

STARTING A GROUP

Colour, Print (suitable for print) (CP, Colour, Print)

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HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex
HCO POLICY LETTER OF 5 JULY 1957

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LONESOME?

(Originally issued as an article in *Ability* 50 on
5 July 1957. Issued as an HCO PL on 5 Oct. 87.)

Lonesome?

Have people who don't know Scientology stopped making "sense" to you?

Start a group.

When the groups in Chicago, LA and Houston have pushed out to the city limits, we hope they will continue to expand until they find themselves merged with New York, Seattle and Miami.

If Scientology is ever to travel, it will be accomplished by groups.

I hope to see the AMA defined as "that building in Chicago which is totally surrounded by Scientology groups." And the government in Washington defined as "that group which has not yet been validated." And Earth defined as "that planet where people settle things peacefully via Scientology groups."

Scientology is basically communication. If you knew all the wisdom in the universe and had none to whom you could communicate, you would still be unhappy.

People don't bite. Ask them over to a sociable evening to discuss forming a mental health group. When they get there, don't ask them to join. Just elect them as officers. Get them to agree on future meetings and the programs.

Assume they want to know more about Scientology. Explain Scientology offhandedly as though it's sort of strange they don't know and get on with group organization and business.

Don't run Decisional Processing on them. Assume they've decided and lo! you've got a group.

Groups fail to form in absence of purpose. People fail to join in absence of purpose *they* can understand.

Mock up the purpose. Invite in the people. Form up a program around the purpose and away you go.

If you don't have one, it's because you've been trying to explain Scientology to people and so get them to join. Just get them to join and let Scientology soak in.

A group is fun.

A group is communication.

A group is society.

It's a poor man who isn't king in some corner. Form a group and stop being poor.

Form a group.

L. RON HUBBARD

Founder

**START A SCIENTOLOGY GROUP
IN YOUR AREA**

Write your Group Officer in your nearest org. He can give you programs. Get your friends together and elect a President, Secretary and Treasurer. Apply for a GROUP CERTIFICATE. Get in new members.

The purposes of a group are:

1. To discover the purposes and targets the citizens in your area consider most desirable to improve the area.
2. Publish and arouse interest in the targets.
3. Work with other civic groups to coordinate action on these targets by means of setting and accomplishing of short-range and long-range targets (the short-range being parts which, when done, add up to a long-range target).
4. Study and use Scientology to improve the reach of one's own group and the leaders of other groups.

The Group Program works on the motto, "A Community that Pulls Together Can Make a Better Society for All." We will call these "GUNG-HO GROUPS." The word gung-ho means "pull together" in Mandarin.

Remember, we have the basic laws of organization as well as the basic laws of life.

So write the Group Officer in your nearest org and ask for full directions on how to start a group in your area. This could be a very important step for Scientology and your community.

L. RON HUBBARD
Founder

HUBBARD COMMUNICATIONS OFFICE
WASHINGTON
HCO BULLETIN OF 6 JANUARY 1959

FIELD ACTIVITIES

To: All Scientologists

For Scientology to go well in any area, it is only necessary for the trained auditor in that area to follow the following steps:

1. Get good results on every pc processed individually.
2. Operate a group and do PE and Group Processing.
3. Keep the group recruited.

It is not necessary that a field auditor has great sums of money to finance his activity. All *successful* Scientology activities have financed themselves. In extreme, an auditor with no pcs to keep him going can get a job and run a group evenings until the income of the group activity makes the job unnecessary.

The keynote of handling any area is to *bring order*. Every time you put some order into a pc or a group, or society, a little confusion blows off. Ignore the confusion. It is transitory. Order is not. It *stays*. Therefore the more order (not necessarily the more *activity*) you put into things the more continuance you have. This is new data, extremely important and should be carefully gone over again and again and applied. It is data that brings big wins in a society, a group or a pc. Bring a little order.

Get the pc to see that he can bring order into his affairs. Ask him bluntly, "What order could you bring into your life?" And his case will start resolving. The highest ability of a thetan is to *Bring Order*. Therefore, orderly processing brings results, disorderly processing does not. All an ARC break is is a disorder.

What order, then, can a trained auditor bring into his area? Into his own life? Into his pc's? Into his group? *That* is the question worth answering.

The confusion that flies off when the order is entered in seems so *important* to many auditors that they Q and A with it. They stop pursuing order and *start* pursuing confusion. *Never* change from order to disorder just because confusion blows off. Let the confusion go. If you want it all gone, just put more *order* into it. That's why CCH works when properly used.

An auditor who just starts a group blows some disorder out of a society. The disorder flies into view. Ignore it. Just put some more well-run, exactly scheduled group there. More disorder discharges. Order put in too suddenly always discharges disorder too fast. That's an explosion. You don't want that. Leave explosions to the government (its highest level of entering order is to blow everything up).

Here's a program. Get hold of all the people you have processed in the area you are in. Give them an interview. In it, ask each one, "What order are you trying to bring into your life?" "What part of your life?" Tell them that's what Scientology is trying to help them do. You'll have more pcs. Weld them into a group. Give them some group processing Tone 40. Bring order into their lives.

Take responsibility for every pc's whole life. Take responsibility for all the reactive banks in your area. Clear them up by bringing more order.

Money cannot flow back to you on disorderly lines.

AUDITOR CONFIDENCE

Every field auditor has had some loses. These cut down his confidence. He should rebuild his confidence. He should rebuild his confidence as his first step. He failed where he failed to bring order into lives. Therefore, he had better now discipline himself to use one simple process and use it right and without change until he has won with it. Don't change the process because it blows off disorder. To the devil with the disorder—put the order in regardless of how much disorder it blows off.

KEY REHABILITATION PROCESS

1. Start session.
2. Find out if the pc has an auditor.
3. Find out if the pc has an auditing room.
4. Ask pc (goals), "What part of your life would you like to bring some order into?" Two-way comm on it for no more than five minutes. Get into session then.
5. For one hour at the beginning of each session every session run "Look around here and find something you have." Only that command. If pc originates, *understand* and *acknowledge*. **Don't do anything else about it.**
6. For remainder of session run "Recall something you have done." When he says he has, acknowledge only.

Session after session run nothing else but this. And you'll bring order to a pc, believe me. And he'll have great case changes and he'll be moving forward toward clear.

This process will give you wins unless *you* do something else to vary it.

The only people it doesn't work well on are nearly unconscious. On these only CCH 1, 2, 3 and 4 work. If the process doesn't bite at all, use CCH 1, 2, 3 and 4. But don't worry, it will bite—if you keep your mouth shut and don't flub.

Now you want some wins. Don't talk to the pc much during a session. Use TR 4 whenever he talks. Keep him reassured, happy, comfortable and don't let him out of session until you end it. And you'll win. If you lose, it's because you got fancy or chopped the pc up.

Factual Havingness will ease off PT problems and ARC breaks. That's why you use it for an hour always.

If a process regimen comes along that's simpler or better than the above I'll let you know right away. Until then, this is the very best you can do.

