Write a weekly report on the execution of this program, covering the status of each target, results, products, successful actions, handlings to get the program done faster and the handling of any bugs. Send this report to your Programs Chief Flag Bureaux via the A/Programs Chief FOLO with a copy to the Flag Flag Rep via your Cont FR.

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FR

9. Coordinate your actions in executing this program with the LRH Communicator who is responsible for the execution of the Golden Age of Tech Senior C/S Int Bulletin Series and IMEC PROGRAM ORDER 304, AUDITOR REVITALIZATION PROGRAM.

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FR

#### **OPERATING TARGETS:**

*NOTE: THIS PROGRAM IS BROKEN DOWN IN SEVERAL SECTIONS. THE TARGETS ARE NOT TO BE EXECUTED IN A LINEAR FASHION BUT EACH SECTION AND ITS TARGETS MUST GET DONE SIMULTANEOUSLY, RAPIDLY AND COMPLETELY BY THE EXECUTIVES AND STAFF RESPONSIBLE. IT IS IN*

**THIS WAY THAT THE GOLDEN AGE OF TECH WILL DAWN ON YOUR ORG AND YOUR AREA.**

### CALL-IN

1. Immediately get a massive call-in campaign going to get every single seat in your Academy filled with public on the Golden Age of Tech training lineup:

- (a) Get from Treasury the names of public who are fully paid for major courses and make these into a list.

---

D/ED D&E

- (b) Get a list compiled of all public who previously paid for their Academy levels but never started (or started and never completed) because they don't speak English. Get them contacted and briefed on the new translated lectures and called into the org to start their service.

---

D/ED D&E

- (c) **CONDITIONAL:** If no one is posted single-hatted to do student call-in in Department 10, liaise with HCO and get staff members assigned to do call-in on a rotational basis, per HCO PL 9 Aug. 1979 I, CALL-IN: THE KEY TO DELIVERY AND FUTURE INCOME (OEC Volume 7, page 865). This lists the posts in the org who are to do fully paid and partially paid call-in, so use it to get a schedule worked out and published with who does call-in (actually on the phone) and when, so there are *always* staff members calling in fully paid students to start on service. (Note: Your product here is staff members doing call-in at all times on the list of public who are fully paid for courses.)

---

D/ED D&E

- (d) Assign the names of the public on the fully paid list for training by alphabetical order to each of the call-in staff. Do this by giving different letters to different call-in staff so the same people do not get contacted at the same time by different call-in staff.

---

D/ED D&E

- (e) Arrange to have the CF folders of the people being called in brought to each call-inner before they call. In this way all calls get done with the CF folder at hand which is studied by the call-inner before calling.

---

D/ED D&E

- (f) Get each staff doing call-in to:

- see the Golden Age of Tech video in a new unit of time
- read the Golden Age of Tech brochure
- get checked out on it
- get them to name ten datums from the brochure that they can use in calling people to come into the org to start onto training.

---

D/ED D&E

- (g) Place in front of each staff member doing call-in, a copy of the Golden Age of Tech brochure and have him use it in his calls (including reading from it to people called, to handle public to come in for service).

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D/ED D&E

- (h) Groove in each call-inner to take exact and clear phone notes during the call and place these in the person's CF folder immediately after the call.

---

D/ED D&E

- (i) Give each person doing call-in the following stats based on subproducts (see HCO PL 24 July 1978, SUBPRODUCTS, HOW TO COMPILE A SUBPRODUCT LIST, OEC Vol 7 page 826):

- Number of people contacted
- Number of people gotten in the org
- Number of people started on service

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D/ED D&E

- (j) Get a space set up for all call-inners.

---

D/ED D&E

- (k) Arrange for adequate phones and phone allocation.

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D/ED D&E

- (l) Get the call-inners calling in starting with the public who paid most recently.

---

D/ED D&E

2. **CONDITIONAL:** If no D/ED D&E, immediately appoint someone to this post.

---

CO/ED

3. Dummy run the Golden Age of Tech TIP routing form (a copy is attached to this program) until all terminals on it know exactly what to do (including any post held from above) and do it. Reference for dummy running a line is HCO PL 9 Mar. 1971, Issue II, POSTING AN ORG BOARD, HOW TO PUT AN HCO THERE, HOW TO PUT AN ORG THERE (OEC Volume 1, page 61).

---

HAS (HES IF NO HAS)

4. Get a stack of Golden Age of Tech TIP routing forms placed in reception.

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HAS (HES IF NO HAS)

5. Set up the line from the call-inners to reception so the names, dates and times of arrival of people called in are sent to reception where the public get put on a Golden Age of Tech TIP Routing Form immediately upon arrival.

---

D/ED D&E

6. Dummy run this line and get it in.

---

D/ED D&E

7. Form up the Service Call-In Committee in your org as follows:

- (a) Read HCO PL 9 Aug. 1979 III, SERVICE CALL-IN COMMITTEE (OEC Vol 7, page 873).

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D/ED D&E

- (b) Convene the committee with the same membership as listed in the policy letter:

- Chairman: D/ED Delivery & Exchange
- Deputy Chairman: Org Exec Sec
- Members: Advanced Scheduling Registrar  
Treasury Secretary  
Director of Processing  
Director of Training

---

D/ED D&E

- (c) CONDITIONAL: If a post on the committee is not manned, the next post up on the org board which is manned single-hattedly, attends ALL committee meetings.

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D/ED D&E

- (d) Have yourself and all the members of the committee read HCO PL 30 Nov. 1982, THE DEPUTY CO OR DEPUTY ED FOR DELIVERY AND EXCHANGE (OEC Vol 7, page 877), HCO PL 9 Aug. 1979 I, CALL-IN: THE KEY TO DELIVERY AND FUTURE INCOME (OEC Vol 7, page 865) and HCO PL 9 Aug. 1979R II, SERVICE PRODUCT OFFICER (Management Series Vol 2, page 166).

---

D/ED D&E

- (e) With the committee members, do and issue a daily and weekly battle plan of actions which covers the immediate actions to further increase promotion, call-in, sales and delivery of both training AND processing. This is done exactly as laid out in the section titled COMMITTEE DUTIES of HCO PL 9 Aug. 1979 III, SERVICE CALL-IN COMMITTEE (OEC Vol 7, page 873):

“The committee meets daily off production hours and battle plans out all actions needed to get products flowing in each area of promotion, sales, call-in, delivery and re-sign. The specific products are fully listed out in HCO PL 9 Aug. 79 II, SERVICE PRODUCT OFFICER. They ensure the products they are going to get are known and the ‘figure out how to do’ has been done and is coordinated.” ...

“Each member of this committee is assigned appropriate targets on the committee’s battle plan to get done that day.”- LRH

---

D/ED D&E

- (f) Get the targets of the Service Call-In Committee battle plan done. (This target is done when the weekly battle plan of the committee has been FULLY DONE for 3 weeks in a row).

---

D/ED D&E

8. Repeat the steps in target 1 above, but applying them to calling in public who are fully paid for auditing (minimally 12 1/2 hours of auditing unused on account):

- 1 (a) \_\_\_\_\_
- 1 (c) \_\_\_\_\_
- 1 (d) \_\_\_\_\_
- 1 (g) \_\_\_\_\_
- 1 (h) \_\_\_\_\_
- 1 (j) \_\_\_\_\_
- 1 (k) \_\_\_\_\_

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D/ED D&E

9. Institute a mandatory daily drilling period for ALL call-in staff to learn how to recover students and pcs. Use the drills attached to this program.

---

D/ED D&E

10. Get them drilled until they can do them perfectly.

---

D/ED D&E

11. Install an arrivals board in the call-in area of the org where all public confirmed to start on service are marked with their name and date of arrival for service. The design of the board is attached to this program so simply duplicate it.

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D/ED D&E

#### SALES

12. **CONDITIONAL:** If any registrar(s) has been transferred or otherwise illegally taken off post (whether permanently or temporarily) and if this resulted in lowered GI, restore him/her/them to post immediately.

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HAS

13. **CONDITIONAL:** If there is no body registrar on post, in liaison with HCO, select a staff member who qualifies per HCO PL 21 Feb. 1961, CHOOSING PE AND REGISTRATION PERSONNEL (OEC Volume 1, page 185) and post him/her as a body registrar.

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HES

14. **CONDITIONAL:** If there is no Bookstore Officer on post, in liaison with HCO, select a staff member who qualifies per HCO PL 21 Feb 61, CHOOSING PE AND REGISTRATION PERSONNEL (OEC Vol 1, page 185) and post him/her as the Bookstore Officer.

---

HES

15. Make up large upstat banners promoting the availability of the new translated tapes.

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DPM

16. Make large displays of the newly released, translated materials, using the banners and place them in the following locations:

- (a) Reception
- (b) The org bookstore (if separate from Reception)
- (c) The reg area
- (d) The HGC waiting area
- (e) Any student lounge or waiting area

---

BOOKSTORE OFFICER

17. Set up the bookstore display with a cassette deck where you can play excerpts of the new translated tapes to public when enlightening them on these materials.

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BOOKSTORE OFFICER

18. Do a briefing to all registration personnel on what they are enlightening the public on as part of the Golden Age of Tech. The briefing is to cover:

- (a) a briefing on the Standard Tech Drills, with a practical demonstration,
- (b) a demonstration of the use of the Mark Super VII Quantum E-Meter,
- (c) a briefing describing the courses of the Golden Age of Tech lineup using the Golden Age of Tech brochure (this includes a description of the Auditor Certainty Courses), and
- (d) reading rave success stories from students currently on or completed on some of the courses in the Academy.

---

FLAG-TRAINED LEAD SUPERVISOR

19. Show the Translated Lectures Sales Video to all registration, call-in and bookstore personnel in a new unit of time.

---

HES

20. With the same personnel, drill each of the three points covered in the video as follows:

- (a) Getting huge prospect lists.
- (b) Selling them the lectures.
- (c) Signing them up for training.

---

HES

21. Along with all registration personnel, put together a list of public who have not yet donated for their training Bridge. This is to include:

- (a) All previously trained auditors.
- (b) All field auditors.

- (c) Public who have started on their training prerequisites or Academy level but did not complete up to Class V Graduate.
- (d) HGC PCs who have not yet donated for training.
- (e) Students currently in the Academy who have not yet donated in full for the rest of their training Bridge in the org.

---

DISSEM SEC (HES IF NO  
DISSEM SEC)

22. Assign a person to be the BRSO, to contact these public and arrange for them to come in the org to see the registrar. This staff member has the duty to keep all body registration personnel with public in front of them to reg at all times.

