

Newsl etter of the association of professional independent scientol ogists

Preserve, Protect & Promote

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All it is necessary to do to degrade or upset an individual is to prevent him from working —THE PROBLEMS OF WORK

FREE THETAN

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Preserve, Protect & Promote

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Important

In studying Dianetics and Scientology be very, very certain you never go past a word you do not fully understand.

The only reason a person gives up a study or becomes confused or unable to learn is that he or she has gone past a word or phrase that was not understood.

Trying to read past a misunderstood word results in mental "fogginess" and difficulty in comprehending the passages which follows. If you find yourself experiencing this, return to the last portion you understood easily, locate the misunderstood word and get it defined correctly—and then go on.

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reservo, servo, proveho

Dear Reader,

Here is an extract from the policy letter GROUP SANITY

1. HIRING

The society is running a massive can't have on the subject of people. Automation and employment penalties demonstrate an effort to block out letting people in and giving them jobs.

Confirming this is growing unemployment and fantastic sums for welfare-meaning relief. Fifty percent

of America within the decade will be jobless due to the population explosion without a commensurate expansion in production. Yet production by US presidential decree is being cut back. War, birth control, are two of many methods used to reduce population.

THIS THIRD DYNAMIC PSYCHOSIS IS A *REFUSAL* TO EMPLOY *PEOPLE*. EXCLUSION OF OTHERS IS THE BASIC CAUSE OF WAR AND INSANITY.

Until next time

Much arc,

Michael Moore Editor

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The Aims of Scientology and APIS

Lafayette Ron Hubbard first issued the 'Aims of Scientology' which of course still stands. Yet, despite holding a copyright on these aims the Church of Scientology, RTC and the CST do not yette Ron Hubbard is the most vital moveappear to be following these aims fully. Therefore ment on Earth today. In a troubled world, it behooves us to take some responsibility and set the job of promoting and applying this out our aims, based upon the aims that Ron first envisaged as something which we can honestly strive to attain.

We therefore stated below:

The Aims of APIS

To contribute towards having a sane society by the promotion, expansion and ap- As Ron says: plication of the technology to the point where people can live their lives in peace "Man suspects all offers of help. He has and security and without war or insanity often been betrayed, his confidence shatand where they can honestly flourish and tered. Too frequently he has given his prosper and attain higher levels of spiritu- trust and been betrayed. We may err, for al being.

APIS is non political in nature and wel- long as you are one of us. comes any individual of any creed, race or nation.

seeks only to assist in paving the way for those you love and for man. evolution to higher states of being for the individual and for society. After endless Our aims are simple, if great. millennia of ignorance about himself, his mind and the universe, a breakthrough And we will succeed, and are succeeding has been made for man by Lafayette Ron at each new revolution of the Earth. Hubbard with the philosophy and the technology he developed to free man Your help is acceptable to us. from the shackles of his mind.

According to Lafayette Ron Hubbard, "The combined truths of fifty thousand 'The Aims of Scientology' -- Lafayette Ron years of thinking men, distilled and ampli- Hubbard fied by new discoveries about man, have made for this success."

We welcome you to APIS. We would like your help in achieving our aims and helping others and we hope to be able to help you in return.

The original working technology of Lafatechnology is not easy. But then, if it were, we wouldn't have to be doing it.

APIS does not owe its help not having done anything to caused it to propitiate. We are here because we want to be here and we want to assist Ron in his aims.

we build a world with broken straws. But we will never betray your faith in us so

The sun never sets on Scientology.

APIS does not seek revolution. APIS And may a new day dawn for you, for

Our help is yours."

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CERTIFIED AUDITORS & GROUPS

This list of auditors and groups here have been ratified and certified as delivering On Source Standard Technology.

These Auditors and groups have requested and gone through an exacting certification process that validates their abilities and expertise. See <u>Certification</u> for further details. They have passed stringent testing by senior technically qualified people as per the <u>certification process</u>.

Canada Toronto

Chris Black. Class VIII C/S, KOT, Delivers: Purif C/S; Life Repair To Clear Auditing & C/Sing OT reviews & C/Sing; FPRD; Debugs & more. standardtechauditor@yahoo.ca

USA South East

Southern Cal tech Team **Standard LRH Bridge** Training, Auditing & C/Sing Specializing in OT and NOTs levels <u>scttservices@gmail.com</u>

Los Angeles, California Trey Lotz Class VIII Delivers: Standard LRH Bridge up to Clear, OT <u>Trey Lotztrey@relaypoint.net</u>

Ian Waxler Class VIII C/S with Honors Auditing and C/Sing all old LRH Bridge info@adcian@yahoo.com

Ingrid Smith From Life repair to OT4 ingridsmith123@yahoo.com

Scotland

Ken Urquhart. Class IV Advance Courses Specialist. Class IX Delivers: Internships, apprenticeships and Okay-to-Audits Class V Ken Urquharturq@verizon.net

Non certified and pending auditors, groups and organizations can be found on the <u>auditors page</u>. APIS offers no guarantee as to the quality of delivery of services with uncertified auditors. They are alphabetically categorized by country and region for your convenience.

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GROUP SANITY

The points of success and failure, the make and break items of an organization are

HIRING
 TRAINING
 APPRENTICESHIPS
 UTILIZATION
 PRODUCTION
 PROMOTION
 SALES
 DELIVERY
 FINANCE
 JUSTICE
 MORALE

These eleven items MUST AGREE WITH AND BE IN LINE WITH THE ADMIN SCALE (Org Series 18).

Where these subjects are not well handled and where one or more of these are very out of line.the

organization will suffer a third dynamic aberration. This then is a SANITY SCALE for the third dynamic of a group.

The group will exhibit aberrated symptoms where one or more of these points are out. The group will be sane to the degree that these points are in. Internal stresses of magnitude begin to affect every member of the group in greater or lesser degree when one or more of these items are neglected or badly handled.

The society at large currently has the majority of these points out. These elements become aberrated in the following ways:

1. HIRING

The society is running a massive can't have on the subject of people. Automation and employment penalties demonstrate an effort to block out letting people in and giving them jobs.

Confirming this is growing unemployment and fantastic sums for welfare-meaning relief. Fifty percent of America within the decade will be jobless due to the population explosion without a commensurate expansion in production. Yet production by US presidential decree is being cut back. War, birth control, are two of many methods used to reduce population.

THIS THIRD DYNAMIC PSYCHOSIS IS A *RE-FUSAL* TO EMPLOY *PEOPLE*. EXCLUSION OF OTHERS IS THE BASIC CAUSE OF WAR AND INSANITY.

2. TRAINING

Education has fallen under the control of oneworlders, is less and less real. Data taught is being taught less well. Less data is being taught. School and college unrest reflect this. Confirmation is the deteriorated basic education found in teenagers such as writing. Older technologies are being lost in modern rewrites.

THIS THIRD DYNAMIC PSYCHOSIS IS A COVERT REFUSAL TO TRAIN.

3. APPRENTICESHIPS

The most successful industries, activities and professions of earlier centuries were attained by training the person as an apprentice, permitting him to understudy the exact job he would hold for a long period before taking the post. Some European

schools are seeking to revive this but on a general basis, not as an apprentice system.

OF ADEQUATE EXPERIENCE TO SUCCEED.

4. UTILIZATION

well as life itself, personnel are not utilized. A man trained for one thing is required to do something else. Or his training is not used. Or he is not used at all.

TO UTILIZE PEOPLE.

5. PRODUCTION

Modern think is to reward downstats. A person is paid for not working. Governments who produce 10. JUSTICE nothing employ the most people. Income tax and Under the name of justice, aberrated Man accomother current practices penalize production.

handouts. War which destroys attains the largest appropriations.

VENT PRODUCTION.

6. PROMOTION

Promotion activities are subverted to unworthy activities. True value is seldom promoted.