GROUP RECRUITING

Groups fall apart on sloppy scheduling. They need one night a week at the minimum. Always the same night, same hours. That's order. Always a one hour lecture and one hour group processing Tone 40. We have new phonograph records of lectures for you. They're cheap. Buy them.

When you have a group processed a while get people into an HAS Course. Teach them TRs 0 to 9 and then let them co-audit on exactly the above regimen.

By permitting co-auditing, the trained auditor actually gets more pcs. Charge for co-auditing consultations. Keep them at it.

We're taking the lid off. The country is *full* of people. They should be in groups and co-auditing. In that way we'll bring enough order to the country to make even it survive.

By the way, HCO Washington, D.C., will issue a Hubbard Apprentice Scientologist certificate to anybody you guarantee has passed TRs 0 to 9 without charge to you. We trust you to make sure they're *good*.

In recruiting a group, keep explaining Scientology as something that helps people bring order into their lives. You'd be amazed how little order they believe they can inject. Call on new people. Run an ad for your group: "Tired of Being Human? _____ Scientology Group Clears People," or "Does Life Seem Disorderly? Join the _____ Scientology Group and begin to win for a change."

We need action. In an all but leaderless world, somebody has to make some people. Let's begin.

L. RON HUBBARD
Founder

LRH:-.jh

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex
HCO POLICY LETTER OF 28 APRIL 1952
Issue II

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THE RIGHTS OF THE FIELD AUDITOR

(The data in this policy letter was taken from PAB number 112 which was originally written in May 1957. Not: Point 9 of this policy letter was later modified by HCO PL 7 Mar. 65 II, CERTIFICATE CANCELLATION.)

The field auditor has a right:

1. To his own group.
2. To the loyalty of the people in his group.
3. To send any of his group to a Central Organization for training, coaching or special processing and have them returned with their group loyalty and attachment undisturbed.
4. To express his needs and desires for cooperation to a Central Organization, other groups or auditors without fear of retribution or reprimand.
5. To place his name and address on the title pages of publications from the Central Organization and circulate these in his area.
6. To publications from a Central Organization at a discount in proportion to the number he distributes.
7. To respect for his training and experience.
8. To respect for his certificates.
9. To have and to hold his certificates without cancellation by anyone forever.
10. To communicate Scientology and to bring about a civilization for mankind.

By my hand this 21st
day of April 1957.

L. RON HUBBARD
Founder

PROFESSIONAL AUDITOR'S BULLETIN

The Oldest Continuous Publication in Dianetics and Scientology

Via Hubbard Communications Office
35/37 Fitzroy Street, London W1

15 January 1957

DISSEMINATION

It's rather a joke to learn something one knew years ago. In this case the datum concerns dissemination. I, of all people, had to find out that *books* sold Scientology.

How does one actually get the subject around in his area? He sells books and more books. How? In small magazines and shopping weeklies. What books? Books on Dianetics and Scientology.

Why? People have agreed that books can be believed. If it is printed it is true. People don't believe people. They believe books.

How did we learn this? In the winter of 55-56 London had a slump. For eight months we tried to send out enough circulars and place "goodwill ads" about Scientology training and processing, but the level of activity of London *did not* change despite these campaigns.

Then I found that coincident with the slump all Dianetics and Scientology books had disappeared out of the bookstores and hadn't been put back.

The moment books went back into bookstores and into public circulation (with the publication of *Scientology: The Fundamentals of Thought*) the London "slump" vanished.

The identical thing happened in the US with the same results.

In other words, no amount of talking or Personnel Efficiency or goodwill ads made these two large Central Organizations function. *But* a few books did!

Well, even after the wonderful example of 1950, I hadn't learned that books sold the subject—that auditors and clinics were as successful as books we sold. But we know it now. Sell books. That's the answer to a good practice or group.

How? The most successful method seems to be placing ads for books in small magazines so that people can send their money in and get one.

Now here's what you can do. Place ads in small magazines to sell books. Buy your books from the Distribution Center or the HASI and remarket. Stamp your name and address in each book you sell. You're in! For you can have terrific discounts.

And here's what else I want you to do. Collect from whatever source small local magazines and send them to me, HCO Washington, 1812 19th Street NW, Washington, DC, USA. I want small-circulation magazines even with only local appeal. We will place ads in them and sell the books from here and you will have a Scientology community.

That's my dissemination program for 1957. A million books sold by 1958.

L. RON HUBBARD
Founder

L. RON HUBBARD

EXECUTIVE DIRECTIVE

LRH ED 343 INT

4 May 1982

To: COs, EDs, FBOs, D/FBOs,
Bookstore Officers,
All Org Staffs, FSMs

From: Ron

Subject:

BOOKS STRAIGHT TALK

Books are the first line of dissemination.

If you're not marketing and selling books to raw public in volume, you will have no eventual customers.

Book One seminars are booming orgs where used. If you want Book One seminars to work you've got to be sure Book One is in every possible public outlet. You can't fill up Book One seminars with no people.

You can't get word of mouth in the public without books marketed and sold.

People who have not read Dianetics and Scientology books are harder to sell. People who have read them become eager for service.

If books are not marketed and sold to the Scientology field, they cannot go up the Grade Chart.

Your booksales predict your future GI. If you are worried about your GI today, you'll be frantic tomorrow unless you've marketed and sold books to raw public. So part of your promo monies must always go, not to just BMO but to promoting raw public booksales.

If you have only one book or one meter in a bookstore people aren't likely to buy it. If you have far more sitting on the shelf or available they will. Scarcity of book stocks make no sales, abundant books do.

Every book should have in it a return address card to the org.

Books are your best ambassador and spokesman. Get them out into public hands.

And don't be running out of book stocks, or let your inventories be ripped off. Books are assets. Safeguard the stock and the money you get for them and order new books with it.

While you can make a profit on books, the service GI they bring in is far greater. Your org can run and pay its bills without also absorbing the money you get for books. So pay your Pubs bills and order more books with booksales funds.

The cycle is (a) lots of books in public hands, (b) lots of good service delivered in org, (c) more books in public hands, (d) more service demand on org.

When you don't use the money gotten for books to buy more books from Pubs you won't have any books and very soon will have no GI or staff pay either!

Don't fool with this or fool yourself or short-circuit the org's first dissem line.

They say Book One has started every boom since 1950. But Book One since 1950 (although it sold millions) has never been really marketed. I'll bet you can't even buy one in the corner drugstore! It's your responsibility to get them into every outlet in your area!

You need the rest of the books also sold to back Book One up.

Don't look on books as a sideline. They're your front line troops. Books, cassettes, films, meters are a planet-wide assault on the reactive mind. No one wants a reactive mind but a psychologist. So everyone else will be your friend.

I'm not saying this just because I want books sold. No. I'm saying this because I want to clear a planet.

Do you?

Good! Then market and sell books and use the money to buy more books. And market and sell those. And you'll be making a real approach to getting people in for service and clear the planet.

Money I get from booksale royalties helps to pay for research. Any money over is destined for a non-profit foundation to keep Scientology working.

Any money you get from booksales should go to buy more books. And marketing and selling them will get people in for service and put your org in clover.