---

DISSEM SEC (HES IF NO  
DISSEM SEC)

23. Get public signed up for the services on the Golden Age of Tech TIP by doing the following:

- (a) Have him watch the Golden Age of Tech video and the ORIENTATION film as laid out on the Golden Age of Tech TIP Routing Form (HCO Admin Letter 4 May 96).
- (b) Have them listen to excerpts of the new translated lectures and enlighten them on the new tapes using the Translated Lectures Synopsis booklet.
- (c) Get them signed up and started on service.
- (d) CONDITIONAL: If the person is a previously trained auditor, get him to do the Auditor Revitalization Service, by having him first read Senior C/S Int Bulletin 168, AUDITOR REVITALIZATION, and then follow exactly the steps 1-7 contained in the issue.
- (e) CONDITIONAL: If the public person does not want to sign up for service, get him further enlightened by having him watch the Golden Age of Tech video, or by showing him the Drills Simulator, Quantum or Successes video, or by having him read the Golden Age of Tech brochure.
- (f) Sell them the materials they need along with the training services as per HCO PL 12 Sept. 1965R, E-METERS AND BOOKS FOR ACADEMY STUDENTS (OEC Volume 2, page 341).

---

DISSEM SEC (HES IF NO  
DISSEM SEC)

24. Sell complete training packages to students and pcs:

- (a) Make a list of all students who have not donated for all training courses up through Class V and a list of pcs who have not signed up for training.

- (b) Interview each and brief him on the Academy Clear Package and inform him that this package is available right now for all students. It will take him through the whole Golden Age of Tech lineup through Class V. In addition to securing his full training lineup, he will also be eligible for professional rates in the HGC if he attends course on a standard schedule. (Ref: HCO PL 13 Nov 76RA, PROFESSIONAL RATES)
- (c) Get them signed up for the package right now. (Discourage partial payments or buying single courses.)
- (d) Right there, sell them a Quantum E-Meter and the materials they need for their training.

---

**REGISTRARS****25. While signing public up in volume for training, continue to sell processing:**

- (a) Compile a list of org PCs of the past 18 months.
- (b) Call them in for a Tech Estimate.
- (c) Get them on a Tech Estimate routing form and get a Tech Estimate to Clear for each.
- (d) Enlighten them in full on their Tech Estimate.
- (e) Sign them up with donation for their full Tech Estimate.
- (f) Get them started on their service.

---

**DISSEM SEC****26. Offer and sell HGC auditing to students using the professional rates system as per HCO PL 13 Nov 76RA, PROFESSIONAL RATES, which is intended to award students and give them the full benefit of the Golden Age of Tech by helping them get through their training faster:**

- (a) Get each reg grooved in and drilled to promote the Golden Age of Tech in your HGC using the following patter:

“Over the past few months our auditors have been moving through their Golden Age of Tech drills and they are becoming perfect auditors. Because of this, you can get the best auditing we have ever delivered in our HGC. You can make faster progress up The Bridge, so sign up for your auditing now and experience the wins of the Golden Age of Tech. You may qualify for professional rates in the HGC. If not, you can easily become qualified by simply getting on a standard schedule (days, evenings or weekend as per HCO PL 4 Apr 90, COURSE SCHEDULES).

“You can of course co-audit, but with professional auditing you will get through your courses faster. After all: ‘The lower grades contain the solutions to all the basic outnesses that make a humanoid human. Comm, problems, overts, ARC breaks, service facsimiles.’ ... ‘By Grade IV you should have an entirely new being!’—LRH” (LRH ED 104 Int, SUBJECT: AUDITING SALES AND DELIVERY PGM No. 1).

- (b) Give the student a Tech Estimate.
- (c) Get him signed up and started.

---

**DISSEM SEC**

27. Get tech staff of local missions enrolled on the Golden Age of Tech training lineup as follows:

- (a) Put together a list of all technical staff in each of the local missions.
- (b) Contact the Mission Holders (or Mission EDs). Have them come in the org. Hold a meeting with your lead Flag-trained Supervisor, the PES and yourself.
- (c) As part of the meeting, work out a plan to train all tech staff of each mission at the org. This includes mission tech staff in full-time training as well as part-time. As part of this plan, let the Mission Holders (or EDs) know that they should promote going to the org for full-time tech training as part of their staff recruitment actions.
- (d) On an immediate basis, get minimally one mission staff for Course Supervisor and one for Word Clearer from each mission in training in the org.
- (e) Get all the other tech staff from the local missions (C/Ses and Auditors) in training at the org.

---

**D/ED D&E**

28. Activate an army of FSMs to help get your entire field onto the Golden Age of Tech services. Do the following:

- (a) Hold an FSM rally and brief your FSMs on the news and wins of students progressing on the Golden Age of Tech courses in your org. Read them successes from the Golden Age of Tech Success booklet.
- (b) Show them the Golden Age of Tech video.
- (c) Provide them with copies of the Golden Age of Tech brochure to use in enlightening their selectees.
- (d) Have them listen to an excerpt of the new translated lectures.
- (e) Provide them with copies of the Translated Lectures Synopsis booklet and the Academy Levels 0-IV flier to use in enlightening their selectees on the new translated materials.
- (f) Give each one a copy of FSM Series 1, HCO PL 9 May 1965R, FIELD AUDITORS BECOME STAFF (OEC Volume 6, page 629) and a supply of Selection Slips.
- (g) **CONDITIONAL:** If you do not have packs of Selection Slips, contact the Dissem Mailing I/C FLO and order them. Meanwhile carry on with the targets.

- (h) Let all FSMs know that anyone not currently on service in the org is open for selection, exactly as per FSM Series 1.
- (i) Brief all your FSMs on the current FSM Award Program.
- (j) **CONDITIONAL:** If you do not have a copy of it, telex the **FSM I/C INT at the Flag Bureaux.**
- (k) Get each FSM to make a list right here and now of people he/she is going to select for service (both training and processing) at the org within the next 2 weeks. Get a copy of the lists. The originals are kept by the FSMs.
- (l) Get the FSMs drilled on recovering students and PCs, using the Recovering Students and PCs Drills booklet.
- (m) By personal contact, assist the FSMs in getting the people on their list selected and arrived in the org.

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FSM I/C (FCS OR PES IF NO  
FSM I/C)

29. Get from Treasury a list of public who are partially paid for services.

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D/ED D&E

30. Get public on the partially paid list who are not currently on auditor training, contacted by letter, using the CF files:

- (a) With each letter, send a copy of the correct training flier that applies to that person per his current training level: New Student Hat Course flier and translated Student Hat tapes flier, Pro TRs Course flier and new translated Pro TRs tapes flier, Upper Indoc TRs Course flier and new translated Freedom Congress tapes flier, Hubbard Professional Metering Course flier, Academy Levels flier or Auditor Certainty Course flier.
- (b) Send the Golden Age of Tech brochure out as part of an ASR pack to any person who expresses an interest in training.

---

DISSEM SEC

31. **CONDITIONAL:** If there are no Letter Reges posted, or if there is only one or two Letter Reges on post, in liaison with HCO, organize for staff to write letters by putting in the following targets:

- (a) Get HCO to assign daily and weekly quotas of letters to every staff, by handing every staff a card where you mark on it the staff member's name, the daily quota and where he/she marks the number of letters to CF written.
- (b) Hand the card to each staff in his area at the beginning of the day (or evening for Foundation staff on weekdays), together with the CF folders (the number of folders matches the quota of letters to be written). (Note: The cards and CF folders as well as the letters are collected back at the end of the day.)
- (c) Arrange typists so all letters are typed on the org letterhead paper.
- (d) Hat all letter writers on letter registration by getting them to read HCO PL 15 Nov. 1960R, MODERN PROCUREMENT LETTERS (OEC

**Volume 2, page 612) and HCO PL 6 Apr. 1965, LETTER REG HAT (OEC Volume 2, page 623) and pages 80-100 of the Gross Income Illustrated Manual.**

**(e) Get all letter writers to:**

- watch in a new unit of time the Golden Age of Tech video
- read the Golden Age of Tech brochure
- watch the Translated Lectures Sales video

**(f) Hat each letter writer on writing letters using the Golden Age of Tech brochure. Have them include fliers for the next service the person needs per the Grade Chart or Division 6 routes.**

---

**DISSEM SEC**

**32. Institute a daily period of 30 minutes each day off peak times where all registration personnel (Body Registrars, Letter Registrars, Public Registrars and anyone regging in the org) drill using the registration drills which accompany this program. Get this done until every staff regging has done all the drills to a perfect pass.**

---

**HES**

**33. Set up a line so the public on Division 6 services get enlightened on auditor training as a standard action in your org. [This target is considered done once such briefings have been held at the rate of minimally 2 a week for 3 weeks and have resulted in sign-ups for training.]**

**(a) Have one of your Flag-trained Sups brief the students in the Div 6B course room and enlighten them on the Golden Age of Tech and auditor training.**

**(b) Play them an excerpt of the new translated tapes and brief them on these lectures using the Translated Lectures Synopsis booklet.**

**(c) Give all Div 6B students and pcs currently on lines a copy of the Golden Age of Tech brochure.**

---

**DISSEM SEC**

**34. Without neglecting existing students who must own their own copies of the new translated lectures per HCO PL 12 Sept 65R, E-METERS AND BOOKS FOR ACADEMY STUDENTS (OEC Vol 2, page 341), do the following:**

**(a) Make a list of all the public who did the Student Hat Course, Pro TRs Course, Upper Indoc TRs Course or the Academy level courses in the past.**

**(b) Get them contacted yourself or using your book outlets and enlighten them on the new translated lectures using the Translated Lectures Synopsis booklet.**

**(c) Sell them the new lectures.**

**(d) Then route them onto the Golden Age of Tech TIP Routing Form to get started on course.**

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**BOOKSTORE OFFICER**

35. **Groove in the book outlets on how to use the Golden Age of Tech Complete Your Library (CYL) pads:**

- (a) **Give each book outlet a stack of the CYL pads.**
- (b) **CONDITIONAL: If you do not have these, immediately contact the Orders Manager of your Publications Organization or the Continental Pubs Liaison Officer and order them.**
- (c) **Get each book outlet to fill out a CYL with each person signing up for training, and get them to purchase the materials they need.**
- (d) **Give the Letter Reges supplies of the CYL to send out with their letters.**