What one is actually achieving gets small mention while other things are heavily promoted. Reality A THIRD DYNAMIC PSYCHOSIS IS THE SUBand PR are strangers.

A THIRD DYNAMIC PSYCHOSIS IS UNREAL 11. MORALE OR NONFACTUAL PROMOTION.

7. SALES

Sales actions are unreal or out of balance. Clumsy or nonfunctioning sales activities penalize producers and consumers. In areas of high demand, sales INSANITY IS A REFUSAL TO ALLOW OTHactions are negligible even when heavy advertising ERS TO BE, DO OR HAVE. exists. This is proven by the inability to sell what is produced even in large countries so that production Any action which would lead to a higher morale cutbacks are continual threats to economies and workers. A population goes half-fed in times of surplus goods. With curtailed car factories a nation A THIRD DYNAMIC PSYCHOSIS IS A DETESdrives old cars. With a cutback construction indus- TATION OF HIGH MORALE. try people live in bad houses. Sales taxes are al- The COMMON DENOMINATOR of all these in-

most universal.

A THIRD DYNAMIC PSYCHOSIS IS THE IM-A THIRD DYNAMIC PSYCHOSIS IS A DENIAL PEDING OF PROD UCT DISTRIBUTION TO PO-TENTIAL CONSUMERS.

8. DELIVERY

In industries, governments and armed services as Failure to deliver what is offered is standard procedure for groups in the humanities. Commercially it is well in hand.

9. FINANCE

One's own experience in finance is adequate to A THIRD DYNAMIC PSYCHOSIS IS FAILURE demonstrate the difficulties made with money.

A THIRD DYNAMIC PSYCHOSIS IS THE PERVERSION OF FINANCE.

plishes fantastic injustices. The upstat is hit, the Countries which produce little are given huge downstat let go. Rumors are accepted as evidence. Police forces and power are used to ENFORCE the injustices contained I to 9 above. Suppressive justice is used as an ineffectual but savage means of A THIRD DYNAMIC PSYCHOSIS IS TO PRE- meeting situations actually caused by the earlier listed psychoses. When abuses on I to 9 make things go wrong, the social aberration then introduces suppressive injustices as an effort to cure. Revolt and war are magnified versions of injustices. Excess people-kill them off in a war.

STITUTE OF VIOLENCE FOR REASON.

A continuous assault on public morale occurs in the press and other media. Happiness or any satisfaction with life is under continuous attack. Beliefs, idealism, purpose, dreams, are assaulted.

has to be defended against the insane few.

sanities is the desire to SUCCUMB. Insanities have ness was not resolved even then. as their end product self or group destruction. The Catholic Church only began to fail when it These eleven types of aberration gone mad are the began to exclude. main points through which any group SUC- Thus inclusion is a major point in all great organ-CUMBS. THEREFORE, these eleven points kept izations. sane guarantee a group's SURVIVAL.

EXAMPLES

that these third dynamic insanities combine to destroy.

A. Believing it impossible to obtain money or make it, a firm cannot hire enough people to produce. So has little to sell, which is badly promoted All these three things build up barriers that a group and is not sold so it has no money to hire people.

B. Needing people for another job the firm robs long-range plans to handle. them from a plant which then collapses and fails to make money so no new people can be hired. This reduces production so people have to be dismissed as they can't be paid.

C. Persons are in the firm but are kept doing the No one has ever solved these points successfully in wrong things so there is little production and no the past because of lack of technology to solve promotion or sales so there is no money to pay them. them so they are dismissed.

taken from the area already making a valuable terms of general area, planetary or universal survivproduct which then collapses that area and there is al, and (3) the superiority of the group's organizanot enough money to promote and selling fails so tion tech and its use. people are dismissed.

society.

SANITY

gives the keys to sanity in a group.

1. HIRING

to every great movement and bettered culture on current developments. this planet. This was the new idea that made Bud- Thus inclusion is almost fully attainable. The only dhism the strongest civilizing influence the world ridges that build up are the short-term defense achas seen in terms of numbers and terrain. They did tions. not exclude. Race, color, creed, were not made bars For instance, Scientology currently must fight back to membership in this great movement.

the United States, and it was weakened only by its actions in Germany before and during World War efforts to exclude certain races or make them sec- II. But we must keep in mind that we fully intend ond-class citizens. Its greatest internal war (1861- to reform and salvage even these opponents. We

The things which set a group or organization on a course of exclusion are (a) the destructive impulses of about 10 or 15% of the society (lunacy) and (b) Seeing all this in one example permits one to see opposition by interests which consider themselves threatened by the group or organization's potential resulting in infiltration (c) efforts to mimic the group's technology destructively and set up rival groups.

might thoughtlessly buy and act to remedy with no

These stresses make a group edgy and combative. The organization then seeks to solve these three points by exclusion, whereas its growth depends wholly upon inclusion.

It all hinges on three points: (1) the sanity of the D. A new product is put in. People to make it are individual, (2) the worthwhileness of the group in

Just at this writing, the first point is solved conclu-The examples are many. They are these same elev- sively in Scientology. Even hostile and destructive en group insanities in play upon a group, a firm, a personalities wandering into the group can be solved and, due to the basic nature of Man, made better for the benefit of themselves and others.

The worthwhileness of the organization is deter-If this is a description of group aberration, then it mined by the assistance given to general survival by the group's products and the actual factual delivery of those valid products.

The superiority of a group's admin tech and its ap-Letting people INTO the group at large is the key plication is at this current writing well covered in

at the death camp organizations of psychiatry Politically the strongest country in the world was whose solution is a dead world, as proven by their 65) was fought to settle this point, and the weak- are seeking to include them in the general survival

and overcome their gruesome group past.

ple-one is as paid organization personnel and one ing of group members, no matter how slight, must ceive the pay of personal peace and effectiveness whole broad organization and its publics. and a better world.

fail.

payment to the staff member is an internal econo- does not determine quality of training. Amount of my. Pay, the real pay, is a better personal survival data learned that can be applied and skills successand a world that can live.

contain defense until we can include. Even re- ability to learn and apply the data is the end prodsistance to an org can be interpreted as a future in- uct of training. Not old age. The rate of training clusion by the org. Resistance or opposition is a establishes to a marked degree the expansion factor common way point in the cycle of inclusion. In an of a group and influences the smoothness of the organization where everyone wins eventually any- group during expansion. way the senselessness of resistance becomes appar- If training is defined as making a person or team ent even to the most obtuse. Only those who op- into a part of the group then processing is an influpose their own survival resist a survival-producing encing factor. The facilities for processing and organization.

Even in commercial companies the best organiza- group expansion. tion with the best product usually finds competitors merging with it.

2. TRAINING

exist for every member of a group.

Criminal or antisocial conduct occurs where there groove-in can be quite fatal. is no hat.

whole organization or its field requires individual fore the post is turned over and the appointment is and team training. Only where you have a group made. When the deputy is totally familiar he bemember who will not or cannot bring himself to comes the person on the post. have and wear a hat will you have any trouble.

hancement.

hatted?" and you can answer "Who is causing the prenticeship system. Economically it has limitatrouble?"

member of a group, paid or unpaid.

student hat, etc., etc.

This requires training,

reoriented.

by forcing them to cease their nonsurvival practices Training as a group member must be done. Training in exact technology or in the precise tech of There are two major stages then of including peo- admin is not the first stage of training. Basic trainas unpaid personnel. BOTH are in essence being exist and be done. Otherwise group members lack "hired." The pay differs. The wider majority re- the basic points of agreement which make up the

Training must be on real materials and must be rap-The org which excludes its own field members will id. The technology of how to train is expressed in speed of training. The idea that it takes 12 years to The payment to the org of money or the money make a mud pie maker is false. TIME in training fully drilled determine training. That the society Plans of INclusion are successful. They sometimes currently stresses time is an aberrated factor. The

quantity available are then a determining factor in

3. APPRENTICESHIP

Training on post is a second stage of any trainingand processing-action. This is essentially a famil-Basic training, hats, checksheets and packs MUST iarization action. To have a person leave a post and another take it over with no "apprenticeship" or

The deputy system is easily the best system. Every Any type of membership or role or post in the post is deputised for a greater or lesser period be-

Rapid expansion and economy on personnel tend to This is so true that it is the scope of personnel en- injure this step. Lack of it can be very destructive.