There's no real profit anyone is making from books. It's no sin to make a profit from them. But it is a sin and a big one not to push them. And it's a real suppressive crime to cut the line or rip them off. Books are the spearhead of a planetwide offensive against the reactive mind, the unconscious part of the mind that enslaves the souls of Man. So only a very reactive person would stop this vital flow of Dianetics and Scientology books. You want public in? You want GI? It will happen only if you're clever in marketing and selling books. And at about 100X the volume of past years. Books are your shells and ammo in a planetary assault. They're also your infantry and ambassadors. Put attention on them!

It is far from an unrealistic goal, short term, to get Book One into the hands of 1% of all the people in your area. That's a start. A longer term goal is to capture 5% of the world book market. We can do that too. And if we did it, sheer momentum would clear the planet.

Are you with me on this?

Good!

Do it!

L. RON HUBBARD
Founder

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex
HCO BULLETIN OF 28 MAY 1969
Issue II

Remimeo
Dianetics Checksheet

DIANETICS AND RESULTS
DIANETIC COUNSELING GROUPS

The isolated practitioner who hung out his shingle, and sought its work all alone would have to be a "one-man band".

Let us list the basic essential "hats" he would have to wear.

- Reception
- Registrar
- Cashier
- Ethics Officer
- Examiner
- Case Supervisor
- Auditor
- Review Auditor
- Public Relations Officer

If successful he would spend about 5 hours a day auditing, 2 hours eating and 8 hours sleeping. This leaves 9 hours in which to do the remaining "hats".

Of necessity one or more would be neglected. On that point he would tend to cave in as a "one-man band".

It takes about 2 Admin personnel to keep a tech personnel going.

Even a group of auditors, trying to make lots of money, usually try to do nothing but audit. It is not that they have case failures. It is that they fail to wear the essential hats.

The best auditing results are obtained from teamwork.

A Review Auditor has to be a trained Scientologist. Lack of one means a roughed-up pc has to be sent to the nearest org.

But there is no reason one cannot work as part of a group, even if the others are only part-timers.

The best solution to all this is to form a **Dianetic Counseling Group** and get the essential posts on the org board held. Then the advances and gains the group makes will be advances that are stable.

This group would of course have to have liaison with a competent Medical Doctor or Clinic.

In the United States especially, the **Counselors** would have to be ministers.

A Dianetic auditor would be able to audit all day even if the whole group only worked evenings.

Let's face it. The auditor auditing alone will have case failures. He won't have time to pick them up. He won't be able to get them to Qual. After a while he will have losses and some failed cases that muddy up his neighborhood just as other professions get.

Psychiatry and psychology failed as single practitioners not only because they had no real tech but because they tried to work alone. This turned them toward governments which then used them only to control populations and there went whatever tech they might have developed.

The single practitioner theory in Dianetics failed badly as an early Dianetics practice. Auditors that made it only attached themselves to the rich. Others became drifters.

The answer, we have found out long since, is the group.

The full hats, organization and activities and how they interrelate are available to Dianetic Counseling Groups. It is a wide area of interesting development all by itself. We had to know org basics to make orgs.

A Dianetic Counseling Group can be enfranchised and made regular and helped. It will tend to stabilize any practice area. And it will **minimize** case failures.

The official position of orgs is that they cannot take responsibility for the results obtained by single practitioners.

Auditing is a team activity.

Even if one were a medical doctor or a psychiatrist or psychologist, it would be best to have on hand or on call the rest of the team or at least a Dianetic Counseling Group even if one were not an integral part of it.

The purpose of auditing is healthy sane people.

The largest percentage are very grateful and very happy.

And then there are the few who, through misconducted lives, are quite a handful to say the least.

Realism requires that auditing be a group action.

As such a group can also teach a course, it is not difficult to recruit able people to help.

I recall in particular two pathetic cases of singlism. One was a psychoanalyst who learned how to be an auditor and had to stop using Dianetics as it cleaned up all his practice and he had so much trouble finding "patients". The other was an auditor who found himself with the whole of a war vessel's crew as pcs and no help in sight.

In either case forming a Dianetic Counseling Group, getting them checked out on their "hats" and doing their duties even part-time would have solved all.

One stick won't burn. One auditor cannot in truth live and work alone.

L. RON HUBBARD
Founder

LRH:an.rd

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex
HCO POLICY LETTER OF 2 DECEMBER 1968

Remimeo
All Orgs
Div 6 Hats
Students
FSMs and Missions

GUNG-HO GROUPS

Gung-ho Groups are composed of local Scientologists in the field, any friends who are interested and general public members. First a captain, secretary, treasurer and public officer must be elected by the group. When the group is formed, it must contact the Group Officer of the nearest org and give its address and the names of its officers and members, etc., and apply for a **group certificate**.

Gung-ho means "pull together" in Mandarin. It pulls together other groups in the community to work towards the betterment of society and of the area.

The groups program works on the motto:

A community that pulls together can make a better society for all.

The group's purposes are:

1. To discover the purposes and targets the *citizens* as individuals in its area consider most desirable to improve the area.
 2. Coordinate these targets into long-range community objectives and publish and arouse interest in them.
 3. Work with other civic groups to coordinate action on these targets by means of planning of short-range targets each civic group is to do, (the short range being parts which when done add up to a long-range target).
 4. Study and use Scientology to improve the reach of one's own group and the leaders of other groups.
-

The Group Officer of the nearest org will direct, keep in communication with, and supply promotional literature to all Gung-ho Groups.

Each Gung-ho Group must choose a Master-at-Arms whose sole duty is to eject from the group people who enter the group to try to break up the group or pervert it to destructive ends.

He or she may also hold hearings when disputes arise and bring them to a satisfactory solution or agreement. The Master-at-Arms has the additional duties of inspection and keeping order. If a *serious* out-ethics situation does occur, then he or she must notify the Ethics Officer at the local org.

Such a group as **Gung-ho** is vital. Gung-ho Groups can and should take an active part in the community, working with various civic groups, clubs, churches and parishes to achieve the area's targets; creating harmony, peace and coordination. Why fight anymore? Get people to do something constructive and improve society. Make a safe environment.

The role of the gung-ho field staff member in a group is to get as many persons in the group trained and processed at the nearest Scientology org as possible and through the group contacts to get as many civic leaders and group leaders trained as possible.

FINANCE

Most groups run by membership fees or contributions and are rarely prosperous enough to maintain themselves.

The group activities are financed by the following:

1. A percentage of FSM commissions,
2. Membership fees,
3. Any contributions,
4. Course fees for courses it teaches.

FSM COMMISSIONS

An FSM using the group to send persons to Scientology orgs of course cannot expect the group to continue to exist unless he allocates a certain percentage of his commissions to its Treasury. This could be done on one of three arrangements:

- a. The FSMs working in or with the group allocate automatically as soon as the commission is received by him or her from the org, say 3% of the 10% (meaning 30% of what he receives). This would be paid to the Treasurer of the group.

Or:

- b. The group itself is the FSM, receives all commissions and pays the person who signs up selectees in the group name 50%, the group retaining the remainder.

Or:

- c. The group as the official FSM of the area receives all the fee and has its group staff members do the selection.

Of these (b) is probably the most workable.