---

BOOKSTORE OFFICER

36. **Get the Quantum E-Meter and Mark Super VII E-Meter upgrade sold in volume:**

- (a) **Make a list of all the public you know who own a Mark Super VII and have not yet upgraded to a Quantum E-Meter or bought a Quantum E-Meter.**
- (b) **Do a survey of past invoices to locate any additional Mark Super VII owners.**
- (c) **Read the Quantum promotion and the Quantum E-Meter catalog, including the data on the Mark Super VII upgrade to Quantum so you can use it to enlighten.**
- (d) **Name ten datums from the catalog that you can use in interviews to enlighten the public.**
- (e) **Contact the public on your list and sell them a Quantum or Quantum upgrade.**
- (f) **Get the Quantum video played in the bookstore area.**
- (g) **Get every book outlet per HCO PL 15 Mar. 1975, BOOK OUTLETS OF AN ORG (OEC Volume 2, page 350), to read the Mark Super VII Quantum E-Meter catalog.**

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BOOKSTORE OFFICER

37. **List out specifically all the staff members and areas who use an E-Meter (auditors, word clearers, Examiner, D of P, Ethics Officer, Div 6A test line).**

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BOOKSTORE OFFICER

38. **Find out which posts in the org have a Quantum E-Meter and which posts don't. List the posts who don't.**

---

BOOKSTORE OFFICER

39. **Get a purchase order and CSW submitted to the FP Committee and get the necessary funds to order new Quantums or to send to Gold, Mark Super VII E-Meters for upgrade to Quantum.**

---

BOOKSTORE OFFICER

40. **CONDITIONAL:** If this target bugs, intervene and get this resolved so all Tech, Qual staff and Ethics Officers **ONLY** use Quantum E-Meters.

---

QUAL SEC  
FBO

**PROMOTION**

41. Locate copies of the Golden Age of Tech brochure in your org and get it into use with the following steps:

- (a) Get every Registrar to read the brochure. Tell them that this brochure contains data they need in order to enlighten the public on the Golden Age of Tech and the services involved.

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DISSEM SEC (HES IF NO  
DISSEM SEC)

- (b) Give them a checkout on the brochure. Make sure they understand it and don't have any misunderstandings on it.

---

DISSEM SEC

- (c) Have each Registrar name ten datums, points or quotes from the brochure that they can use in their interviews to enlighten public.

---

DISSEM SEC

- (d) Put a stack of these brochures on every Registrar's desk or elsewhere in the reg area so they can be handed to the public who come to be interviewed.

---

DISSEM SEC

- (e) Get the Registrars using the brochure as a "conversation piece" in their interviews, using the steps laid out in the attachment REGISTRAR USE OF BROCHURES.

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DISSEM SEC

- (f) Place copies of the Golden Age of Tech brochure in the following locations: Reception, HGC waiting area, Purification rest area, Bookstore and any other place where students and pcs congregate in the org.

---

DPM

- (g) Give copies of the brochure to Letter Registrars and Advance Scheduling Registrars to use in letters, ASR packs and to send to public that request a copy of the brochure.

---

DPM

- (h) **CONDITIONAL:** If you have used up all copies of the Golden Age of Tech brochure, contact the Dissem Chief CLO or Dissem Mailing I/C FLO to request additional copies.

---

DPM

42. Get copies of the Golden Age of Tech poster neatly hung on the wall in the following areas:

- (a) Reception  
(b) Registrar office

- (c) HGC waiting room
- (d) Academy waiting area

---

DPM

43. Get the fliers for a) New Student Hat, b) translated Student Hat tapes, c) Pro TRs Course, d) translated Pro TRs tapes, e) Upper Indoc TRs Course, f) translated Freedom Congress tapes, g) Hubbard Professional Metering Course and h) Academy Levels, used as follows: (Ref: HCO PL 28 Jan 91 IV, FLIERS, DEFINITION AND USE—Management Series Volume 3, page 293)
- (a) Provide copies of these fliers to Letter Registrars and all letter emanation points in the org and get them stuffed in letters out.
  - (b) Place small stacks of these fliers at Reception.
  - (c) Place small stacks of these fliers on every desk.

---

DPM

44. Get promotion items into use per the attachment PROMO USAGE CHECKLIST.
- 
45. CONDITIONAL: If you run out of stock of any of these Golden Age of Tech promotional pieces, reorder them from the Dissem Chief CLO or Dissem Mailing I/C FLO.
- 
46. Get a video player set up near the Registrar space and show the following videos to public who come into the org for interviews:
- (a) Golden Age of Tech May 9th Event video.
  - (b) Quantum E-Meter demonstration video.
  - (c) Standard Tech Drills and Drills Simulator video.
  - (d) Success video.

---

DISSEM SEC

47. Take the following steps to get your org's major mag produced and mailed to every person who has ever taken a service in the org:
- (a) Collect wins from students training on the new Golden Age of Tech courses and drills (get these from the Dir Success, D of T and Supervisors).
  - (b) Get new photos of your Golden Age of Tech team and personal messages from them telling the public to come in and start their training.
  - (c) When you receive the magazine shooting boards from Management, select the appropriate student successes and photos for inclusion in the mag and get them added into the mag.
  - (d) Gather up a full list of completions for listing in the magazine.
  - (e) Concurrent with doing the above, get the Addresso Officer to enter in any address corrections or backlogged names to be entered in the Addresso, so the magazine will go to the full list.

- (f) Get the magazine printed, with a minimum of 10% additional copies for subsequent use by Registrars, Letter Reges, staff reading and other in-org uses.
- (g) Get the magazine mailed to the full major magazine mailing list, i.e., every person who has ever had training or processing in the org, even if in Division 6.

---

DPM

48. Use your org's weekly graduation to promote the wins and results from the Golden Age of Tech and a new era of training.

- (a) Play the Golden Age of Tech Music cassette at the beginning and end of the graduation.
- (b) Have your Flag-trained Supervisors promote at graduation the Golden Age of Tech and its results in the Academy.

[Note: This target is done when you have successfully held your graduation with the above elements for 3 weeks consecutively.]

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FIELD CONTROL SEC

49. Schedule and hold at least 2 public tape plays using the new translated lectures:

- (a) Choose one of the new translated lectures to be played and set the time and place for the tape play.
- (b) Promote the tape play well in advance with upstat posters and simple handbills produced and posted around the org, and handed out to public and FSMs.
- (c) Put up a confirmation board in a heavy traffic public area where public can sign their name to secure their seat at the tape play.
- (d) Get call-in done for public to attend.
- (e) Verify well before the time of the tape play that the sound equipment is in perfect condition.
- (f) Set up displays of the new translated lectures in the lecture room and place copies of the synopsis booklet on each person's chair so they can order the new lectures.
- (g) After the tape play, offer refreshments and have the public get familiar with the new translated lectures binders and get them to purchase their copies.

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FIELD CONTROL SEC  
BOOKSTORE OFFICER  
(LRH COMM TO  
SUPERVISE)

50. Similarly hold at least 2 tape plays for the staff using the new translated lectures. Make attendance mandatory.

---

LRH COMM

**DELIVERY****51. Read the following issues:**

- (a) **HCO PL 16 May 1965, INDICATORS OF ORGS (OEC Volume 0, page 496)**
- (b) **HCO PL 1 July 1965, ETHICS CHITS (OEC Volume 1, page 703)**
- (c) **SEC ED 28, 7 May 1965, NON CONSECUTIVE SCHEDULING (attached to this program)**
- (d) **SEC ED 33, 17 May 1965, CLARIFICATION OF SEC ED 27 (OEC Volume 4, page 97)**

---

D OF T  
FLAG-TRAINED SUPS & W/Cers  
SENIOR C/S  
TECH SEC  
ORG EXEC SEC  
HAS  
QUAL SEC  
ETHICS OFFICER

**52. Systematically see each individual student currently on course and do the following:**

- (a) **Review each student schedule and get each student on a standard schedule per HCO PL 4 Apr. 90, COURSE SCHEDULES (OEC Volume 4, page 453). It must minimally be a full Day org schedule or every evening 5 days a week or all weekend, or both, or even completely full time on a full Day and Foundation schedule.**
- (b) **CONDITIONAL: If a student insists on a non-standard schedule, take the following steps to handle:**
  - **Tell him that there is nothing more important in his life and to his own future and eternity than getting through these courses and up The Bridge. Tell him that the only way he is ever going to make it is on a standard schedule. Have him read the above LRH references as well as HCO PL 7 February 1965, KEEPING SCIENTOLOGY WORKING (OEC Volume 0, page 7).**
  - **Get him to reorganize his life as needed to attend course standardly.**
  - **If he still insists on a non-standard schedule, send him to the Word Clearer in the Academy to get his misunderstandings found and cleared.**
  - **If still no joy, write an Ethics chit on him per HCO PL 1 July 1965, ETHICS CHITS (OEC Volume 1, page 703) and put him on a Student to Ethics Routing Form for handling.**

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D OF T, LEAD FLAG-  
TRAINED SUP

53. Repeat the above steps with every student until EACH STUDENT ENROLLED ON COURSE IS ATTENDING COURSE ON A STANDARD SCHEDULE.

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D OF T, LEAD FLAG-  
TRAINED SUP

54. Get in the use of HCO PL 1 July 1965 I, ETHICS CHITS and HCO PL 29 Apr. 1965 III, ETHICS REVIEW (OEC Volume 0, page 491) for students who do not conform to a standard schedule or otherwise fall under this policy letter. [Note: This target is considered done when Ethics Chits are being written exactly in accordance with the above policy letter for 3 weeks consecutively.]

---

D OF T, LEAD FLAG-  
TRAINED SUP

55. Drill and dummy run the use of the routing form for routing a Student to Ethics until it is in use and every student routed to Ethics, is immediately seen and HANDLED by Ethics.

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HES

56. Inspect your course room for any inoperational cassette decks or lack of them (you must have 1 operational Standard Cassette Deck for every 10 students attending—Ref: Audiovisual Illustrated Manual, page 185) and figure out how many cassette decks you need to buy and if any of them need repair.

---

ACADEMY COURSE ADMIN

57. Get a purchase order and CSW submitted and approved through the FP Committee and get the necessary funds to order any new cassette decks needed and/or repair inoperational ones.

---

ACADEMY COURSE ADMIN

58. **CONDITIONAL:** If this target bugs, intervene and get the situation resolved so your Academy has enough Standard Cassette Decks for the students and they are ALL operational.