Optimally there should be one or two deputies for Ask yourself "Who isn't trained on his post and every key post at all times. This is a continual aptions. One has to weigh the losses in not doing it Basic training, slight or great, is vital for every against the cost in doing it. It will be found that the losses are far greater than the cost, even though it A field auditor must have a hat. A student needs a increases personnel by at least a third for a given organization. When an organization has neglected it as a system (and has turned over too many posts Training begins in childhood. Often it has to be without deputy or apprenticeship action) its eco-

nomics may decay to where it can never be done.

This is almost a death rattle for an organization.

In a two-century-old, highly successful industry, The rule is, if you've got it use it; if you can't use it prenticeship as a total system maintains it.

every technical expert should have a deputy in the name of executive. training. Only then could quality of organization be Reversely we get what an executive or foreman ismaintained and quality of product guaranteed. The an executive or foreman is one who can obtain, total working organization should be on this system train and use people, equipment and spaces to ecoactually. And whenever a person is moved up off a nomically achieve valuable final products. post, the deputy taking over, a new deputy should Some are very skilled in preparing people, systems, be appointed. The last step (appointment of a new equipment, property and spaces to be used. But if deputy) is the one that gets forgotten.

very surely find the whole organization declining inflation is a sad commentary on "executive abilsoon solely because there is no apprentice system ity." An executive whose people are idle and whose of deputies. The organization expands, singles up materiel is decaying is a traitor to his people and the posts, promotes some unapprenticed people and the org, just that, for he will destroy them all. UTIbegins to lose its economic advantage. Low pay LIZATION requires a knowledge of what the valuensues, people blow off, and then no one can be able final products are and how to make them. hired. It's a silly cycle, really, as it is prevented eas- Action which doesn't result in a final product that ily enough by hiring enough soon enough when the adds up to valuable final products is destructive, no org is still doing well. The rule is **DEPUTY EVE-** matter how innocent it seems. RY POST AND NEWLY DEPUTY THEM Man has a planet as a valuable final product. Im-WHEN PROMOTIONS OCCUR.

call each person's junior a deputy even though he of Man, all life on it and the usefulness of the planhas other duties. This makes it all look good on an et. So *proper* utilization of anything is a very real org board. "Do you have each post deputied?" "Oh factor. yes!" But the deputies are just juniors with posts of The 19th century industrialist, like the mad kings their own.

tied for. This means a double posting pure and on- current fad, is the most deadly of all. UTILIZAly.

utive post can achieve when it is also deputied and asked in all cases is, "How can we USE this to ecowhen the principal holder of the post will use the nomically obtain a valuable final product?" Failing deputy and gen him in, not get him to cover an to answer that question gives one the "mysteries of empty lower post.

4. UTILIZATION

People must be utilized. Equipment must be utilized

Space must be utilized.

ery. inadequate space all tend to send one off utili- product is the chain of all production sequences.

zation.

only the apprentice system was and is used (Oporto get rid of it. This most specifically applies to peowine industry). The quality of the product is all that ple. If you've got a man, use him; if you can't use keeps the product going on the world market. If the him get him over to someone who can use him. If quality decayed the industry would collapse. Ap- he isn't useful, process and train. Anyone who can't figure out how to use people, equipment and spaces Certainly every executive in an organization and to obtain valuable final products is not worthy of

these then go to someone who does not USE them Failure to recruit new people over a period will you get a bad breakdown. The welfare state and its

proper *use* of the countries and seas, air and masses The most covert way to get around this is just to which compose it will wind up with the destruction

who built great structures, used up men; they didn't A deputy is *used* to run the same post as it is depu-properly use men. And not using them at all, the TION is a big subject. It applies to resources, capa-You'd be amazed at how much production an exec- bilities and many other factors. The question being life."

5. PRODUCTION

One may be prone to believe there is no sense in any production at all. Such a one would also be likely to say, "There is no sense at all." Or "If they Learning to USE is a very hard lesson for some. keep on producing it will become impossible to Untrained people, bad organization, poor machin- destroy it all." Production of some final valuable

tion's service in a wider sphere to enforce it is what involved in the act of selling something to someone gives art its sense. A feeling of well-being or gran- and the world abounds in books on the subject. deur or lightheartedness are legitimate valuable Therefore sales (once promotion is done) are bound final products, for instance.

The production areas and activities of an org that ING. produce the valuable final products are the most The value in the eye of the purchaser is monitored important areas and activities of the org.

6. PROMOTION

The acceptance of valuable final products and of The production of a valuable final product is often their value depends in a large degree upon (a) a real totally determined by whether or not it can be sold. value and (b) a desire for them, Promotion creates And if it can be sold at a price greater than the cost desire for the valuable final product. The old saw of delivering it. That it gets sold depends on the that the man who builds a better mousetrap will have the whole world coming to his door is a total falsity. Unless the value is made known, and the buyer and obtaining adequate payment. desire created, the mousetraps are going to go unsold. Promotion is so important that it can stand alone. It can have limited success even when there The subject and action of DELIVERY is the most is no product! But in that case it will be of short duration. Promotion must contain reality and the flaw on the sequence of actions resulting in a valufinal product must exist and be deliverable and delivered for promotion to be fully successful. Public relations and advertising and all their skills cover this area of promotion.

7. SALES

delivered. Economics greatly affect selling.

Anything must be sold for a price comparable to its value in the eyes of the purchaser. COSTING is a WHEN A VALUABLE FINAL PRODUCT DOES precise art by which the total expenses of the organization administration and production must be LIVERED, REPAIR THE EARLIER STEPS OF adequately covered in the PRICING allowing for ITS PRODUCTION. all losses and errors in delivery and adequate to produce a reserve. PRICING (the amount being Example: An auditing result is not delivered. Don't asked) cannot be done without some idea of the just repair the pc. Repair training of auditors and C/ total cost of the final valuable product.

The sale price of one final valuable product may have to cover the cost of producing other products which are delivered without price. PRICING however does not necessarily limit itself to only covering immediate cost of a product. A painting with a dollar's worth of paint and canvas may have a price of half a million dollars.

Also a painting used in promotion may cost two hundred dollars and be displayed at no cost at all to the beholder.

These relative factors also include the SKILL of

Even the artist is producing a *reaction*. The reac- the salesman himself and there is much technology

up really in COSTING, PRICING AND SELL-

by the desire created in him for it. If this is also a real value and if delivery can occur then SELLING is made very easy-but it is still a skilled action.

salesman. The skill of the salesman is devoted to enhancing the desire and value in the eyes of the

8. DELIVERY

susceptible to breakdown in any organization. Any able final product may deteriorate it or bar off final delivery.

There are many preparatory or hidden-from-publicview steps on a production line. When any of these break down, delivery is imperilled. Given the raw materials and wherewithal to make some valuable It is hard to sell what isn't promoted and can't be final product, the valuable final product should occur.

NOT GET PRODUCED AND CANNOT BE DE-

Ses. Repair the assembly line *before* the valuable final product. The sub-products are less visible. Yet they add up to the valuable final product.

THE LAW OF THE IRREDUCIBLE MINIMUM occurs in all delivery problems. Someone is trying to produce only the visible end product of a post or production line and neglects the earlier contributory actions and products as these are not plainly visible. When an organization or its posts operate only on an irreducible minimum, production goes bad and DELIVERY crashes.