As the operating group if functioning well would triple or quadruple the potential sign-ups for FSMs, the halving of the commission would benefit one and all.

Plan (c) is the one used by Scientology orgs in selecting people to higher orgs but is not actually all that workable.

There are undoubtedly other plans and arrangements that could be made.

The whole point here is that an independent FSM depending on the group for spade-work has to contribute to the group's survival or the cycle will break down. And *roving* FSMs entering the area should work through the group as this in past years was a very sore point and hurt groups who had then to clean up the pcs left unfinished and all that.

MEMBERSHIP FEES

Group members should pay a fee yearly to the group. It is about \$2.50 to \$5.00 but is up to the local group as it is their money.

Membership fees cover postage and mailing costs to members but not very much more. It is a minor but necessary source of income.

The group member of course gets a membership card and pin for his membership fee.

CONTRIBUTIONS

The most heavily worked-over income point of most civic-minded groups is the obtaining of contributions.

These can be quite sizable.

They do not however come easily unless the group has a nonprofit status and the patron can thereby deduct it from his income tax.

A group, however, that registers as a charity and is a member of existing nonprofit organizations can obtain contributions.

Governments have been known to contribute large sums to groups.

Contributions should be worked at but should be regarded as an irregular source of income and not counted on for the *general* running expenses of a group. Rather, they are like an affluence, and major projects are the best use for contributions and the best reason to get them—such as a new building for the group or a new hall, things like that.

COURSE FEES

The group can teach four types of courses:

- a. Group organizations,
- b. Basic management,
- c. Personal and family management,
- d. Basic Scientology book study.

These are not expensive courses. Their fees are comparable to those charged by missions for HAS Courses, etc.

The group's courses are packaged, easily supervised checksheet courses, run on a regular evening schedule. All the fees go to the group.

MISSIONS ARE DIFFERENT

A mission is different entirely from a Gung-ho Group.

One can easily benefit from the other.

But the Gung-ho Group is there to speed up and smooth out the society and civic organizations and make a better community atmosphere directly.

The group is a society entrance point.

The mission is basically a Scientology training and processing activity for individuals.

The group works on other dynamics—notably the third and fourth.

GROUP ORG BOARD

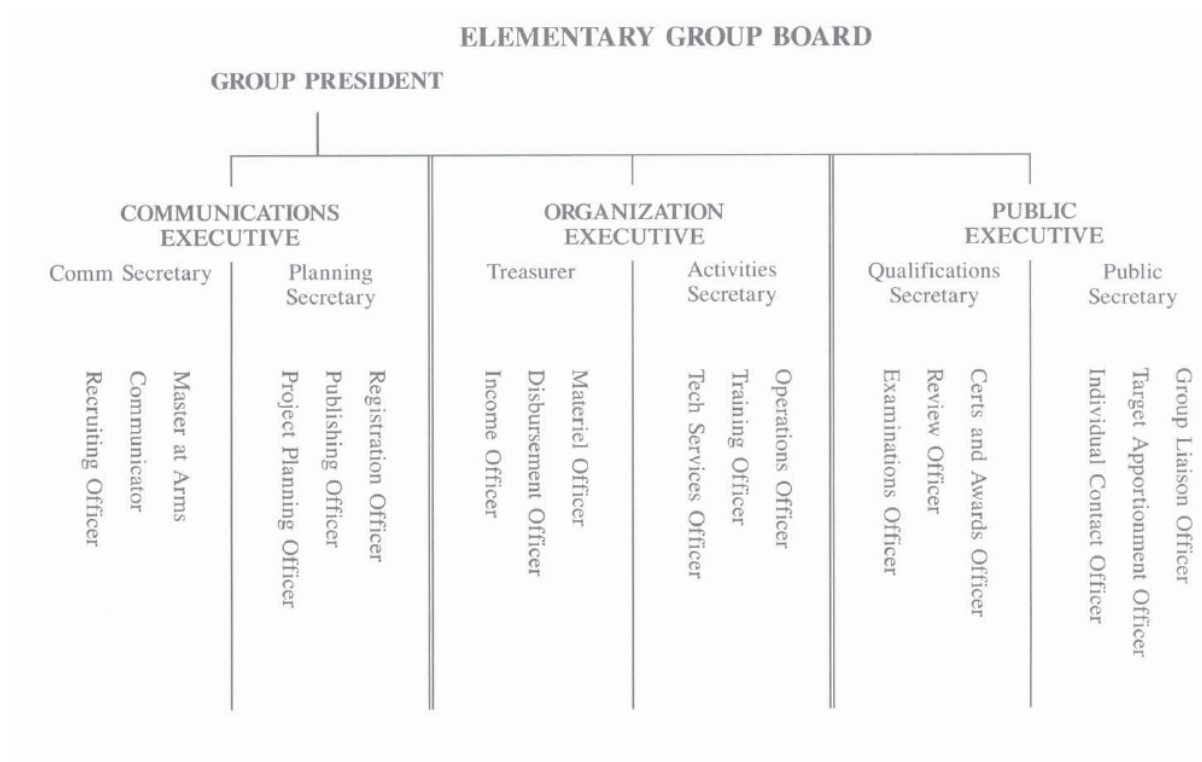
For a Forming Elementary Group

The group president is in general charge of the group.

The group communications executive handles communications and dissemination and is very like the HCO Exec Secretary.

The group organization executive handles finance and training and is comparable to the Organization Executive Secretary.

The group public executive handles Qualifications, Distribution and other actions like the Public Executive Secretary of a Scientology org. (In a Scientology org, Qualifications is under Organization, not Public.)



The duties of the personnel in a group are embraced by the title and the functions under him.

The rule is that **one is responsible for everything immediately below him on the org board.**

One can then have as few as one person (who then does all these things) or as many as are needed or can be used.

However, when the group gets above 50, the org board is expanded to 27 departments from the 18 now indicated.

People as they join the elementary group fit in where the load is heaviest.

The recruiting officer recruits group members and acts as reception.

The communicator handles all communications of whatever kind, in and out.

The master-at-arms keeps order at meetings and ejects people trying to break the group up. He also inspects things and reports on them to the communications executive who in turn informs the president or other group members.

The project planning officer finds, figures out and draws and writes up all the steps of a project or program after it is agreed upon by the executive council.

The publishing officer publishes the steps of anything, the literature of anything; if it's published, he publishes it to our outside groups. He also keeps a library and files of programs and any pamphlets issued or sold by the group.

The registration officer registers members, other groups, students, congresses; anything where a membership is concerned is registered by the registration officer (and any card is issued by certs and awards).

The income officer cashiers and receives and bills for any income owed.

The disbursement officer pays all bills from treasury.

The materiel officer keeps up the property and quarters of the group, anything it owns, repairs it, sets up meeting chairs and cleans them away. And inventories things.

The tech services officer sees students are routed and cared for, sees other groups when meeting together are routed and handled. His business is bodies, to what are they assigned, where do they go.

The training officer handles all training of whatever kind, including the training of the group. And any school.

The operations officer actually handles and directs all operations programs and projects in progress.

The examinations officer examines anyone trained or being trained and any project or program.