---

QUAL SEC  
FBO

59. Recruit one new future Supervisor for each Flag-trained Supervisor in the org:

- (a) Interview your best and most upstat students.  
(b) Tell them that you need their help to Clear \_\_\_\_\_ (your area/city) and that you need it now. And sign them up for staff.  
(c) Put them on full-time training in the TTC under you to get trained as Supervisors.

---

ALL FLAG-TRAINED  
SUPERVISORS

60. Recruit one new Word Clearer for each Word Clearer in the org:

- (a) Interview your best and most upstat students.  
(b) Tell them that you need their help to clear \_\_\_\_\_ (your area/city) and that you need it now. And sign them up for staff.

- (c) Put them on full-time training in the TTC under you to get trained as Word Clearers.

---

ALL FLAG-TRAINED WORD  
CLEARERS

61. **CONDITIONAL:** If any member of the Executive Council, Network staff, Supervisor, Word Clearer, Auditor, D of P, D of T, Tech Sec, Qual Sec, C/S, Senior C/S, Dir of Correction, Cramming Officer or Intern Supervisor has not yet completed the steps of the assignment of IG Network Bulletin No. 22, get this done immediately and at once.

---

EC MEMBERS, NETWORK  
STAFF, SUPS, AUDITORS,  
WORD CLEARERS, D OF P,  
D OF T, TECH SEC, QUAL  
SEC, SENIOR C/S, C/S, DIR  
OF CORRECTION,  
CRAMMING OFFICER,  
INTERN SUP

62. **CONDITIONAL:** If ANY Auditor, Case Supervisor, Senior Case Supervisor, Course Supervisor, Intern Supervisor, Word Clearer or Cramming Officer has not yet done his Golden Age of Tech training lineup, get him to immediately enroll on a 5-hour a day study schedule without fail. There are NO exceptions.

---

QUAL SEC (OES IF NO  
QUAL SEC)

63. **CONDITIONAL:** If any member of the Executive Council, Network Coordination Committee or Tech Hierarchy (KOT, Qual Sec, C/Ses, Senior C/S, Cramming Officer, Intern Supervisor, Tech Sec, Tech Esto, D of T) have not yet read ALL the Golden Age of Tech Senior C/S Int Bulletin 165 Series, get them to do it NOW.

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FLAG REP

## RECRUITMENT

64. At the next staff muster, brief all staff that they can recruit themselves a replacement and that once competently replaced per policy, they can go to the TTC and get trained as an auditor, supervisor or word clearer. Tell them that you will assist any of them to sign people they know up for staff.

---

HAS (HES, IF NO HAS)

65. Make a list of staff prospects by asking EVERY staff member to give you in writing 3 names of people they want to get on staff or think should join staff.

---

HAS

66. In coordination with the staff members who gave you the names, start contacting these names directly and get them in the org.

---

HAS

67. Sign them up for staff, using the help of any staff or executive you may need. Do the following:

- (a) Have them watch the Golden Age of Tech video.
- (b) Have them watch (or re-watch) the ORIENTATION film.
- (c) Have them sign a staff contract.
- (d) **CONDITIONAL:** If the new staff member's name was given to you by another staff who also assisted in signing up the new person, assign the newly hired staff member to replace the staff who gave you the name. Assign the now-replaced staff member to the TTC.

---

HAS

68. **CONDITIONAL:** If anyone is refusing to help you in closing a new staff member:

- (a) Sign the person up for staff regardless, and
- (b) Apply HCO PL 22 July 82, KNOWLEDGE REPORTS (OEC Volume 0, page 555) and route your report to the basket set up in the org comm center as per Primary Target 10 of this program.

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HAS

69. Make a list of all former staff auditors in the field, who are in good standing.

---

HAS

70. Get each of these people called in to be fully briefed on the Golden Age of Tech Training Corps.

---

HAS

71. When the former staff auditors come in, do the following:

- (a) Have them watch the Golden Age of Tech video.
- (b) Have them watch the ORIENTATION film.
- (c) Tell them that the org is forming up a Golden Age of Tech Training Corps, which is the corps that will make possible the clearing of this area.
- (d) **CONDITIONAL:** If they haven't yet completed the steps of IG NW Bulletin No. 22, have them do this immediately.
- (e) Sign them up for staff.

---

HAS

72. Set up the TTC by doing the following:

- (a) Read HCO PL 30 Dec. 1979R, Revised 13 February 1980, TECHNICAL TRAINING CORPS (OEC Volume 5, page 538) and Personnel Series 3, HCO PL 29 Aug. 70, RECRUIT IN EXCESS (Mgmt Series Volume 1, Page 389).

- (b) Appoint someone to hold the functions of the TTC I/C as per HCO PL TECHNICAL TRAINING CORPS, which covers what the functions are.
- (c) Get your new TTC members on a standard FULL-TIME study schedule, doing their TIPs as per HCO PL 30 December 1979R, TECHNICAL RAINING CORPS. Do NOT allow part-time study on the TTC—EVER !

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HAS

73. When all targets are done, send the completed program with all compliance reports to your FB Programs Chief via the FOLO Programs Chief.

---

FLAG REP**PRODUCTION TARGET:**

This program completed within 6 weeks with MPT, Student Points, Student Completions, Auditors Made and Paid Completions—all in Affluence and Highest Ever!

**PROGRAM COMMUNICATION:**

Send compliance reports to your FB Programs Chief via your FOLO Programs Chief.

Captain Guillaume Lesevre  
EXECUTIVE DIRECTOR  
INTERNATIONAL

Approved by  
WATCHDOG COMMITTEE

Authorized by  
AVC INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:WDC:GL:tn

SNR C/S

7 April 1986

TECH ENFORCEMENT OFF  
CMO INTERNATIONAL

cc: CONT CMDR  
PGMS CHF'S CLO  
PGMS CHF'S FCB  
ORG EXEC'S  
STAFF NOTICE BOARD

RE: SNR C/S INT BULLETIN #9  
INTERNATIONAL PERSONNEL FREEZE  
ON ALL TECH AND QUAL STAFF

It was recently found that a few auditors and C/S'es had been "promoted" or otherwise gotten to hold some other post in the org with no replacement. Many of these moves resulted in down statistics, and all of them resulted to some degree in the unmock of working installations in the org - and had to be reverted.

Further, these transfers were not properly authorized before they were carried out.

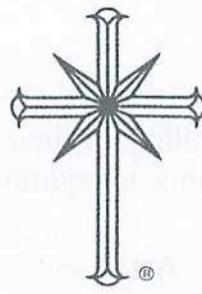
Following are several other references you need to know which cover this:

HCO PL 16 Nov 74RC  
TRANSFERS AND REMOVALS AND  
PERMANENT POSTINGS FORBIDDEN LOCALLY

SNR C/S INT BULLETIN #9  
INTERNATIONAL PERSONNEL FREEZE  
ON ALL TECH AND QUAL STAFF

I have attached a copy of Snr C/S Int Bulletin #9 for your reference. Make sure all tech and qual staff know about this and apply it, with any violations of these policies reported so they can be looked into and handled.

James Goodison  
Tech Enforcement Officer  
CMO International



## SENIOR C/S INTERNATIONAL BULLETIN No. 157

from the office of the Senior Case Supervisor International  
Church of Scientology International

To: All C/Ses, Auditors 28 November 1994  
All Senior C/Ses,  
All LOC Course Supervisors  
All Ethics Officers/MAAs  
Keepers of Tech  
Qual Secs  
SSOs  
Tech Secs  
Ds of P  
Course Supervisors  
ALL ORGS AND MISSIONS

Info: Religious Technology Center®  
Watchdog Committee  
CMO Int  
Int Exec Strata  
FCB/CLOs  
CO/ED

From: Snr C/S International

### RE: REPAIRING PAST ETHICS CONDITIONS

*Refs:*

Book  
Book  
HCO™ PL 19 Dec. 82R II  
  
HCO PL 2 Nov. 82  
HCO PL 3 Aug. 85

*Introduction to Scientology Ethics*  
*The Hubbard Life Orientation Course*  
REPAIRING PAST ETHICS  
CONDITIONS  
CONDITIONS HANDLING  
COMPLETING CONDITIONS  
FORMULAS

Man's greatest weapon is his ability to reason. To help man improve his ability to deal rationally with the factors in his life and thus increase his survival, LRH researched and developed ethics technology.

Like anything else in Scientology®, ethics is a precise tech which works 100% of the time when exactly applied.

You do A precisely by the book and you achieve B. In Scientology, if you set out to achieve B and did not make it, you know there was something about A that was incorrectly applied. That is an infallible yardstick.

I applied this yardstick recently in an org when it came to my attention that some persons had fallen on their heads after "doing conditions formulas." Right there I knew with absolute certainty something had been incorrectly applied.

An investigation showed what was wrong. The data on this is given here in case a similar situation exists in your area.

### **MISUSE OF REPAIRING PAST ETHICS CONDITIONS**

Suppose you found yourself one day in a Danger condition on your post. There had been some nasty flaps in your area and the bottom dropped out of your stats. The guy at the next desk warns you that your senior is looking for you and he wasn't smiling because he just got landed with a part of your hat by *his* senior because you didn't handle it. No doubt about it, you've got a Danger condition to handle.

The sensible thing to do is to grab your ethics book and turn rapidly to the First Dynamic Danger formula and get busy. But how much sense would it make if you just looked at the formula and wrote down what *should be done* without actually DOING anything?

Such an application of an ethics formula to an existing condition is, of course, silly.

But what was found with these people who were bogged down in such difficulties when they tried to apply conditions was very similar. The tech being misapplied was the tech of Repairing Past Ethics Conditions. These persons, still stuck in past failures to apply ethics, were unable to use ethics tech to handle present time circumstances. And their lives were suffering because of it.

How to repair a condition that existed at some point in the past is fully written up in HCO PL 19 Dec. 82R II, REPAIRING PAST ETHICS CONDITIONS and in the materials of the Hubbard Life Orientation® Course. An insidious false datum had crept in on the line, which was that the person was not actually supposed to DO the formula for the past condition he was repairing. That operating basis wouldn't repair anything. It wouldn't change ANY condition, which is the entire point of ethics, and Scientology for that matter.

### **EXAMPLES**

Here are some examples where the tech of repairing past ethics conditions was altered from the LRH™ material and misapplied.

*Example 1:*

A student doing the Academy Levels had been sent to Ethics for continual lateness to course. When he ran into difficulty applying current conditions despite word clearing on the formulas, the Ethics Officer correctly started him on the procedure for repairing past ethics conditions.