Take a cook who has his post at an irreducible min- forgive. The whole cycle hangs upon DELIVERY. imum. Food is appearing on the table. If he re- DELIVER WHAT IS PROMISED when it is exduced just one bit more the food would no longer pected, in sufficient volume and adequate quality, be edible at all. He neglects purchasing, menus and is the first maxim even of a group in politics or the preparation. That these occur is invisible to the din-humanities. ers. That food appears on the table is visible to the diners. If the cook operates at any less level than he 9. FINANCE is, no edible food would be visible-hence, irreduci- Finance too often disregards the other factors in ble minimum. The food served will be bad. But it this scale or the other factors in this scale too often will be visible. Invisible-to-the-diners actions aren't disregard finance for organizations to long remain being done. To improve the food, get the less visible actions done. Get the sequence of actions all Financing must be in agreement with all the other done. The result will be improved food.

Take training. The final valuable product is a trained auditor. The Course Supervisor who runs his post on an irreducible minimum is simply there, appearing to supervise. His final product may be If you regard money like so many beans, as a comhorribly unskilled "forever." To improve this one goes earlier on the ing it. Money is so many beans in to get so many assembly line-materials, packs, tapes, student tech beans out. services, recorder repair. scheduling-dozens of actions including getting the Course Supervisor NANCE. trained. The visibility is still a Course Supervisor The FINANCE persons of an org, a civilization, a and students being taught. But with the whole earlier line in, the final valuable product is excellent!

A being hopes lazily for instantaneous production. It doesn't happen this way in the mest universe. Things are produced in a sequence of sub-products which result in a final valuable product.

Hope all you want to. When you omit the subproducts you get no valuable final product.

When the people in an organization do not know the valuable final products of the org and when a In an org or any of its parts, industriousness of the person on a post does not know the final products of his post, a condition arises where no org DE-LIVERY will occur, or if it does occur it will be outgo. That is the first rule of finance. Violating it poor or costly. It is vital that a person knows what brings bankruptcy. Now if the FINANCE people of his post final products are and what his unit, section, department and division subproducts are and how his own and each of these contribute to the and part of an org, finance becomes real and manvaluable final products of the organization for actual delivery to occur.

Delivering other than valuable final products or useless final products or final products that need division. constant correction also adds up to non-delivery.

point of DELIVERY. So can an organization. Since money can be looked upon as too valuable a org to the valuable final product to know what to final product it can actually prevent DELIVERY. Failure to deliver is the one point beings do not full reality on the valuable final products and the

viable.

factors of this scale and all the other factors must be in agreement with finance for viability to occur.

Because money is interchangeable for commodities then people can confuse it with too many things.

The teaching may take modity in itself, you open the door to understand-

When you can master this you can handle FI-

planet, should put so many beans in and expect more beans out than they put in. This is quite correct as a viewpoint for finance.

The difference of beans in and beans out for a planet is made up by adding beans enough to those already in existence to cover new commodity.

When finance people fail to do this beans cease to be in pace with production and inflation and deflation occur.

staff makes the difference between the beans in and beans out. An org has to have income greater than

an org apply the same rule remorselessly to all its transactions (financial planning) with each person ageable. So many beans in to support the first division means so many beans out of the org back to finance because of the cooperative work of the first

A hectic effort to work only with production prod-A whole civilization can break down around the ucts will wind finance up in a knot. One has to estimate (COST) the contribution of each part of an allow what part of an org. Finance has to have a sub-products and post products of the whole org to civilizations. intelligently allocate funds. This person, that divi- Justice is an effort to bring equity and peace. sion, each contributes some part of the action that When one cannot detect and cure insanity then results in the money received for the valuable final products. So finance can extend so much money for each and expect that and an additional amount back, If this occurs, so will expansion.

Finance comes unstuck when it fails to "COST" an organization and fails to support valuable final product production. Finance must not only practice "income greater than outgo" for the org, it must practice it for each part of the org as well. Then solvency becomes real.

The greatest aberration of finance is that it seeks to save things into solvency. The real losses in an org are the sums never made. These are the most important losses for finance to concentrate upon.

An org that makes \$500 a week that should make \$5000 a week in potential is losing the finance people \$4500 week!

Finance can force production along certain lines by putting in funds and getting more back. Finance becomes too easily the management of an org but it only does that when it ceases to deal in its own not held together by similar aims, then morale commodity-money.

An org which has executives unfamiliar with finance will fall at once into the control of the finance people in the org. And these finance people, if they don't really know money, will fall at once under the control of outside finance people.

One has to know finance in any organization anywhere, even in a socialism. Sooner or later the books get balanced in any society.

10. JUSTICE

Without justice there can be no real organization. Even a government owes its people an operating climate in which human transactions and business can occur. Where insane and criminal individuals operate unchecked in the community, justice is uncertain and harsh. The society in which the insane rise to positions of power becomes a nightmare.

Justice is a difficult subject. Man handles it badly. Justice cannot occur until insanity can be detected and cured. The whole task of justice is to defend the honest man. Therefore the target of justice is the establishment of a sane society.

The inability to detect or cure the insane destroys

sooner or later justice actions will become unjust and be used by the insane. To us, justice is the action necessary to restrain the insane until they are cured. After that it would be only an action of seeing fair play is done.

11. MORALE

When all factors balance up in an org and give the group a common direction and mutual viability, morale can be expected to be good. When the Admin Scale and the ten elements described are out of balance (without proper importance given to each) and when one or many of these (Admin Scale and the elements herein described) are not in agreement one with another, then morale will be poor. Morale is not made of comfort and sloth. It is made of common purpose and obstacles overcome by the group.

When the Admin Scale and these elements are has to be held up artificially. The most ghastly morale I have ever seen was amongst "the idle rich." And the highest morale I've ever seen was amongst a furiously dedicated,

common-purposed group working under fantastic stresses with very little against almost hopeless odds.

I used to observe that morale in a combat unit would never materialize before they had been through hell together.

All drama aside, morale is made up of high purpose and mutual confidence. This comes from the Admin Scale items and these elements of organization being well aligned, one with the next, and honest sane endeavor to achieve a final goal for all.

~00000~

Quote from

L. Ron Hubbard

THE CODE OF HONOUR

- 1. Never desert a comrade in need, in danger or in trouble.
- 2. Never withdraw allegiance once granted.
- 3. Never desert a group to which you owe your support.
- 4. Never disparage yourself or minimize your strength or power.
- 5. Never need praise, approval or sympathy.
- 6. Never compromise with your own reality.
- 7. Never permit your affinity to be alloyed.
- 8. Do not give or receive communication unless you yourself desire it.

9. Your self-determinism and your honour are more important than your immediate life.

- 10. Your integrity to yourself is more important than your body.
- 11. Never regret yesterday. Life is in you today, and you make your tomorrow.
- 12. Never fear to hurt another in a just cause.
- 13. Don't desire to be liked or admired.
- 14. Be your own adviser, keep your own counsel and select your own decisions.
- 15. Be true to your own goals.





ON WHAT DOES HOLDING A JOB DEPEND?

On what does holding a job depend? Familial connections? Who you know? Personal charm? Luck? Education? Industry? Interest? Intelligence? Personal ability? To one grown old and even somewhat cynical in the world of work, the first several seem to have dominance. Only the young appear to be left with the illusion or delusion that Personal Ability, Intelligence, Interest, Education and Industry have anything to do with it; and the very, very cynical would have us believe that indeed these are only the symptoms of being very young.

We have too often seen the son become the foreman, the new son-in-law, yesterday the shipping clerk, soar to board membership, and we all too often have known that the son and son-in-law not only had no aptitude in the first place but that with no fear of discipline they act more carelessly of the firm than the worst employee present. Familial connection is something dependent upon the accident of birth.