In the event of any breakdown in anything, such as a project or program, the review officer grabs it and corrects it or gets it redone.

The certs and awards officer gets made up and issued all certificates, membership or otherwise, pins, etc., as well as conditions.

The individual contact officer is in charge of polls for purposes from *individuals* in the public. These form up in project planning into specific, long-range **targets** for the area of the group.

The target apportionment officer apportions short-range targets to other groups which when all done make up the completion of long-range targets for the whole area.

The group liaison officer is in contact with other groups to be sure things are going right and patches them up and keeps them going.

(Of course by "other groups" we mean civic groups, businesses, etc.)

The communications executive makes sure the six functions under him or her happen whether manned or not, singly manned or assisted by more than one in each spot.

The organization executive is in charge of all those six functions below him.

The public executive is in charge of all those functions below him.

The president sees that the group org board form is held and that the functions and actions of the group occur and that the group is successful.

The three executives (communications, organization, public) form an **executive council**. This passes on all matters of importance and originates programs.

The president is the **chairman** of the executive council.

This is a very fundamental organization, done with simplicity.

It will function.

When more than fifty are serving in the group and it is active, then the basic pattern is expanded properly. Each executive gets one more department so that there are nine. And each department gets three sections.

But the functions remain more or less the basic group pattern.

It is best to start with a simple pattern.

This pattern also adapts to any business or any civic group.

POST THE BOARD

The org board of the group is posted conspicuously. It is best done on a varnished board or a Formica board varnished over. Names are printed or typed or Dymo stickered. If the board isn't varnished, tape and Dymo strips can't be pulled off easily and stuck back on.

Christmas red, green, yellow tape is used to separate the different departments and parts of the group organization.

FUNCTION

It is forbidden to obtain long-range targets from civic groups or businesses.

One only obtains long-range targets by ringing doorbells and going into shops and asking *individuals* what they think should be done on community projects.

When enough of this is done, then the project planning officer sums the results of the poll up into **long-range objectives**. The publishing officer publishes these as a pamphlet for the Gung-ho Group that also explains the group's purpose.

The project planning officer now breaks these long-range ones down, each one down into possible short-range ones, gives them to the group apportionment officer to see if he can get them lined up to various civic groups or businesses as *their* portion of the long-range target.

By keeping one or two long-range targets going (by getting other groups to do the short-range parts), the long-range targets can be met for the community.

The publishing officer keeps public attention on progress (in the press, etc.) and makes heavy capital out of a completion of a long-range target, giving the civic groups or businesses lots if not all the credit.

There is no unit in the world that goes to the public to discover what's really wanted and needed.

And no group exists to act like a source and coordinator in the community.

Thus, the Gung-ho Group is new and needed and can become very influential and worthwhile.

RULES

The Gung-ho Group is only interested in constructive targets.

It is interested only in the greatest good for the greatest number (of dynamics).

L RON HUBBARD
Founder

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex
HCO POLICY LETTER OF 2 DECEMBER 1968

Remimeo
All Orgs
Div 6 Hats
Students
FSMs and Missions

GUNG-HO GROUPS
POLICY LETTER #2

Gung-ho Groups introduce a new idea into social or civic groups.

They are working groups.

Most such groups are mainly concerned with keeping the members interested, having "group programs," etc. These groups are hard to form, hard to keep going.

The usual old-time type group was a sort of audience for somebody that met once a week, evenings or lunch or dinner that then got spoken to by somebody about something.

If the group had anything to get done, it formed a committee. Then only one or two in the committee did anything about it.

The result was that the dynamic quality of the group was missing.

Such groups tended to "squirrel" (which means go off-line).

Some wild new idea would come along and the group members, being bored, would chase off.

The essences of a true group are *participation* and *contribution*.

Group members must be able to participate in *action* to become a true team.

And each must be permitted to contribute to the *action* for a group to generate a life of its own.

Giving money or things to a group are both a form of participation and contribution. But while this is an important matter, it does not involve actual *action*. Thus, a contributor of money or objects to a group is yet withholding himself and his time. One should seek contribution of money and things. But the status granted for this is that of patron or associate, not of a true *member* of the group.

Thus, one must sharply differentiate in giving out "membership" cards between the contributor of money or things and the active member by always calling the money contributor an "associate" or a "patron" and the time and effort contributor a "full member" or a "true group member" or an "active member" on the card. An active member should have a full

credentials card with picture, thumb print and description. An associate just a name typed on a card.

Groups that become members of the Gung-ho Group are in fact "Associate Group Members." They receive a large certificate as Associate Group Members of the local Gung-ho Group, as issued by the local Gung-ho Group.

TRUE GROUP MEMBER

The True Group Member is part of the org board, has a post on it and has duties relating to his department.

Where there is more than one person in a department (of which there are eighteen on the basic board) his title is the department name plus a function such as "Recruiting Letter Writer" or "Communications Telephonist" or "Master-at-Arms Inspector."

MEETINGS

The group should "meet" two or three times a week on exactly scheduled evenings or weekends, Saturday and Sunday afternoons.

These evenings or afternoons should be those which normally are not connected with events. For one thing the group members will be free and for another, people will be home.

The group transacts the bulk of its work according to the posts of members during its meetings. It doesn't have meetings and then at some unnamed time in the week get its group work done. It gets its group work done and works as an organization during meetings, each to his own post.

As the group gets affluent, it should hire a permanent communicator who keeps the telephone manned and handles things during the week days. **Failure to keep a telephone manned and failure to answer mail can nullify all the work of the group.**

So, to begin, the group should have at least an answering service or somebody's phone.

The group also has to have a mail address and a letterhead.

OFFICE SPACE

A typewriter, some chairs and office space of some sort are important to a group.

No big outlay is needed at first. But the sooner a group gets something like permanent quarters the better off it will be.

COMM SYSTEM

The group should have a "Comm Center" in some safe place where it meets.

A comm center is made up of baskets—the "beanstalk" type are best and **each group member has his own basket with his name on it.**

The comm center is best laid out directly below an org board and exactly follows the org board in that several baskets are under part of the board and relate to that part of the board, with the most senior baskets highest.

In this way one can locate the person on the org board and locate his basket at a glance.

People sort into others baskets and empty their own basket. Notices can be distributed, etc.

The Communicator takes care of the baskets and posting all boards.

TARGET BOARDS

There are **two** different target boards.

One board is for the Gung-ho Group. This gives the targets per department for current, long-range actions of the group itself. It is called the "Gung-ho Group Target Board."

The other board is the Community Target Board. On this is posted the long-range targets of the community and the short-range targets of the various civic groups.

Targets are typed on a slip of paper and put under the department's name.

Various systems of posting can be used. **The main thing is to post the targets.**

When short-range targets are done, they are marked off as done. When all short-range targets are done, the long-range target they made up is done.

GROUP ORGANIZATION

The principle and success of a true group organization is each member does his own specialized part.

When you have a "group" where everyone in it, each one does all the jobs, you don't have a group, you have chaos. The group won't expand.

Thus each group member is responsible for his own job as assigned.

HATS

On a train, a locomotive engineer and a conductor each wear a different kind of hat. You will notice that various jobs in the society are designated by different *hats*.