However, when the student wrote up the formulas for his past conditions, he merely wrote up a combination of things he could have or should have done at the time and various things he had done since the time of the past condition in the hopes that this would in some way off-set or balance out what he was addressing with a lower condition.

He did not actually *do* the steps of the formulas.

This was not caught by the Ethics Officer or Examiner at the time and the student was allowed to attest to completion of the action.

Not surprisingly, this student still had difficulty applying conditions in his life and wound up back on Ethics lines.

This time the Ethics Officer reviewed the student's formula write-ups and saw where he had gone off the rails. He got the student word cleared and his Mis-Us cleared up on the procedure for repairing past ethics conditions and then got him to re-do his formulas correctly.

The result was the student now able to apply current ethics conditions to his life with full certainty. He wrote:

"This was a very beneficial action. It's so good to do it *right* and not glibly as I had done earlier. I have had a blind spot for many years regarding my own ethical conduct and as LRH states, it is a personal thing. But this action helped unlock this situation and showed me the road out."

*Example 2:*

A person had completed the Hubbard Life Orientation Course some months earlier, but despite many wins on the course, he later ran into a lot of trouble in life and originated several times that he didn't seem to be "existing on any dynamic." He was interviewed on this and spotted that he was not applying conditions in present time and was not moving up the conditions on the dynamics. From this, it was determined that the repairing past ethics conditions section of his Hubbard Life Orientation Course needed to be reviewed.

It was found that when he started this part of LOC he at first came up with an unhandled past condition on his first dynamic whereby he had cheated on his exams in school. He was unsure of how to do the formula, so he checked with the Course Supervisor who told him that he was not to do anything on these formulas because "they are past conditions and are just to be written up." This was blatant false data!

The student ended up "doing" all of his past conditions in his head and writing down how he "would have" or "could have" applied the steps of the conditions formulas — without actually *DOING* any steps at all.

With this out-tech isolated, the person was gotten back onto this step of the Hubbard Life Orientation Course and actually did the formulas for these past conditions. He actually *did* something in the physical universe which fully resolved these conditions once and for all and even *completed* a 22-year old amends project as part of a Liability formula. The result was huge wins for the person and the ability to apply conditions formulas to present time situations.

He had this to say about his newfound ability:

"As I write this, I am positively glowing and winning in life. People I run into can see it without my saying anything. My havingness had always been low. However, after doing repairing past ethics conditions correctly, my havingness is going out the roof! I am so happy! For the first time, I truly know what condition I am in in present time on the first three dynamics. I thought this was unobtainable, or that I had to be OT™ VIII before it would happen. Now I know that this, like all of LRH's tech, only works as well as it is standardly applied."

*Example 3:*

Another person on the Hubbard Life Orientation Course in the same org mentioned that he didn't have any big wins on the repairing past ethics conditions section of the course. Let alone miraculous gains, but that it did blow some charge on spotting the unhandled past conditions. When looked into, it was found that he had been given similar verbal data when drilling this section of the course and consequently did not actually *do* the formulas when addressing past conditions.

He was utterly shocked when he was made to re-read the materials on repairing past ethics conditions, and was delighted to go back to that section of the course and get those formulas actually done.

He wrote:

"At this point my twin and I are both on the third dynamic and have each had *many* miraculous wins and gains. On my first dynamic I handled a long-neglected and suppressed out-integrity point with myself. It started in grade school when I would steal candy from the corner store on the way to or from school. To make up the damage I tracked down the people who owned the store and sent them a letter and a check for about 3 times what I stole and received a very nice letter from them in return. My underlying suppressed 'compulsion' for various out-ethics actions is *gone!* I am much happier with myself and can reach even more now.

"On the second dynamic I am completely blown away. I used to not be able to keep my agreements with my second dynamic terminal. These would be agreements such as promising to pick up something from somewhere, arriving home when I promised and a host of others. Now this may not seem like much but imagine not being worthy of trust because you continually forget to do small items such as the above. Let me tell you, it was miserable. The miracle is that since doing repairing past ethics conditions the standard way, I *have* been able to keep all my agreements in and the stability and certainty that has gone in on my second dynamic because of it is 1,000 times what it was a month ago. I am also, for the first time this lifetime, able to apply Non-Existence to my second dynamic and really move up the condition and eventually move out of it and on up the conditions. This has *never* been available to me until I did repairing past ethics conditions the correct way.

"What I've written here seems like it only describes about 10% of the magnitude of the changes and wins I'm having from doing repairing past ethics conditions correctly."

## THE COMMON OUTNESS

The common outness in each of the above examples was that the person did not actually APPLY the steps of the formula to the past condition. He simply wrote up what he "could have done" or what he "should have done" in that situation at the time of the past condition, or wrote up various things he had done since the time of the past condition which fit the steps of the formula to some degree or other. In other words, these persons were not *doing* the condition formulas, they were doing a mental exercise.

Failure to do the steps of a formula to handle a past condition is a flagrant violation of HCO PL. REPAIRING PAST ETHICS CONDITIONS and the materials of the Hubbard Life Orientation Course. These specifically cover that to repair a past unhandled condition the person must either do the formula if he failed to apply it, *complete* it if it was incomplete, or *apply* the correct formula if it had been an incorrect condition. If this is done, you can expect to get a result and win. If you don't, it is anybody's guess what will happen.

In getting this cleared up it was found in some instances that the person had already come out of the past condition and moved up the conditions. The person was trying to apply conditions formulas to something he had already handled. In each instance, this traced back to the person having misunderstandings on the purpose and procedure of repairing past ethics conditions, and the matter resolved when this was cleared up.

### WHAT TO DO

The Supervisors, students and the Ethics Officer in the above examples were all corrected on their outnesses by getting them word cleared on the relevant materials and getting their false data stripped off.

Do the following so that any similar situation that may exist in your org gets handled:

1. Get yourself and your LOC Supervisors, Review Auditors, C/Ses, Ethics Officers and any other staff who apply the procedure of repairing past ethics conditions, through the following actions:
  - a. False Data Stripping on the subject of conditions formulas and repairing past ethics conditions.
  - b. Word Clearing Method 9 or Method 2 on:

HCO PL 19 Dec. 82R II	REPAIRING PAST ETHICS CONDITIONS
HCO PL 2 Nov. 82	CONDITIONS HANDLING
HCO PL 3 Aug. 85 Book	COMPLETING CONDITIONS FORMULAS <i>The Hubbard Life Orientation Course</i> , section 6, "Applying the Ethics Conditions Formulas" (for LOC delivery personnel)
  - c. Clay demo the procedure and end phenomena of repairing past ethics conditions.
  - d. Show in clay why "*One has to do the steps of a condition formula in order to improve one's condition.*" — LRH (Ref: HCO PL 2 Nov. 82, CONDITIONS HANDLING)
  - e. Drill the full procedure of repairing past ethics conditions to a pass. (Snr C/S of the org is to personally give the pass.)
2. Review the folders of all public and staff in your org who have done the Hubbard Life Orientation Course (or have completed the Applying the Ethics Conditions Formulas section of that course), or who have otherwise done repairing past ethics conditions, such as with an Ethics Officer.
3. Make a list of any of the above public or staff who have had bad indicators at some point after having done repairing past ethics conditions. This would include persons who did not achieve the expected results of this procedure or who are having trouble applying conditions in present time.

DO NOT MAKE TROUBLE FOR THE PERSON. If he is doing well on his current program, let it roll. The determination of whether this should be taken up with the person and at what point in a person's program it should be addressed is a matter of C/S adjudication. (Refs: HCOB 9 June 71 III, C/S Series 43, C/S RULES and HCOB 28 Sept 82, C/S Series 115, MIXING RUNDOWNS AND REPAIRS)

4. Get the persons from the above list called in (if not already in the org) and gotten back onto either the Hubbard Life Orientation Course or Ethics lines and do the following:

- a. Interview him on what happened when he did the procedure for repairing past ethics conditions. Have the person's formula write-ups to hand as well as the applicable LRH references. The purpose of this interview is to establish whether or not the person needs to have these past condition formulas re-handled.

Note: It was found in some cases that it was not totally clear from reviewing the person's condition formula write-ups that he had done them correctly. So you may find that once the person clarified some points in his write-ups that he otherwise did the action standardly.

- b. If it is obvious that the person did not do the procedure correctly and did not get the full results from it, get him word cleared and False Data Stripped on the repairing past ethics conditions procedure. LOC students or graduates should do this with their twins where possible.
  - c. Get the person's repairing past ethics conditions properly re-done.

The Supervisor or Ethics Officer in administering this correction *must* apply the section "Tips and Cautions" from HCO PL 19 Dec. 82R II, REPAIRING PAST ETHICS CONDITIONS.

- d. Where the person was on the Hubbard Life Orientation Course, check the steps done after Repairing Past Ethics Conditions and verify the person did them correctly and got the expected gains on them, and where he or she didn't, get the step or steps re-done correctly.

## SUMMARY

If you observe someone in your area not applying or misapplying this technology, or not achieving excellent gains from it, don't let it drift; pounce at once and handle the hell out of it.

I am counting on you to make the phenomenal wins and gains of this technology available to *every* Scientologist™.

Commander Ray Mithoff  
SENIOR C/S INTERNATIONAL

Authorized by  
AVC INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:RM:sak

In getting this cleared up it was found in some instances that the person had already come out of the past condition and moved up the conditions. The person was trying to apply conditions formulas to something he had already handled. In each instance, this traced back to the person having misunderstandings on the purpose and procedure of repairing past ethics conditions, and the matter resolved when this was cleared up.

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Commander Ray Mithoff  
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INTERNATIONAL

CSI:AVCI:RM:sak

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### WHAT TO DO

The Supervisors, students and the Ethics Officer in the above examples were all corrected on their outnesses by getting them word cleared on the relevant materials and getting their false data stripped off.