But, leaving familial connection until some other day, what have we left? There is Who

You Know. Personal connection plays a dominant part in obtaining, keeping and improving a position, there can be no doubt of this. One has a friend who works for the Jim-Jambo Company; the friend knows of an opening; the friend has other friends and these still other friends and so into the Jim Jambo Company one can settle down and work with some security and hope of rise.

And then there is the matter of personal charm. How often have we seen the young stenographer who couldn't spell "cat" suddenly soar, with her typing fingers still all thumbs, to the post of the executive secretary to the boss, wherein, while she can't spell "cat" any better, she can certainly spell raise and raise again and perhaps even "supper club" or diamond necklace. And we have also seen the young man with a good "front" soar above his elders because he could perhaps tell the right joke or play a slightly worse game of golf.

We have seen, too, the factor of Education all gone awry in firms and governments and the trained man, at how much cost of eyesight become learned beyond credit, yet passed over for some chap who didn't have a degree to his name beyond a certain degree of push. We have seen the untutored madly ordering the millions and the wise advising a score.

Industry as well seems to have scant place to those cynical few of us who have seen it all. The eagerness of the young to slave is all too often braked by the older head who says,

"Why get in a sweat about it, young'un? It'll all come out the same." And perhaps we've stayed after hours and daubed ourselves with ink, or lingered at our post beyond all demand of duty, only to watch in times to come the lazy one we scorned draw the better pay. And we've said it isn't justice -- something less than that. And Interest, too, we've seen come all to naught. When our absorption in the deadly game of firm or unit with its rivals made us lay aside neglected our own wife, or life, and when we've burned the night and leisure time to work out solutions gauged to save our firm, and have sent them in, and have had them Occasionally we start up a correspondence come back, neglected, and soon have beheld course to give us a small edge on our fellows our fellow worker, whose total interest was a - and often drop it before it is done: it seems man or stamps and not the firm at all, go up to that we cannot even do this little to help us on higher posts, we had some cause to be less in- our way against this flood of accidentals. terested, we thought. And Interest in our work We become ill. We run out of sick leave. Still became condemned by those around us who, but hardly recovered we now have no job. We not understanding it, became tired of hearing it become the victims of an accidental cabal or in our mouths.

broken illusions, would seem to have no bear- have no job. We grow too old, our time is ing whatever upon our fates. When we see the spent in remembering how fast we once were, stupid rule the many, when we see the plans and one day we have no job. The lot of the and decisions passed which would have been man in the work-a-day world is Uncertainty. condemned even by the children of the work- His goal is Security. But only few attain this ers, we wonder what Intelligence could have goal. The rest of us worry from day to day, to do with it. Better to be dumb, we might from year to year, about our ability to get come to think, than have our own wits contin- work, hold work, improve our lots. And all too ually outraged by the stupidities which pass often our worst fears take place. for company planning.

fusing chaos of random causes for promotion duced, despite their clever accountants, even and better pay, would seem a wasted item. We their number. States and governments rise and have seen our own wasted. We have seen the promise us all Security and then give us reabilities of others scorned. We have seen the strictions which make that seem shaky too. unable rise while the able remained neglected From day to day new threats impose themor even unemployed. So personal ability selves on our consciousness. A world where would not seem the factor it might once have the machine is king makes Man a cog, and we been to us, small cogwheels in the clashing are told of new developments which do the gears of business fate. It must then certainly be work of thousands of us and so we starve. luck and nothing but luck the whole way The advertisements thrust at us in our transdown.

"experienced" eye that the obtaining, the hold- delightful they are to own, WE the men who ing, and the improving of a job are all depend- make them can't own them -- not on our pay. ent upon a chaos of causes, all of them out of And Christmases leave us a little ashamed at our control. We accept, instead of orderly ex- how little we can buy and we make the coat do pectancy, a tumbling mass of accidentals as just another year. And the years advance and our fate.

We try a little. We dress well and cleanly in us with the accidents which might make or order to apply for a position, we take ourselves break our futures. No wonder we believe in to the place of work daily, we shuffle the pa- luck alone. pers or the boxes or the machinery parts in a Well, there is the problem. fashion we hope will pass, we leave by crowd- To eat we must have a job. To live we must ed transport to our homes and expect another continue to be acceptable on our jobs. To betday's dull toil.

slander and we have no job. We are thrust up Intelligence, against this hard beaten parade of against jobs we cannot do and then again we

Once we had the rich to look toward and envy. Personal ability, against this torrent, this con- but now the taxes which we bear have re-

ports, newspapers, streets, radios and TV all And so it seems to appear even to an manner of things to own. And no matter how we grow no younger. And each hour confronts

ter ourselves we must hope for the breaks. And

it all appears a huge, disheartening confusion have a bed, so it seems that work is more imcomposed of accidents, good luck and bad portant by far. If you add up the various parts luck, or drudgery with nothing to win at the of life, love or sports or entertainment, you end of it.

out of such ruts? Perhaps you are not in them the major role of our existences whether we but if not you're one of the lucky ones. Men, to like it or not. If we don't like it we don't like escape these ruts, have perpetrated the bloodi- life. If we find a man a bit insane, old time est wars and revolutions of history. Whole "ologies" would have had us look up his lovedynasties have been cut to the dust in an over- life or his childhood. A newer idea and a better powering convulsion born from despair. Jobs one is to look up his security and conditions of get few. Holding them becomes more and work. As Security goes bad in a nation, insanimore accidental. At last none can longer stand ty rises. If we were to attack national insanity the strain of insecurity and the answer is raw, problems and conquer them we wouldn't build red revolution. And does this come to any- better insane asylums -- we would better the thing? No. Revolution is that act of displacing conditions of work. a tyranny with a tyranny ten times more des- Life is seven-tenths work, one-tenth familial, potic than the old. Changing governments, not one-tenth political and one-tenth relaxation. even changing firms can change basic security. Economics -- the paycheck, struggle for -- is The quest for security is a quest for constancy seven-tenths of existence. Lose a man his inand peace. A worker deserves these things. He come or his job and you find him in bad mencreates the goods. He should have the where- tal condition, usually. If we're going to find withal to live. Instead, he has a chaos.

family? Some say so. Is it in the character of worries about being able to do things in life for capital? Some say so. Is this chaos born of bad others, are the principal worries of existence. government? Many have said so. Is it in the Let's be very simple. People with nothing to worker himself? Some would like him to think do, people without purpose most easily bethat.

of insecurity exists in the chaos of data about tells us we are worth something. And of course work and about people. If you have no com- it buys us what we have to have to live. Or alpasses by which to steer through life, you get most does. lost. So many recent elements -- of the Indus- All right. Work-security, then, is important. trial Age -- have entered into life that life itself But security itself is an understanding. Insecuneeds to be better understood.

understood then neither will these parts of life Men who KNOW are secure. Men who don't be understood. If all life seems chaotic, a mat- know believe in luck. One is made insecure by ter of guess and chance, then certainly work not knowing whether or not he is going to be will seem chaotic.

role than any other. Some say we spend a third ABSENCE OF KNOWLEDGE. All security of our lives in bed and therefore beds are im- derives from knowledge. portant. But we spend more than a third of our One KNOWS he will be cared for no matter

will find that the majority of concentration is What would you give for something to lift you not on any of these but upon WORK. Work is

proofs of this anywhere, we'll find them every-But where is this chaos? Is it in the worker's where. Worry over security, worry over worth,

come neurotic or mad. Work, basically, is not a No, it is not in any of these things. The chaos drudgery, it is something to do. The pay-check

rity is UNKNOWNNESS. When one is Inse-Work and security are parts of life. If life is not cure, he simply doesn't know. He is not sure. sacked. Thus he worries. And so it is with all But the role of work in existence is a greater insecurity. INSECURITY EXISTS IN THE

lives at work and if we don't work we don't what happens. That is a security. In the ab-

sence of certain knowledge it could also be a Scientology can and does change human beis to depend upon not-knowingness.

about life when life itself had not been telligence. By the most exact tests known it has brought, as knowledge, into order. When the been proven that Scientology can greatly insubject of life itself was a chaos, how could crease intelligence in an individual. And Scienwork, as a part of life, be anything but a chaos? tology can do other things. It can reduce reac-If LIVINGNESS is an unknown subject, then tion time and it can pull the years off one's ap-WORKINGNESS and all pertaining to work pearance. But there is no intention here to give must be an unknown subject, exposed to cyni- a list of all it can do. It is a science of life and cism, hopelessness and guesses.