From this we get the word **hat** as a slang term meaning one's specialized duties. This is one's *hat*.

Usually, when a person has been on a job awhile, he knows what it consists of. He then should write up his **hat**, meaning in this case a folder which contains past orders and directions which outline his job plus his own summary of his job.

When one is transferred or leaves a post, he is supposed to "write up his hat" which is to say, modernize this summary of the post.

Hats are kept and assembled and reissued by the Recruiting Officer who is in fact the Personnel Officer of the group and assigns personnel to posts.

It is pretty grim for someone to take over a post newly which has no hat. Thus, these hats are carefully preserved, turned in and reissued.

These items, the org board, comm center, Gung-ho Group target board, community target board, and hats are the basic items of a group. People and these can be organized into a highly dynamic effective group.

ALL HANDS

An action requiring a huge burst of activity is called an **all hands** action.

Thus a mailing to be stuffed in envelopes and mailed, a huge, doorbell-ringing campaign to get individual purposes, a big drive to persuade civic groups by individual calls—all these are **all hands** actions.

Thus, a group member has two functions:

1. His post in the group for which he is directly responsible and
2. **All hands** actions where the whole group pitches in on one fast project.

Wise group leaders do not keep a group continually in an **all hands** condition. One of these is good for a sprint. The bulk of a group member's time should be on his own post, doing his specialized job.

FLOW LINES

It will be noted on the org board that it **flows** from left to right.

A person or particle enters on the left side and flows down to the right side.

This tendency of the board to flow particles from left to right is fine and it's designed to do that.

But also this pull along the board gets into the true group members. They get pulled down the board on their posts. The Recruiting Officer has to watch it to keep from sliding on down into the duties of the last department.

The President also has to watch it as he can get pulled into some lower part of the board and cease to be an overall supervisor of the group and just answer the telephone.

The rule is, where you have a group member who is not doing his job, he pulls others into it. So when a group member finds himself doing another's job, you know the other *isn't* doing his job. This is the prime reason for a disorganized organization.

COMMITTEES

The true group does not appoint committees ever. That is a way to get no action. The way to get action is to get it done by the proper place on the board.

TRAINING OFFICER

Whatever else he does, the first duty of the Training Officer is to teach group members and new group members the Gung-ho Group policy letters and the functions of the org board, comm center, target boards, and hats.

A primary reason for confusion in any organization is that people don't know the pattern.

The one who has to know these things best is the President. Otherwise, he cross-assigns duties to the wrong parts of the board.

ACTION

The way to get action is to let people finish the actions they begin.

The way to get no real action is to assign actions to the wrong parts of the board and then prevent people from completing what they start.

A few simple targets actually executed are worth a thousand thoughts about and not done.

All actions should be assigned to the right people and pushed to full completion.

In this lies the strength of the group.

L RON HUBBARD
Founder

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex
HCO POLICY LETTER OF 30 DECEMBER 1968

Remimeo
All Orgs
Div 6 Hats
FSMs and Missions
Issue to all
Gung-ho Groups

THE PUBLIC PROGRAMS OFFICER

In every org under the Group Officer should be a **Public Programs Officer**.

His hat is to organize and coordinate Gung-ho Groups. He gets them started. His job takes him into the field contacting FSMs, Scientologists and the general public (especially those connected to other groups in the community). He gets these people together and starts a Gung-ho Group formed as per HCO PL 2 Dec. 68, GUNG-HO GROUPS. Its members can range from business directors to shopkeepers or from charity organizers to bank owners. The actual committee is made up of local Scientologists in the field.

The Public Programs Officer, having recruited the group together, has the group do a survey from door to door, etc., to discover the targets and purposes of the community in the area. He must get regular reports on their progress and discoveries and coordinate their activities.

The Public Programs Officer stays exterior so that he may coordinate. He must not bog down into minor stops.

The Public Programs Officer **never** makes up programs. He gets the *Gung-ho Group* to put together programs (which are composed of short-range targets given to fellow groups to do to achieve the target found in the survey).

Hat Rule:

The Public Programs Officer starts, organizes and coordinates Gung-ho Groups.

Statistic:

Number of public programs completed,

and

Number of operating people in Gung-ho Groups.

Historical Note:

This post has been created due to the success of a pilot project started in HAPI Org in Scotland early this year.

The original Programs Officer (as the post was called then) started two committees and flooded Scotland with a new interest in the improvement and help of Scotland. Many thanks to him.

L RON HUBBARD
Founder

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex
HCO POLICY LETTER OF 31 JANUARY 1969

Remimeo
Gung-ho Groups
Div 6

HUMANITARIAN OBJECTIVE AND GUNG-HO GROUPS

It is pretty hard to handle a downstat (one with low, declining statistics). It is easy to handle an upstat.

In a world which is taught by the old school that it is a dog-eat-dog, jungle world, one has incompetent governments, wars, pressure groups, conflicts, economic pushes and generally a hard environment in which to operate.

The humanitarian objective of Scientology is—**to make a safe environment in which the fourth dynamic engram can be audited.**

A suppressed and insecure society is a hard one in which to operate.

The answer then is to generally increase the security of races, groups, individuals.

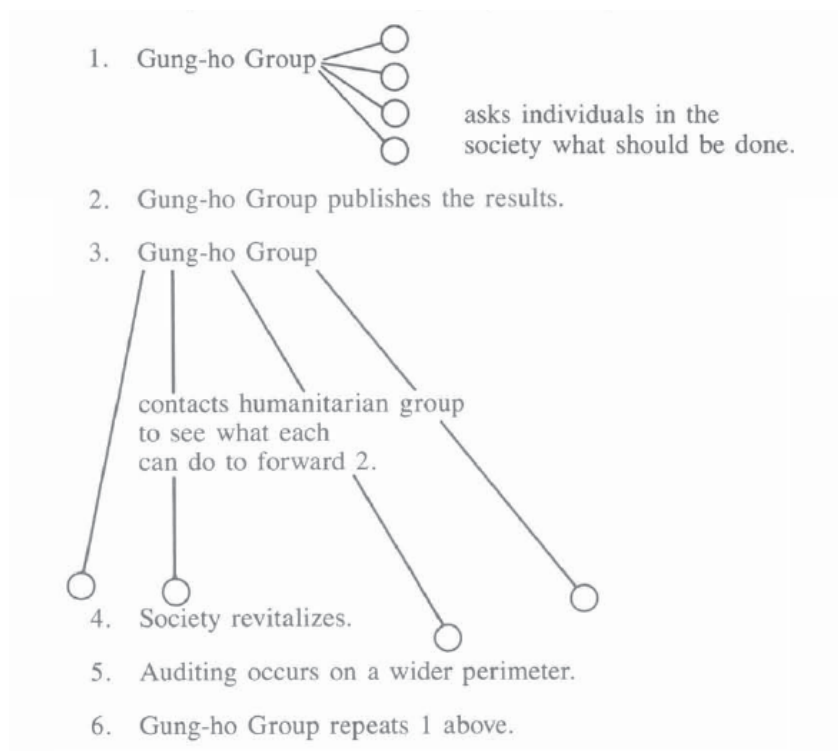
A true democracy is possible only when the group is made up of sane, thinking individuals. We can produce these and out from them goes a zone of greater security. However, it is perilous to neglect the further out surroundings and it is necessary that one give some thought to other dynamics beyond the first dynamic (self).