Do the following so that any similar situation that may exist in your org gets handled:

1. Get yourself and your LOC Supervisors, Review Auditors, C/Ses, Ethics Officers and any other staff who apply the procedure of repairing past ethics conditions, through the following actions:
  - a. False Data Stripping on the subject of conditions formulas and repairing past ethics conditions.
  - b. Word Clearing Method 9 or Method 2 on:

HCO PL 19 Dec. 82R II	REPAIRING PAST ETHICS CONDITIONS
HCO PL 2 Nov. 82	CONDITIONS HANDLING
HCO PL 3 Aug. 85 Book	COMPLETING CONDITIONS FORMULAS <i>The Hubbard Life Orientation Course</i> , section 6, "Applying the Ethics Conditions Formulas" (for LOC delivery personnel)
  - c. Clay demo the procedure and end phenomena of repairing past ethics conditions.
  - d. Show in clay why "*One has to do the steps of a condition formula in order to improve one's condition.*" — LRH (Ref: HCO PL 2 Nov. 82, CONDITIONS HANDLING)
  - e. Drill the full procedure of repairing past ethics conditions to a pass. (Snr C/S of the org is to personally give the pass.)
2. Review the folders of all public and staff in your org who have done the Hubbard Life Orientation Course (or have completed the Applying the Ethics Conditions Formulas section of that course), or who have otherwise done repairing past ethics conditions, such as with an Ethics Officer.
3. Make a list of any of the above public or staff who have had bad indicators at some point after having done repairing past ethics conditions. This would include persons who did not achieve the expected results of this procedure or who are having trouble applying conditions in present time.

DO NOT MAKE TROUBLE FOR THE PERSON. If he is doing well on his current program, let it roll. The determination of whether this should be taken up with the person and at what point in a person's program it should be addressed is a matter of C/S adjudication. (Refs: HCOB 9 June 71 III, C/S Series 43, C/S RULES and HCOB 28 Sept 82, C/S Series 115, MIXING RUNDOWNS AND REPAIRS)

4. Get the persons from the above list called in (if not already in the org) and gotten back onto either the Hubbard Life Orientation Course or Ethics lines and do the following:

- a. Interview him on what happened when he did the procedure for repairing past ethics conditions. Have the person's formula write-ups to hand as well as the applicable LRH references. The purpose of this interview is to establish whether or not the person needs to have these past condition formulas re-handled.

Note: It was found in some cases that it was not totally clear from reviewing the person's condition formula write-ups that he had done them correctly. So you may find that once the person clarified some points in his write-ups that he otherwise did the action standardly.

- b. If it is obvious that the person did not do the procedure correctly and did not get the full results from it, get him word cleared and False Data Stripped on the repairing past ethics conditions procedure. LOC students or graduates should do this with their twins where possible.
  - c. Get the person's repairing past ethics conditions properly re-done.

The Supervisor or Ethics Officer in administering this correction *must* apply the section "Tips and Cautions" from HCO PL 19 Dec. 82R II, REPAIRING PAST ETHICS CONDITIONS.

- d. Where the person was on the Hubbard Life Orientation Course, check the steps done after Repairing Past Ethics Conditions and verify the person did them correctly and got the expected gains on them, and where he or she didn't, get the step or steps re-done correctly.

## SUMMARY

If you observe someone in your area not applying or misapplying this technology, or not achieving excellent gains from it, don't let it drift; pounce at once and handle the hell out of it.

I am counting on you to make the phenomenal wins and gains of this technology available to *every* Scientologist™.

Commander Ray Mithoff  
SENIOR C/S INTERNATIONAL

Authorized by  
AVC INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:RM:sak

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**SENIOR C/S INT BULLETIN 157**

**ATTACHMENT**

**TECH CORRECTION ENFORCEMENT OFFICER  
SNR C/S INT OFFICE**

**DATE: \_\_\_\_\_**

**VIA: SNR QUAL SEC INT OPS OFF**

**VIA: SNR QUAL SEC \_\_\_\_\_  
(Cont)**

**SENIOR C/S \_\_\_\_\_  
(Print your name here)**

**Org \_\_\_\_\_  
(Print name of  
org here)**

# **R U S H**

## **COMPLIANCE REPORT**

### **Senior C/S Int Bulletin 157 REPAIRING PAST ETHICS CONDITIONS**

0. All LOC Supervisors, Review Auditors, C/Ses, Ethics Officers and any other staff who apply the procedure of repairing past ethics have read Snr C/S Int Bulletin 157, RE: REPAIRING PAST ETHICS CONDITIONS.

**SENIOR C/S \_\_\_\_\_**

1. Myself, my LOC Supervisors, Review Auditors, C/Ses, Ethics Officers and any other staff who apply the procedure of repairing past ethics conditions, were gotten through the following actions:

- a. False Data Stripping on the subject of conditions formulas and repairing past ethics conditions.
- b. Word Clearing Method 9 or Method 2 on:

HCO™ PL 19 Dec. 82R II

**REPAIRING PAST ETHICS CONDITIONS**

HCO PL 2 Nov. 82

**CONDITIONS HANDLING**

HCO PL 3 Aug. 85

**COMPLETING CONDITIONS FORMULAS**

Book

*The Hubbard Life Orientation Course*, section 6,  
"Applying the Ethics Conditions Formulas" (for LOC  
delivery personnel)

- c. Clay demoing the procedure and end phenomena of repairing past ethics conditions.

- d. Showing in clay why "*One has to do the steps of a condition formula in order to improve one's condition.*" — LRH (Ref: HCO PL 2 Nov. 82, CONDITIONS HANDLING)

## ATTACHMENT

- e. Drilling the full procedure of repairing past ethics conditions to a pass. (Snr C/S personally gave the pass.)

SENIOR C/S \_\_\_\_\_

2. The folders of all public and staff in my org who have done the Hubbard Life Orientation Course (or have completed the Applying the Ethics Conditions Formulas section of that course), or who have otherwise done Repairing Past Ethics Conditions, have been reviewed.

SENIOR C/S \_\_\_\_\_

3. A full list was made of any persons (public or staff) who have had bad indicators at some point after having done Repairing Past Ethics Conditions. This included persons who did not achieve the expected results of this procedure or persons who were having trouble applying conditions in present time.

As covered in the Senior C/S Int Bulletin, this was *not* done to make trouble for the person, and it was done as a matter of C/S adjudication, as per HCOB 9 June 71 III, C/S Series 43, C/S RULES and HCOB 28 Sept. 82, C/S Series 115, MIXING RUNDOWNS AND REPAIRS.

SENIOR C/S \_\_\_\_\_

4. The persons from the above list were called in (if not already in the org) and gotten back into either the LOC Course Room or Ethics lines and the following steps were done:

- a. He was interviewed on what happened when he did the procedure for repairing past ethics conditions. The person's formula write-ups were to hand as well as the applicable LRH™ references. The purpose of this interview was to establish whether or not the person needed to have these past condition formulas re-handled.
- b. If it was obvious that the person did not do the procedure correctly and did not get the full results from it, he was word cleared and False Data Stripped on his application of the repairing past ethics conditions procedure. LOC students or graduates did this with their twins where possible.
- c. The person's repairing past ethics conditions were properly re-done. The Supervisor or Ethics Officer in administering this correction applied the section "Tips and Cautions" from HCO PL 19 Dec. 82R II, REPAIRING PAST ETHICS CONDITIONS.
- d. Where the person was on the Hubbard Life Orientation Course, the steps done after Repairing Past Ethics Conditions were checked and verified that the person did them correctly and got the expected gains on them, and where he or she didn't, the step or steps were re-done correctly.

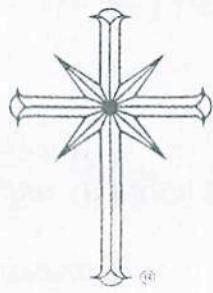
SENIOR C/S \_\_\_\_\_

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Once the above steps have been done, sign off the done and place this compliance report, attaching evidence of completion of each target, in an out basket.

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" There is one Tech and that is Standard Tech " - LRH



## SENIOR C/S INTERNATIONAL BULLETIN No. 151

from the office of the Senior Case Supervisor International  
Church of Scientology International

TO: ALL C/Ses  
ALL AUDITORS  
ALL FESers  
ALL CRAMMING OFFICERS  
ALL REGISTRARS  
ALL EXECUTIVES  
ALL ORGS AND MISSIONS

16 May 1994

INFO: RTC, WDC, CMO INT  
INT EXEC STRATA  
FCB/CLOs  
CO/ED

FROM: SNR C/S INTERNATIONAL

### RE: THE GRADE CHART

Many earlier efforts to better people shared a hope that improvement could be made and that man could be better.

*Only Scientology® has provided a direct, invariable route and a clearly marked map to bring anyone to higher states. The map is the Classification, Gradation and Awareness Chart and there is no other document like it anywhere.*

By bringing a person up this chart, starting at the bottom and fully doing each step, the person can recover his spiritual potentials and abilities. And with this can come remarkable improvements in his life, relationships, well-being, intelligence and so on.

LRH spent over half a century researching, discovering, building and refining the Grade Chart. That job is complete.

The job of auditors, C/Ses and others is to move people up each step of that chart to total freedom. If the auditor and C/S do their jobs, the person becomes more aware and more able to change conditions in himself and his life.

In the center of the chart are the levels of awareness. The individual's level of awareness is what is being raised in Scientology. In HCO™ PL 5 May 65, CLASSIFICATION, GRADATION AND AWARENESS CHART, LRH wrote:

*"By 'Level of Awareness' is meant 'that of which a being is aware.'*

*"A being who is at a level on this scale is aware only of that level and the others below it.*

*"To get a case gain such a person must become aware of the level next above him. And so on up in orderly sequence, level by level.*

*"If you skip a person on one level several levels up, he or she will experience only an unreality and will not react. This is expressed as 'no-case-gain.' " ...*

*"A principal contribution of Scientology is the technology necessary to change people so that they progress into higher states of ability when processed on the exact processes required by an auditor qualified by training to apply the processes expertly."*

Following the Grade Chart and standard C/Sing tech, moving an individual up to a higher awareness is a very simple, orderly, straightforward matter.

However, I recently did a review of several folders of bugged pcs from some orgs. In each instance the simplicity of LRH's intention expressed in the above PL was not being carried out by the C/Ses of those orgs. The errors I found in these folders, left uncorrected, would have created huge problems for the pcs, their future progress on The Bridge® and Scientology in that area.

As it happened, each folder I reviewed related in some way to the Clear Certainty Rundown® and the errors I found all came under one heading: C/S Q and A.

Here is an example: A folder was sent to me of a person who was being audited on a Clear Certainty Rundown. There was no evidence that the person had gone Clear, yet the auditor and C/S were trying to get the pc through the steps of the rundown anyway.