To obtain, hold and improve a job, one would of life and it brings order into chaos. have to know the exact, precision rules of life A science of life would be, actually, a science if one were to have a complete security. It of good order. Such things as accidents and would not be enough to know, fairly well, luck would, if you could but understand their one's job. That would not be a security, for as underlying principles, be under your control. time went on we would see, as we have listed, As we have seen here, even those who aren't too many chances entering into it.

life would bring about a security of life.

would also bring about a security in a job.

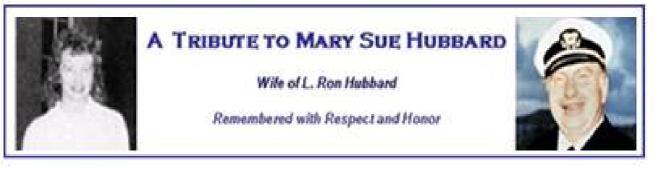
entirely Western effort to understand life.

Europe. And they failed. None of them gave interest and intelligence and native ability greater security. None of them could change would not go all to waste, why then, things human behavior for the better. None of them -- would be better, wouldn't they? and they bragged about it -could change hu- Well, we'll see what Scientology can do to reman intelligence. Scientology is something duce the chanciness of the work-a-day world -new under the sun, but young as it is, it is still for you and for those you know. What's life all the only completely and thoroughly tested and about anyway? validated science of existence. It doesn't demand twenty years of sitting on spikes to find out one is mortal. It doesn't demand a vast study of rats to know that Man is confused.

fallacy. Luck is chance. To depend upon luck havior for the better. It puts the individual under the control of himself -- where he belongs. But in truth how could one have knowledge Scientology can and does increase human init works. It adequately handles the basic rules

cynical can see that many chances enter into Knowledge of the general underlying rules of obtaining, holding and improving one's job. Some of these chances seem so wide and out Knowledge of the underlying rules of life of control that nothing at all could be done about them. If we could but reduce the chanci-Scientology is a science of life. It is the first ness of a job. If we could make the right friends and be sure that our education would All earlier efforts came from Asia or Eastern count and have some slight security that our

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Newsletter of the Association of Professional Independent Scientologists



Wins and Successes in the Scientology **Independent Field**

Training Success

"I just had a good time today getting back into solo meter drills. It had been about 20 years since I had done them and I had a lot of concerns about being successful at them. Even though I had completed the Solo I course, I have never done an OT level. For the last few months I have been occasionally doing nonsolo meter drills with a friend and fellow student. I was having good wins doing this, but was feeling kind of "aimless" about the whole cycle.

My Auditor correctly suggested my just getting on solo drills since my current purpose is to solo audit. So I got a few hours of one-on -one tutoring from him on solo drills, and Wham! Turns out that it was a correct indication.

I have audited others before and didn't recall

enjoyed auditing. I liked all of my PCs and they had good wins. I felt I was pretty good at meter drills. Recently though, I had been "secretly" feeling a little uncertainty about reads and FNs when doing the meter drills, even though others were mostly happy with my drilling. It turns out that it was actually a bit off purpose for me to continue to do the drills after I had refamiliarized myself with doing them again.

My purpose at this time (at long last!) is to AUDIT MY-SELF ON THE OT LEVELS. As soon as I started doing the Solo Auditor drills I was BACK ON my present purpose! It is going great! And it is very interesting to me that my TA went back in range, my needle action became smooth again like it used to be 20 years ago, and, miracle of miracles, I was FNing again! After 20 years as a "stalled" solo auditor. :-) I just couldn't stop F/Ning! :-) I also noticed that as usual I really like my PC (or rather Pre-OT) a <u>lot</u>! :-) . And I just don't have any intention of missing reads or F/Ns or bypassing wins as I audit me! I think that this is going to be a lot easier than having much difficulty seeing reads and F/Ns. I I thought. Randy is a really good coach. I highly recommend his services to anyone who simply wants to get moving on solo auditing on their OT levels."

Auditing Successes

A Students First Solo NOTS Sessions. I experienced latent case gain from yesterday's two Solo NOTS sessions. Areas of my body that normally have somatics were unusually calm. Charge I normally have was missing - and I noticed strangers smiled at me, more than usual. I'd say I had as much or more case gain in those two sessions than in the last 2-1/2 intensives (30+ hours) I did at Flag!

Grades

"Ok, so I have now been back home for one month after finishing Grade IV.

I keep thinking "If this is Clear, I'm ecstatic", however I know that there is so much more gain to be had with NED and the complete eradication of the reactive mind.

Still, more wins keep coming in:

1. Ability to recover from upsets quickly, almost instantaneously. Virtually start laughing almost the minute I get upset. It just doesn't last. It's not even an upset...almost like if someone drops a grapefruit on your head you go "ouch what was that?" and it's gone. So silly really.

2. A feeling of freshness. I'm not just seeing trees, I am seeing vivid, vidid trees, grass, branches, shape of trees, surviving trees with life all around it and inside it. Before it was just a foggy tree that I kind of knew was there. Now I walk and notice all the hundreds of trees!! The amount of extroversion and "being there in the moment" is amazing. I'm just happy.

3. Ability to extrovert within seconds by just being interested in the environment. I can

notice and appreciate 20 details on a house just walking by and completely key out. Bloody hell is this permanent? I love it! 4. Renewed/refreshed ability to freely communicate with anyone on any subject, Grade 0 totally rehabbed. All lower Grades just totally enhanced and personal space so enjoyable. Even people I never really liked are freely coming to see me and opening up. Life is certainly very enjoyable.

5. No aches and pains, no illnesses, no thoughts of them. Ability to enjoy the moment, to live in present time not in the past and to create my future.

6. No stresses...

The Grades were simply amazing but the last two have just been so fast, so enjoyable and the compounded theta as you go up up up, it's like any weight on my shoulders are gone and NED and Clear will just be intense "cherries on the sundae". I'm really able to find joy anywhere, quickly. Thank you."

Well, I had a 7.5 hour drive home from where my auditor was and to be honest I didn't think that much.

I just drove. I enjoyed my wins, I enjoyed mocking up my future, I enjoyed the speed of my car, I enjoyed the memories and pleasure moments of the past 15 or so days getting auditing. First, I finished Grade 3 (I was 1/2 through it), and now I've finished and attested to Grade IV. I will keep my success short with a simple story.

Let's say you came into the world and from very early on you had this postulate and idea to create big things and be a good person causing good effects. Really, to be a good person (that is who you are you know). Let's then say that in moments of great confusion and stress, something came along that you used, and that little something creeping

in was a postulate along the lines that "only the bad people survive". Well which one is it, be good or be bad? Good, bad, good. bad, good, bad. This is a fixed condition, it limits you. Grade IV addressed this completely for me. It blew it away.

It is very special auditing addressed to you and bringing back your self-determinism with gusto. Not your body, not your mind - YOU, the being. If you didn't have reality on you as a spiritual being you will on this Grade.

An amazing, beautiful thetan with the ability to perceive and BE, DO and HAVE. I personally regained much knowingness without asserting that I knew. I just knew. You know the pyramids are in Egypt, you don't need to fly there to verify it. You could but you know... not necessary.

I am now free of this insanity and completely able and willing to create a new future.