We are not engaged in a conquest or to achieve some planned utopia. All we are trying to do is lessen the turbulence and insecurity in the society, which is the basic role of a church.

By organization and an orderly approach to the problem, we can achieve this in several ways, a main one being Gung-ho Group activities.

[Image below contains the following text:]

- [1. Gung-ho Group ... asks individuals in the society what should be done.]
- [2. Gung-ho Group publishes the results]
- [3. Gung-ho Group ... contacts humanitarian group to see what each can do to forward 2]
- [4. Society revitalizes.]
- [5. Auditing occurs on a wider perimeter.]
- [6. Gung-ho Group repeats 1 above.]



Now, if the Gung-ho Group works only with social questions and gets what *individual* public citizens to state what should really happen or be done on it, and if getting it done is achieved by liaison with existing groups, and if pressure groups such as political lobbies are ignored if they won't cooperate and other-type groups are coordinated, then things will start going right.

Vitality returns to a society when common purposes are restimulated.

At present so many special group interests are so in conflict with other special groups that social progress is impeded.

If you can get *one* commonly expressed purpose then actually done by liaison with interested social or humanitarian groups, the knot starts to untangle.

The combined strength of many social groups using all their connections to achieve one gain cannot help but produce it.

Instead of all the force vectors lying about in a random confusion, opposing each other, you add up some of the vectors all in one direction and achieve thereby a concentration which brings a result.

Even a small, local campaign so coordinated will work.

It *won't* work if you go to groups for the purpose and ignore the men in the street. Groups get individuated. Each group is to some degree attacked or opposed and each is trying to do something. This brings about a stagnation of action. You also get a disinterested, often disloyal society. You get dope addiction, immorality, bad indicators in general.

A real society is one in which the majority are going in some direction toward a desirable goal. But it has to be *their* goal. This rekindles interest, action and hope. It revitalizes society.

Also *we* begin to stand for something they all stand for.

If as we progress a lot of people also get processed, then there's also the effect of their beneficial influence added to it.

Example: We poll an area or a country regarding desirable social targets with "What should be done to improve human rights?" We get a *lot* of answers. We boil these down to an honest common denominator. We find whatever we find. Maybe it's "Parking tickets should be given to the person, not left on cars." So we liaise with any and all civic groups and put this up to them. What can each one do about it? We keep it rolling. Suddenly the practice is effected. People wake up to the fact that something can be done about something. So we do it all over again, using perhaps the same original question to individuals.

Now *that* example is developed from a preconceived question.

You can do it with a much more general approach

"What should be done in this city to better it?"

The choice of the question of course to some degree regulates the campaign. The improvement of human rights will be found to be very generally acceptable.

If you choose a question which then runs too contrary to the forces of law and order, even more confusion will result. So one tries to get a theta approach to things.

People are usually able to agree with getting something stopped. This is not always bad. Sometimes that's all you can get them to agree with.

Today we have government by special interest. It ignores to a huge degree what the average citizen really wants. This winds up usually in some weird, special-interest-utopia mess like the book George Orwell's *1984*. The number of utopia planners around would amaze you. The average individual shuns utopias like the plague. One has to go to the individual member and go to many individuals in many strata of society to find out what's really wanted. It's usually pretty simple.

The way the question is worded should guide toward a simple action, not some long-term complex action.

A lot of actually done, easy actions each one completed will straighten out a lot of vectors.

The HCO PLs on targets can help. The one purpose selected via individuals becomes a major target for the program.

Our overall major target is of course our humanitarian objective, with Scientology orgs and Gung-ho Groups as primary targets and keeping Scientology going as a vital target and revitalizing society as the operating target.

Each program developed by polling individuals has the majority goal as its major target.

We are weary of rule by special interests. It's about time we helped make a society of which everyone can be proud and where they all win

L RON HUBBARD
Founder

L. RON HUBBARD

EXECUTIVE DIRECTIVE

LRH ED 120 INT

27 August 1970

URGENT

To: HCOES, PES

From: Ron

Subject:

AUDITORS ASSOCIATION PROJECT IN YOUR AREA FOR CLASS IV ORGS

Reference: SO ED 41 INT The Scn Auditor's Image.

ASHO AUDITORS NIGHT PGM

INFO: You will not succeed in your area unless you have the good will of your field auditors, the people you have trained or who have been trained.

You can regain your stats and position if you do this and I mean you, your org, your staff.

Quickie Grades killed your auditors and your org because they didn't have anything left to audit. Pc Procurement had to be too fast and often since no real hours could be given.

Incomplete Cases were left all over the place. **You don't have more than a few real Dn completes in your whole area even now. You have few if any Scn grade completions.**

All that has changed.

Dianetics is back.

Full grade Scientology is back.

Not only can a Class IV Auditor make it but so can a Dianetic Auditor and so can your org!

The scene has changed. Does anyone in your area know it?

So you need an urgent do it do it project to cultivate your field auditors, get them informed, get them auditing, get them as FSMs, get them helping you now now now.

You must now open up on the third dynamic, into the Community.

You need to support and help your auditors out there no matter how small or how big your org.

You'll never make it without their good will and assistance.

The enemy attacks are yesterday's news. He's dead. Now you **have to open up your area and go go go!**

Project Purpose: to get Dianetics Scientology into power in the community.

Major Target: To organise an Auditors Association and run it successfully for the Org.

Primary Targets:

1. HCOES with agreement of PES or HCO Area or LRH Comm (if other posts unfilled) must hire and put on post a part time personnel (not somebody already in org) who is a trained auditor and who can address groups of people.
2. He is given the title of Auditors Association Secretary in Division 8 Dept 23.
3. The HCOES (or whoever is hiring) employs a part time personnel who can keep records, logs, files, do mailings and the general admin.
4. She is given the title of Auditors Association Registrar, Div 8 Dept 23.
5. Places to work are provided.
6. Hours of work are agreed upon.
7. Stationery and equipment are provided.
8. FP is allocated.

All these targets are done by the person who hired.

- 9 The person who accomplished these above Primary Targets reports them done to me in care of CS-6, Flag.
10. Both the Auditors Association Secretary and the Auditors Association Registrar write to me in care of CS-6 Flag, giving me their ideas and progress on this project.
11. Secretary and Registrar to check out on ASHO Auditors Night Pjt as per reference above and any new material on Auditor Night sent from Flag after this.
12. The exact name of the activity is the (Org name) Auditors Association, owned and operated by the org.

Letterhead

(Org Name) Auditors Association of (country or state) owned and operated by the (Org Name)

Use only this letterhead. And only this name on membership cards. As it is operated under the Org's corporate status it belongs to the org. **Beware of setting up an autonomous body** as they get infiltrated, fail and cause upsets by past bitter experience. If there is no chance given to run away with it by dissident individuals none will try. This is important for org control.