I looked back to see how the pc got onto the rundown in the first place and what the pc's grade was. The pc was in the middle of Grade 0. Yet was getting a CCRD. This didn't make sense. The pc had completed the Purification Rundown®, Objectives, Scientology Drug Rundown, ARC Straightwire® and was correctly on Expanded Grade 0. She had never had any Dianetics® auditing. Rather, a friend of hers attested to Clear, and the pc then thought she herself might have gone Clear too and made an origination about this to the auditor. At this point, the C/S Q and Aed and took her off the program of Expanded Grades and C/Sed her onto the Clear Certainty Rundown. This was a major, major error in programming the case.

In light of the LRH™ stable data quoted above and numerous HCOBs in the C/S Series, that goof could have denied a person all her remaining Expanded Grades PLUS all further gains from every other level of the Grade Chart.

Such a case let onto OT® levels would be in for a *very* rough time.

In another instance, the pc was not getting any auditing at all and making no progress up The Bridge at the time I reviewed his folder. According to the folder, the pc had started the Purification Rundown, but part way through the rundown he had written up in his daily report that he thought it was possible he had gone Clear earlier. The C/S ordered him off of the Purification Rundown and put him onto the Clear Certainty Rundown! This was another Q and A with a pc origination. Whether the person was Clear or not has absolutely no bearing on the biochemical factors of the case, which is the target of the Purification Rundown. Besides, other than the pc's origination, there was no evidence of Clear or the exact, precise factors attendant with the achievement of that state.

Another example was a pc who was between Expanded Grade I and Expanded Grade II. He had completed Expanded Grade I and had not yet been started on Expanded

Grade II. He made an origination that he thought he might be Clear, and was routed onto a CCRD instead of onto the next Grade. Again, more C/S Q and A.

There is NO technical reason to interrupt the Expanded Grades to put a pc on some other rundown based on an origination which has no bearing on the delivery of Grades processes. Even if the person were Clear, he can still be given the Grades. Per HCOB 12 Sept. 78R, DIANETICS FORBIDDEN ON CLEARS AND OTs, one does not do R3RA engram running on a Clear. But there has never been any such restriction regarding Scientology Grades. The Grade Chart is the Grade Chart and a person must be brought through each step upwards to its full EP. But even aside from this, there is another factor: one is only put on the CCRD when there is *evidence* of Clear (covered in CCRD HCOBs) and none of these pcs had any such evidence. Even though one can run Grades on a Clear, the C/Ses should not have Q and Aed at all, as it was obvious the pcs in question were *NOT* Clear.

One other folder I saw was of a pc who had done the Purification Rundown, TRs and Objectives and the Scientology Drug Rundown, and had originated that he thought he was Clear from Dianetics auditing in his last lifetime. He was very low on the Hubbard<sup>®</sup> Chart of Human Evaluation, had numerous life problems and tangled relationships and his recall was poor.

The C/S was about to Q and A and put him onto a Clear Certainty Rundown, when the folder was brought to my attention. At this stage, the CCRD would have been the wrong action for that case. This pc badly needed the Grades and even if he had gone Clear in his last lifetime, it was obvious that he was in need of the case improvement addressed in Grades processing. Yet, because of one pc origination, the C/S was about to ignore the huge potential of gain available from Grades processing.

The pc was put onto the Expanded Grades and had rave win after rave win. His life problems immediately began straightening out.

Further investigation in this org even revealed the case of a Hubbard Key to Life<sup>®</sup> student who was taken off his Key to Life studies because of his origination he might be Clear!

All of the above are serious, serious programing errors. THEY ARE ALL A Q-AND-A OFF THE GRADE CHART. Each one, had it been followed, would either have stopped the person's progress on The Bridge or denied him the gain from large sections of it. And, had these programs been followed, none would have made the real gains available from the OT levels. That is not pleasant to consider.

The handlings for each case were as simple as the errors were gross: put the person back on the Grade Chart action he or she was on and continue to the full end phenomena of the action.

Following the Grade Chart, doing each step thoroughly and for real, IS THE ONLY WAY TO ENSURE THE PERSON WILL MAKE IT ALL THE WAY TO OT.

Anything else is not standard, is out-tech and will eventually cause a bog and have to be straightened out, possibly at great time and expense. Why bother with that, when walking the Grade Chart as laid out wins every time?

## RELEASE AND CLEAR

A misunderstood found in correcting the C/Ses guilty of the above out-tech is mistaking a point of release for Clear. LRH clearly explains how this can come about in HCOB 14 Dec. 81, THE STATE OF CLEAR:

*"You see, there are an awful lot of gains that can be made with auditing. Few people, walking on the street, have any idea whatever of how much better they can get. It is really a question of how much better is better.*

*"A person hits a floating TA that simply won't turn off, his wife and girl friend ooh and aah on how much better he looks, he hasn't kicked the cat for days and is no longer coughing. He says, 'By golly, I must be Clear!' even though he really can't pass the test. So the technical people, seeing him glow, say, 'I don't want to invalidate this guy,' and they let him declare and he goes to an SH or AO and falls on his head when he starts to climb the next ten light-years to OT. He was just a RELEASE."*

Just a few days earlier than that in 1981, LRH wrote a despatch on the subject which was unfortunately not issued at the time. So that there can be no confusion on this matter, it has just been issued VERBATIM in HCOB 4 May 94, CCRD Series 5R, CLEAR AND RELEASE. A copy is attached to this issue so all auditors, C/Ses and other org terminals will read and apply it to ensure that the public achieve the full gains available from each step of The Bridge. Org terminals should educate their public on the gains to be had from *doing* the Grade Chart, every step of it, using these two bulletins.

## CLEAR

As LRH has pointed out in many issues, including the two referenced in the above section, the State of Clear is not, and never has been, in question. In HCOB 4 May 94, CLEAR AND RELEASE, LRH states:

*"Clear is a specific, definite manifestation and there is no arguing with it: one is or one isn't."*

And, in HCOB 14 Dec. 81, THE STATE OF CLEAR, LRH wrote:

*"Although it is quite impossible to obtain an absolute in this universe, the state of Clear is, actually, about as close as one can come to it."*

Against these references, let me give you another example of how Q and A on the part of a C/S and auditor had set a person up for a rough time in his auditing.

This was a person receiving a CCRD. (The first steps of the CCRD are a test to see if an individual HAS achieved the State of Clear. There is a very exact EP. It is not unclear one little bit. It is not a "gray area" open to interpretation. It is precise and EXACT.) The initial steps of the rundown were done and did not disclose *any* evidence that the pc had attained Clear. In other words, it was very obvious the person had not passed the test. At this point, the pc should have been R-factored that he hadn't yet gone Clear and he should have had the unused hours credited to his next program and continued with his auditing.

Instead, the C/S ordered more 2WC questions be done. The pc said that maybe he had gone Clear in a past life but could remember *nothing* about it at all. The C/S then ordered various prepchecks, more 2WCs, recall processes, prepared lists and so on, all in an effort to handle the pc's ability to recall, which was a direct Q & A. This was also a waste of valuable auditing hours — looking for evidence of a state that was already obvious had not been achieved. The hours would have been much better spent moving the pc up the Grade Chart.

In another instance, a person had received a CCRD and it was obvious to the C/S the person was not Clear. When given the R-factor he had not yet made it, the pc insisted he was and got into an argument about it. The C/S on the case ordered further auditing actions in an effort to disclose the evidence the person really had made it. Oh, come on! The pc doesn't know the EP of Clear unless he has made it. Listening to such Q and A would be silly if the consequences of stalled Bridge progress weren't so serious.

If a person were looking at a black wall and told you it was white, would you go into agreement with him even though the wall was obviously black? Of course not. But even more importantly, if the person insisted the black wall was really white, and you agreed with him (even though you knew otherwise), would that all of a sudden mean the wall was white? No. And to Q and A with the State of Clear is to be this idiotic.

Now, what would you think about a pianist who listened to the argument of someone in the audience about how to play the piano? By someone who never played the piano at all? What would you think about a surgeon who got into a discussion with a patient on how to set a broken bone? Would you expect them to Q and A or to go ahead and get their product?

The technology of handling a case and leading it to higher states of awareness is far more precise and considerably more codified than either of these two activities. And, when it comes to Clear, there can be no comparison. It is an exact state with an exact EP. The first steps of the CCRD are a test to establish if the person is Clear. If he is — the rundown is continued to completion. If he is not Clear, the CCRD is ended and the pc is gotten up to Clear by continuing up the Grade Chart.

Any C/S, whether C/Sing the CCRD or Grades or OT levels or anything else, is entrusted to know the following facts as written by LRH in HCOB 12 June 70, C/S Series 2, PROGRAMING OF CASES:

- "1. *Dianetics and Scientology work.*
- "2. *The subjects are serious subjects, not experimental toys.*
- "3. *The basics and fundamentals are stated early in the period of development and have not changed.*
- "4. *The 'newest and latest' is usually a recovery of basics and better statements of them.*
- "5. *The purpose of the subject has not altered and continues to be the attainment of ability and freedom for the individual.*
- "6. *That things which were true early in the subjects are still true.*

"7. *That the mind responds on a gradient of improvement, not suddenly like a bomb explosion.*

"8. *That the Classification and Gradation Chart, and all its processes and steps, IS the basic program of any case."*

In each example cited in this issue, the concepts expressed above were violated.

## HANDLING

In each of the above examples, when standard tech was applied, the case came right.

The auditors and C/Ses involved were first of all made to confront their errors. All were cleared up on their false data and misunderstood words and gotten to restudy the basic references concerned.

The handling for each preclear was simply to get in the standard action that should have been done in the first place.

## C/S Q and A

The prime target for correction was cracking the offending C/Ses of their lousy Q and A. This entailed getting their ethics in where it was obvious the C/S knew better than to make those kinds of goofs. They watched the film "Classification, Gradation and Awareness Chart of Levels and Certificates" over and over until they knew it. Next, false data stripping and word clearing were done on C/Sing basics such as the Grade Chart, what a case is and how it is handled. Finally, they were made to study pc folders, isolate any instances of C/S Q and A and get them corrected. These C/Ses learned their lesson and have ceased to Q and A.

## CCRD TRAINING

As the folders I reviewed all dealt one way or another with the Clear Certainty Rundown, I did a review of the CCRD Auditor and C/S course checksheets and I am announcing that these have been revised to add further LRH data and improve the training of CCRD delivery personnel. Both of these courses are now available for org staff at the Flag® Service Organization and will shortly be available at Advanced Organizations.