My Grades always finished with an explosion of laughter --- I did not see this particular explosion coming --- but it's ok, I exploded again. LOL - I mean LRH is a genius.

This Grade gave me back ME. We got introduced to each other again, so to speak. You are the only one stopping yourself and you are the only one who can make wonders happen for you too as well --- you are tremendously powerful.

I am free to create again without a voice (mine) telling me the contrary. I am freed up to play better games, fun games, and let others be who they want to be.

Gone are the self-invalidations, gone is the desire to make people wrong or to try to control people and their own games. Sigh, so much wasted time. But so much regained with just a few intensives.

My success is simple, but so am I.

It's nice being simple.

Thank you to LRH and my auditor Chris Black. With Chris, when the going gets tough, he's always there and you'll get through it.

"I came to Chris for some auditing, feeling down and out for a long time. Within a few sessions of auditing, I reached some core understandings and truths about myself that I was blocking out. Within a few more sessions I was laughing very heartedly and deeply at some of the realizations I was admitting to myself. Chris was able to steer me through some rough patches along the way and offered great advice on how to handle certain people in my life. I am very grateful for all the help and guidance given to me by Chris. lan G."

More NOTs Wins

Suzy had been an experienced auditor in D.C and had achieved the state of Clear, but had dropped off the bridge for many years. She decided to get back on the bridge and due to her hard work and persistence, she has completed L11, L12, The Solo Course, she has also audited herself on OT 1-3, has completed riginal OT 7, NOTS DRD, Certainty Processing, and finally NOTS!

She has reread all the basic books and has been listening to LRH tapes daily. She is now auditing on SOLO NOTS. She put off writing a success story for a while until she had some perspective on how her auditing wins were manifesting in her life. Here is her success story:

OT V, Audited Nots, is hard won but is also most stabilizing in terms of reaching the OT state. My auditor, and I had to confront every session as a team, ready for battle with the elements of the reactive universe. As they say, it's not for sissies!

Patience, fortitude and persistence were needed, but my abilities were enhanced along

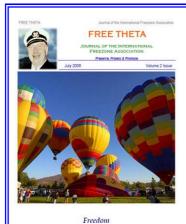
the way by gaining volumes of those very same qualities. We left no stone unturned in our search, and under those stones I found new abilities and a new viewpoint from which to live the game. Some of my abilities are; I took up guitar and then the bass guitar, I learned music theory (thanks to Bob) and I have developed an inquisitive and curious mind about subjects that I thought were beyond my comprehension and participation. Subjects such as politics, world affairs, physics, philosophy, the environment and foreign languages.

I am even considering going back to college. Trust me, I was not any kind of a student and only had interest and reality on the 7th dynamic. I have had wins on that dynamic as well. After the Ls I collaborated on a musical comedy (never been a writer!) and I just had a meeting with a Broadway producer who is

nurturing the project. I was most concerned with being an OT alone without any other OTs in the environment I am in. I wondered how I would handle the world of dramatizing humanoids that I knew I had to coexist among. My best ability gained was to KNOW to stay connected up with the truths I've discovered by getting onto my Solo Nots auditing. And I cannot stress enough the training route. I study or listen to source every day. It's a great tool, if you're enturbulated, pick up any HCOB or tape, and you WILL blow charge. It is 50% of your case gain, 50%! You gotta love that!

Thank you to LRH, and his stunning generous genius.

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Fixed on too many barriers, non years to be free. But launched into total freedom he is purposeders and miserable. There is fordow amongst the barriers. If the barriers are known and the freedom are known, there can be life, living, happinens, a game. – SCIENTOLOGY: A NEW SLANT ON LIFE L. Ron Hubbard

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THE MAN WHO SUCCEEDS

The conditions of success are few and easily stated. Jobs are not held consistently and in actuality by flukes of fate or fortune. Those who depend upon luck generally experience bad luck. The ability to hold a job depends in the main upon ability. One must be able to control his work and must be able to be controlled in doing his work. One must be able, as well, to leave certain areas uncontrolled. One's intelligence is directly related to his ability. There is no such thing as being too smart. But there is such a thing as being too stupid.

But one may be both able and intelligent without succeeding. A vital part of success is the ability to handle and control, not only one's tools of the trade, but the people with whom one is surrounded. In order to do this one must be capable of a very high level of affinity, he must be able to tolerate massive realities and he must also be able to give and receive communication.

The ingredients of success are then: First an ability to confront work with joy and not honor; a wish to do work for its own sake, not because one "has to have a pay-check". One must be able to work without driving oneself or experiencing deep depths of exhausted. If one experiences these things there is something wrong with him. There is some element in his environment that he should be controlling that he isn't controlling, or his accumulated injuries are such as to make him shy away

from all people and masses with whom he should be in intimate contact.

The ingredients of successful work are: training and experience in the subject being addressed, good general intelligence and ability, a capability of high affinity, a tolerance of reality, and the ability to communicate and receive ideas. Given these things there is left only a slim chance of failure. Given these things a man can ignore all of the accidents of birth, marriage or fortune, for birth, marriage and fortune are not capable of placing these necessary ingredients in one's hands. One could have all the money in the world and yet be unable to perform an hour's honest labor. Such a man would be a miserably unhappy one.

The person who studiously avoids work usually works far longer and far harder than the man who pleasantly confronts it and does it. Men who cannot work are not happy men. Work is the stable datum of this society. Without something to do there is nothing for which to live. A man who cannot work is as good as dead and usually prefers death and works to achieve it.

The mysteries of life are not today, with Scientology, very mysterious. Mystery is not a needful ingredient. Only the very aberrated man desires to have vast secrets held away from him Scientology has slashed through many of the complexities which have been erected for men and has bared the core of these problems. Scientology for the first time in Man's history can predictably raise intelligence, increase ability, bring about a return of the ability to play a game, and permits Man to escape from the dwindling spiral of his own disabilities. Therefore work itself can become a game, a pleasant and happy thing. There is one thing which has been learned in Scientology which is very important to the state of mind of the workman. One very often feels in his society that he is working for the immediate pay-check and that he does not gain for the whole society anything of any importance. He does not know several things. One of these is executives, it is interesting to note how pre- if such a feat is being performed just now. A cious any large company finds a man who can workman is not just a workman. A laborer is handle and control jobs and men really is. Such not just a laborer. An office worker is not just people are rare. All the empty space in the an office worker. They are living, breathing, structure of this work-a-day world is at the top. important pillars on which the entire structure And there is another thing which is quite im- of our civilization is erected. They are not cogs portant, and that is the fact that the world today in a mighty machine. They are the machine has been led to believe, by mental philosophies itself. calculated to betray them, that when one is We have come to a low level of the ability to dead it is all over and done with and that one work. Offices depend very often on no more has no further responsibility for anything. It is than one or two men, and the additional staffs highly doubtful if this is true. One inherits to- seem to add only complexity to the activities morrow what he died out of yesterday. Anoth- of the scene. Countries move forward on the er thing we know is that men are not dispensa- production of just a few factories. It is as ble. It is a mechanism of old philosophies to though the world were being held together by a tell men that if they think they are indispensa- handful of desperate men who by working ble they should go down to the graveyard and themselves to death may keep the rest of the take a look -- those men were indispensable world going, but again they may not. It is to too. This is the surest foolishness.

If you really looked carefully in the graveyard you would find the machinist who set the models going in yesteryear and without whom

how few good workmen are. On the level of there would be no industry today. It is doubtful

them that this book is dedicated.

~00000~

FIRST AID

If somebody is injured, you can assist in many ways. Recovery from a burn or bruise or even sprains or breaks is much swifter with SCIEN-**TOLOGY** assists.

The most elementary assist is easily done. For ages Man has known that "laying on of hands" or Mother's kiss was effective therapy. Even gripping, in pain, an injured member, seems to help. But Man neglected the most important part of "laying on of hands". This follows.