Vital Targets:

1. **Do it.**
2. **Report persons on post.**
3. **Make it a howling success.**
4. **Get field support for the org.**
5. **Get auditors active.**

Operating Targets:

1. Plan up the Admin necessary and obtain the cooperation of the org.
 - (a) Get a list names and addresses of everyone ever trained by the org.
 - (b) Get a list names and addresses of auditors in area trained elsewhere.
 - (c) Design and print up Auditors Association cards.
 - (d) Establish a place to meet.
 - (e) Write up a Pgm and set a date for first night (refer to ASHO write up but adapt to your area).
 - (f) Get the flyer printed or mimeoed.
 - (g) Mail it.
 - (h) Design and run off Application Forms to present at meeting giving name age sex Class etc.
2. Hold your first meeting. The theme of this no matter what you say in the flier is **How Do We Get This Area On The Road?**
 - (a) Realize that you may have confusion to blow off, ARC Brks with org, old engrams etc.
 - (b) Handle them and divert it all back to **How Do We Get This Area On The Road?**
 - (c) Find out what activities would be most popular.

- (d) Propose: (i) latest HCOBs and LRH EDs (ii) Tapes (iii) Coaudit arrangements for Auditors run by the Auditors Association to get their cases complete (iv) TRs (v) Live Auditing demos (vi) Enrollment for higher training etc. etc.
 - (e) Get application handed out and form filled out (it's free). These are handed to an Auditors Association Registrar Dept 23 Div 8 who does (f).
 - (f) Fill in the name and hand out membership cards (it's free).
 - (g) Establish regular time for meeting as agreeable to the persons attending. This should be once a week.
3. From this experience the Auditors Association Secretary and Registrar refine the program and
 - (a) exploit points found popular
 - (b) Increase attendance
 - (c) How to make LRH image better and more real
 - (d) How to improve.
 4. Write up, mimeo and mail out the next meeting notice so it arrives in plenty of time.
 4. Continue to press and expand this function.
 5. Pick out Opinion Leaders amongst the auditors (people they listen to).
 6. Cultivate opinion leaders and get them to push programs and expansion.
 7. Begin to place news releases into local papers in societies section.
 8. When the org's Auditors Assn is beginning to go along nicely (not at once) begin to guide it toward a professional body by working out what it can do to serve the community.
 9. When it has settled this somewhat (and not before) begin to sort out who has political contacts and get them used.
 10. Take up any Flak you run into with the nearest Guardian's Office.
 11. Work to actively recruit and make new auditors for the org. The Registrar should work up programs and contacts for referrals for training.
 12. Get all auditors retreaded at cut rates when they are too rusty or having trouble.
 13. Take responsibility for their cases in a co-audit to get Dn and lower grades fully complete – using the rule give what auditing you get.
 14. Use these contacts as FSMs.
 15. Build a strong numerous body of trained auditors who are an effective power in the area.

16. Write any and all findings and recommendations to me care of CS-6 Flag at any time.

Good luck!

Pjt Code Name: AAPjt#l.

Pjt Comm: LRH Care CS-6 Flag LRH Comm WW Saint Hill Manor East Grinstead, Sussex.

L. RON HUBBARD
Founder

LRH:gal

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex
HCO POLICY LETTER OF 28 AUGUST 1970R

Issue II

Revised 16 January 1975

Remimeo
Class IV Orgs
Auditors Assn Sec Hat
Auditors Assn Reg Hat
PES Hat

AUDITORS ASSOCIATION

The following is the org board, ideal scenes and statistics for the Auditors Association implemented by LRH ED 120R Int, AUDITORS ASSOCIATION PROJECT

(For Class IV Orgs)

Second section of Dept 18 Division 6.

Auditors Association Section

Auditors Association Registration Unit

Auditors Association Registrar
Assn Applications and Membership Cards
Tech Materials Supplying
Assn Promotion
(Flyer Mailings
Advice Letters
Press Releases)
Assn Correspondence and Records
Regging and Recruiting Auditors

Auditors Association Operation Unit

Auditors Association Secretary
Assn Meetings
Co-audits, Demonstrations, Events
Assn Activities
(Plans
Projects Assignment
Coordination
Completions)
ARC Break Reg Liaison

Auditors Association Registration Unit:

Ideal Scene: Through promotion, publicity, correspondence and administrative actions the Auditors Association Registrar has established and is projecting a popular, professional image of the Auditors Association which is rapidly expanding in membership and well known through the community for its goodwill and helpfulness; is actively recruiting auditors for org staff, making new auditors by selling org training and advancing existing auditors by selling higher org training or retreats.

- Stats:**
1. Total Assn promo pieces and publicity items out in week.
 2. No. of new Assn members in week.
 3. No. of auditors recruited for org staff in week.
 4. Triple:
 - a. No. of new auditors started on org training.
 - b. No. of auditors started on higher org training.
 - c. No. of rusty auditors sold retreats and started in org giving retreat.

Auditors Association Operation Unit:

Ideal Scene: The Auditors Association Secretary has all field auditors and auditors united as members of the Org's Auditors Association who are well informed, in communication and effectively coordinated as a working team in the spirit of goodwill and cooperation, each member actively auditing, selecting and assisting the org to further strengthen and expand a strong third dynamic in the community which is progressing across the Bridge to Total Freedom.

- Stats:**
1. No. of field auditors who audited, selected, did something worthwhile for the org or heard from in week.
 2. No. of attendees to weekly Auditors Association meetings.
 3. No. of targets completed on Assn projects to full result that week.

L RON HUBBARD
Founder
Assisted by CS-6

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex
HCO POLICY LETTER OF 11 AUGUST 1967
Issue III

Gen. Non-Remimeo

OT CENTRAL COMMITTEE

(Cancels HCO PLs 7 Dec. 66 and 10 Nov. 66 II)

The OT Central Committee is directly under the Executive Council Worldwide and the Divisional Organizer for Distribution WW.

It is in fact the OT *Section* of "Dept 18 WW," but until such time as WW represents all its departments by number, is under Divisional Organizer for Distribution WW.

The duties of the OT Central Committee are:

1. To pass on projects proposed by persons on the Sect I and beyond courses or OTs, and authorize, expand, replan or reject same.
2. To recruit personnel for OT organizations by keeping lists of enrollees and graduates and informing them routinely of posts available in OT organizations.
3. Expedite for OT organizations divers matters and concerns as these arise.
4. Liaison with the Executive Council WW via Divisional Organizer Dist WW for OT organizations or their personnel.
5. Regulate all projects and cancel or rearrange those that are not productive or are causing dev-t or trouble or needless expense.

The purpose of the OT Central Committee is **to help LRH organize and channel OT forces, interests and resources for the greatest good for Scientology.**

All other OT Committees come under the OT Central Committee via their Exec Councils.

The symbol used for OT activities is an oval 0 with a horizontal bar two thirds up from the open bottom of the 0 and contained within the 0, and a vertical bar down from its center to the bottom of the 0.



A person attaining Section V OT may have a wreath completely around the outside of the O.



This device may be displayed in gold on a light blue swallow-tailed flag or a square company flag.

All OTs are considered to be subject to this Section.

L. RON HUBBARD
Founder