However, I also want to clear up some false data that has gone around. Comments have been made that the "CCRD is confusing" and this has been used as a justification for the errors in its C/Sing. That is *not* the Why and is false. The real Why was: *Case Supervisor misunderstands on the Grade Chart and its theory and C/S Q and A.* As a Case Supervisor, you are entrusted with the standard application of the tech in your area. When C/S Q and A occurs, your preclears lose faith in you. They say "X" and you do X. They say "Y" and you do Y. Now, aside from this being out-tech and a sure way to stop someone's progress up The Bridge, what do you think it says to your pcs? It says you lack certainty, and by falling into this trap, you also put them into the position of being pc, auditor and C/S.

There are no variables in Standard Tech. The tech works 100% of the time when applied 100% correctly. Any pc stalled on The Bridge is a pc not getting Standard Tech.

The principles in this issue, however, apply to any C/Sing, not only the CCRD. Therefore, to bring about a broad improvement in C/Sing quality, all C/Ses in all orgs are to do the following steps:

1. Read this Snr C/S Int Bulletin.
2. Watch the film "Classification, Gradation and Awareness Chart of Levels and Certificates" three times.
3. Get False Data Stripped on the subject of C/S Q and A and, if applicable, the handling of persons originating they may be Clear.
4. Get Word Cleared Method 9 and star-rated on HCOB 19 June 70, C/S Series 7, C/S Q AND A, Tech Subject Volume 1, page 41.
5. Get Word Cleared Method 9 and star-rated on HCOB 4 May 94, CCRD Series 5R, CLEAR AND RELEASE (attached to this issue).
6. Get Word Cleared Method 9 and star-rated on HCOB 12 Dec. 81, THE THEORY OF THE NEW GRADE CHART, Tech Volume XII, page 370.
7. Get Word Cleared Method 9 and star-rated on HCOB 14 Dec. 81, THE STATE OF CLEAR, Tech Volume XII, page 372.
8. Get Word Cleared Method 9 and star-rated on HCO PL 26 Oct. 71, Keeping Scientology Working Series 6, TECH DOWNGRADES, Tech Subject Volume 2, page 19.
9. Get False Data Stripped again after completing all of the above steps to pick up any false data on the subject of C/S Q and A or other applicable areas that has now come to light after having studied the true data.
10. Maintain the progress of any preclear on the Purification Rundown, TRs and Objectives, Expanded Lower Grades, Key to Life or any other such action and do not interject a CCRD into these actions.
11. Make a list of all pcs who are "waiting for a CCRD" or have been told that they need a CCRD as their next action or that they need to go to a higher org because they might be Clear.
12. Locate their pc folders, find out where they are at on the Grade Chart and put each back on the Grade or rundown he or she was on. And where the person was not on a Grade, get the case started on the next Grade Chart step. (This would not include persons who are mid NED<sup>\*</sup> and originated they went Clear, as their next step *is* the CCRD.) If you cannot figure out what to do on a case, send the folder to the Senior C/S of your nearest Advanced Org. You can also write to me.

13. Send two staff, an auditor and a C/S, to the FSO for training on the new CCRD courses or, when authorized to deliver them, to your nearest AO. Those trained on the CCRD earlier must be retreaded, using the new checksheets.

## SUMMARY

The few hundred hours it takes to walk a person up the Grade Chart, each step thoroughly and completely done, can bring him to higher levels of awareness and freedom. In a 1965 issue of *The Auditor*<sup>®</sup>, LRH wrote:

*"It is hard for man to grasp even that these states exist. He has no literature about them really or any vocabulary for them.*

*"But they do exist.*

*"Reach for them and you'll see.*

*"Once one starts going up there is no wish to stop. The whiff of freedom and the total reality of it after all this time is too strong.*

*"Scientology is concerned with the states above man and opens the way with a certain and sure bridge into a future. The way has been dreamed of in ages past. For man it never existed until today.*

*"And today we have it in Scientology."*

I count on every C/S to use the Grade Chart to ensure that each pc and pre-OT he serves truly does make it to the higher states Scientology offers.

Commander Ray Mithoff  
SNR C/S INTERNATIONAL

Authorized by  
AVC INTERNATIONAL

for  
CHURCH OF SCIENTOLOGY  
INTERNATIONAL

CSI:AVCI:RM:dm.dk.dj

**SNR C/S INT BULLETIN 151  
ATTACHMENT**

**DATE:** \_\_\_\_\_

**TECH CORRECTION ENFORCEMENT OFFICER  
SENIOR C/S INT OFFICE**

**SENIOR C/S** \_\_\_\_\_  
(Print your name here)

**Org** \_\_\_\_\_  
(Print name of org here)

# **R U S H**

## **COMPLIANCE REPORT**

### **Snr C/S Int Bulletin 151**

#### **RE: THE GRADE CHART**

1. All C/Ses in my org have read Snr C/S Int Bulletin 151, RE: THE GRADE CHART.

**SENIOR C/S** \_\_\_\_\_

2. All C/Ses have seen the film "Classification, Gradation and Awareness Chart of Levels and Certificates" three times.

**SENIOR C/S** \_\_\_\_\_

3. All and C/Ses have been False Data Stripped on the subject of C/S Q and A and, if applicable, the handling of persons originating they may be Clear.

**SENIOR C/S** \_\_\_\_\_

4. All C/Ses have word cleared Method 9 and star-rated HCOB 4 May 94, CCRD Series 5R, CLEAR AND RELEASE (attached to this issue).

**SENIOR C/S** \_\_\_\_\_

5. All C/Ses have word cleared Method 9 and star-rated HCOB 12 Dec. 81, THE THEORY OF THE NEW GRADE CHART, Tech Volume XII, page 370.

**SENIOR C/S** \_\_\_\_\_

6. All C/Ses have word cleared Method 9 and star-rated HCOB 14 Dec. 81, THE STATE OF CLEAR, Tech Volume XII, page 372.

**SENIOR C/S** \_\_\_\_\_

7. All C/Ses have word cleared Method 9 and star-rated HCOB 19 June 70, C/S Series 7, C/S Q AND A, Tech Subject Volume 1, page 41.

SENIOR C/S \_\_\_\_\_

8. All C/Ses have word cleared Method 9 and star-rated HCO PL 26 Oct. 71, Keeping Scientology Working Series 6, TECH DOWNGRADES, Tech Subject Volume 2, page 19.

SENIOR C/S \_\_\_\_\_

9. All C/Ses have been False Data Stripped again after completing all of the above steps to pick up any false data on the subject of C/S Q and A or other applicable area that has now come to light after having studied the true data.

SENIOR C/S \_\_\_\_\_

10. Pcs on the Purification Rundown<sup>\*</sup>, TRs and Objectives, Expanded Lower Grades, Key to Life<sup>\*</sup> or any other such action have been maintained on their programs and none have had their progress interrupted to interject a CCRD.

SENIOR C/S \_\_\_\_\_

11. A list has been made of all pcs who are "waiting for a CCRD" or have been told that they need a CCRD as their next action or that they need to go to a higher org because they might be Clear.

SENIOR C/S \_\_\_\_\_

12. Their pc folders have been located to find out where they are at on the Grade Chart and each pc has been put back on the Grade or rundown he or she was on. (This would not include persons who are mid NED<sup>\*</sup> and originated they went Clear, as their next step is the CCRD.)

SENIOR C/S \_\_\_\_\_

13. Two staff (an auditor and a C/S) have been sent to the FSO for training on the new CCRD courses, or the nearest Advanced Org (when authorized to deliver them). Any auditor or C/S who was trained previously has been retreaded on the new checksheets.

SENIOR C/S \_\_\_\_\_

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Once the above steps have been done,  
sign off the dones and place this compliance  
report, attaching evidence of completion of  
each target, in an out basket.

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HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

HCO BULLETIN OF 4 MAY 1994

Remimeo  
Tech/Qual  
Registrars  
Missions

Clear Certainty Rundown Series 5R

CLEAR AND RELEASE

(Taken from an LRH despatch of 11 December 1981.)

Years ago there was a state called "Keyed-out Clear." But earlier than that, there was the state of "Release."

A person feels so much better with auditing that he is certain he must have gone Clear, whereas he has actually attained "Release." Clear is a specific, definite manifestation and there is no arguing with it: one is or one isn't. When a person really goes CLEAR, he knows it.

Any confusion on this subject stems around the question, "How much better can one feel?" The Purification Rundown, TRs and Objectives, the Scientology Drug Rundown, Expanded ARC Straightwire and Expanded Grades make one feel much, much better, ordinarily, and each one of these steps (if the auditing is done right and the pc cooperates) can produce a Release.

None of the actions from the Purification Rundown up through Expanded Grade IV have ever produced Clears. What they can do is straighten out a vast number of worries, concepts and concerns. They result in, when audited well on a pc who cooperates, release after release. Then, when the pc goes onto the NED Drug Rundown or into NED, experience and lots of cases tend to indicate that, sooner or later, he can go Clear. And even if he doesn't make it then, he can still go on to the Clearing Course at an AO.

The point is that most pcs are so tangled up in life that their chances of going Clear on NED are enormously reduced if they don't follow the Grade Chart. A person whose concepts are snarled and who hasn't viewed his life as he has been living it through the benefits of Grades, can be too much at cross purposes with himself to easily attain real clearing.

What is the EP of clearing anyway? It is simple: the definition of Clear is: the person no longer has his own reactive mind. So the state of Clear is not cloudy even one little bit!

If a person follows the new Grade Chart, he is pretty well sailing before he hits NED. He will or won't go Clear on NED. If he doesn't, there's still the Clearing Course in the AOs.

So Clear is Clear and it is not a release. And when a person is Clear there is still, above that, the state of OT, and that's what the Advanced Courses and NOTs are all about.

After Clear, one is in a different operating climate in life. But if a person who has not had Grades goes Clear, he is a Clear with his life and concepts all tangled up: Grades can handle this but it is a sort of step backwards to the person. He has a feeling he should go on to OT and here he is, still involved in confusing life relationships.

And so it is not that the state of Clear is in question, it is that a person, following the new Grade Chart, has been set up to have it and appreciate it and won't mistake a point of Release for it. There aren't different states of Clear. But there are different states of living environment and relationships of a person. And this seems to give a difference to his life quality. The new Grade Chart, followed, will give a lot of subjective reality on this.

Don't get into quibbling about what Clear is as there is no quibble. But people can mistake Release for it just because they'd had a floating TA or their wife said "How changed you are!" after ARC Straightwire.

A trained C/S whose own case is in good shape is likely to forget two things: how awful a bank in full roar (like the guy in the street) can be, and how many tremendous wins there can be on the way up.

L. RON HUBBARD  
Founder

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