Do this exactly and do it with a minimum of talk.

Place your index finger or fingers or palm on the injured member, very lightly, and say to the person, "Put your attention on my hand". Now change the position of your finger or palm and have the person do it again.

which are further from his head than the injury. Do not talk excessively. But coax him, as you touch, briefly, spot after spot, to put his attention on your finger or fingers or palm. Change the spot every moment or two. Be

calm. Be reassuring. If the person experiences pain or trembling as a result, keep on, for the assist is working. Continue in this fashion for many minutes or half an hour if necessary, until pain or upset is gone. During this assist the person has his eyes closed.

It is not power from your finger which is aiding him. It is power he generates by "looking" at your finger down through his body. You are putting him into communication with the injury. His communication with it brings about the recovery. Ordinarily injuries, sprains, burns, scalds, broken bones, headaches and colds heal slowly because the individual is avoiding this area with his own energy.

It is best to touch the individual on spots

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A Special Quote from the Volunteer Ministers Handbook by L. Ron Hubbard

Exercises One, Two and Three

Exercise One

Look and Act Younger: Sitting somewhere near the center of a room, close your eyes and "contact" the two upper corners of the room behind you. Then, holding those corners, sit still and don't think. Remain interested only in those two corners.

You can do this for two minutes (minimum) or two hours, always with benefit. No matter what happens, simply hold the corners and don't think.

You can do this daily. It will make you look and act younger.

Exercise Two

Feel Freer: Pick out two similar objects. Then find as many differences between them as possible.

Now pick out two objects and see where they are in relation to each other and your body. Use these two steps over and over. You will feel freer and see better.

Exercise Three

Better your memory: Go over this list many times, each time answering its questions.

"Recall a time which really seems real to you."

"Recall a time when you were in good communication with someone."

"Recall a time when you agreed to something."

"Recall a time when somebody disagreed with you."

"Recall a time when you liked somebody."

"Recall a time when someone agreed with you."

"Recall a time when someone was communicating easily to you." "Recall a time when somebody liked you."

Use this list many times. If "holding corners" (Exercise One) disturbed you, use this list. If you are tired or confused, use it.

This exercises can be done for hours.

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Newsletter of the Association of Professional Independent Scientologists

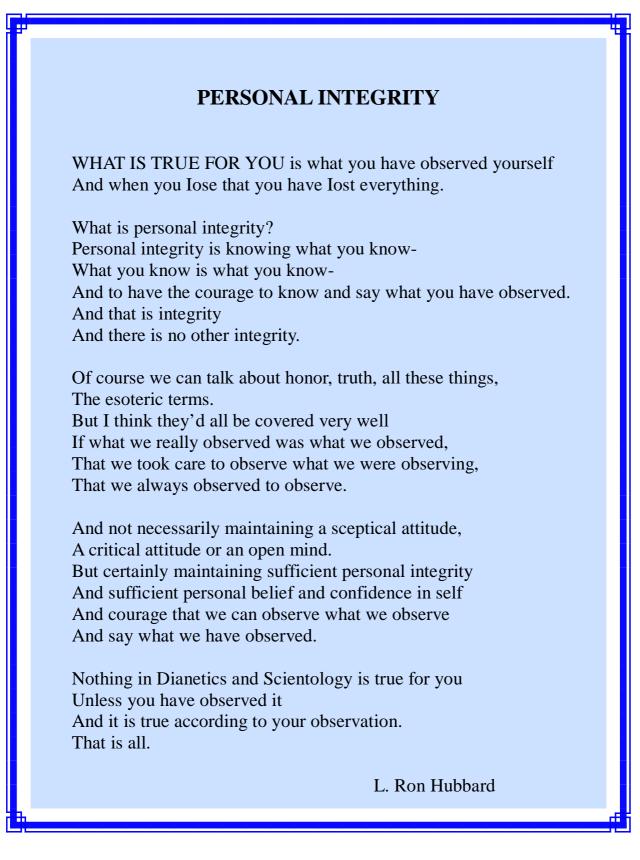
Expanded Know to Mystery Scale

But you get a condensation of knowingness. A condensation of knowingness occurs down to lookingness. One has something to look at. And then this condenses and we get emotion. And this condenses and we get effort. And this condenses and we get thinkingness -you know, figure-figure. And this condenses and we get symbols. And the symbols condense and we get eating and the eating condenses and we get sex and the sex condenses and we get mystery.

Now, we could go on down south again and say, below mystery we get peering. And below peering, why, we would of course get misemotion. And below misemotion we would get horror of effort. And below horror of effort, why, we would get something on the order of a circuit instead of thinkingness, you see.

And below this circuit, why, we would get incomprehensible symbols and sciences like psychology. And below, and below this circuitry we would get indigestion. And below indigestion we'd get sterility and impotence. And be-low this, why, we would get unconsciousness.

> Native State Not Know Know About Look Emotion Effort Think Symbols Eat Sex Mystery Wait Unconscious



Group Starter Kit for Scientologists

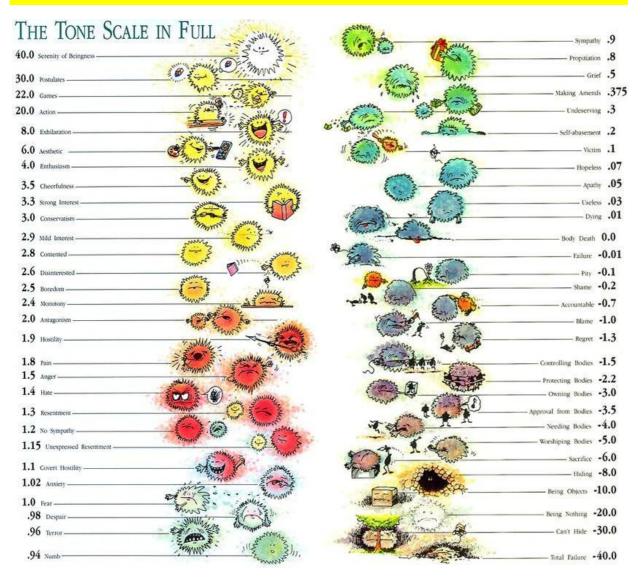


A Handbook for Field Scientologists Starting up a Group

Published by The Association of Professional Independent Scientologists.

Get your Free Group Starter Kit today! http://independent-scientologists-association.net/start-a-group.shtml

The Tone Scale in Full



The Tone Scale

Understanding is composed of Affinity, Reality and Communication. This triangle tells us that the co-existent relationship between affinity, reality and communication is such that none can be increased without a resulting increase in the other two and none can be decreased without decreasing the other two. Of the three, communication is by far the most important. Affinity and reality exist to further communication. Under the heading of affinity we have, for instance, all the varied emotions which go from apathy at 0.1 through grief, fear, anger, antagonism, boredom, enthusiasm, exhilaration and serenity in that order. It is affinity and this rising scale of the characteristics of emotion which give us the Tone Scale.

Scientology 0-8. The Book of Basics

Daily do list from Ron

Here's a brief quote from Professional Auditor's Bulletin (PAB) No. 6, which I offer as a fair use quote for educational purposes:

"Now you happen to be using a body. Before we worry about your mind let's clean up the primary communication relay point, the body. And for two weeks, let's do these things:

1. Clean up your MEST, get done the various odd jobs you've "been meaning to do."

2. Bring yourself up to date socially and give a letter or a ring or a personal call on people you've neglected.

3. Take a one-hour walk every day, simply starting away from home very early (dawn is best) for half an hour and then walk back, a different direction every day. (If you can't walk, get out in the yard and throw things for half an hour. If you can't throw, spit at something for half an hour -- and I mean throw and spit literally.)

4. Get a physical examination and if anything is chronic get it cured.

5. Take twice a day 100 mg. of B1 (200 mg. total) and supplement it with 250 mg. of vitamin C.

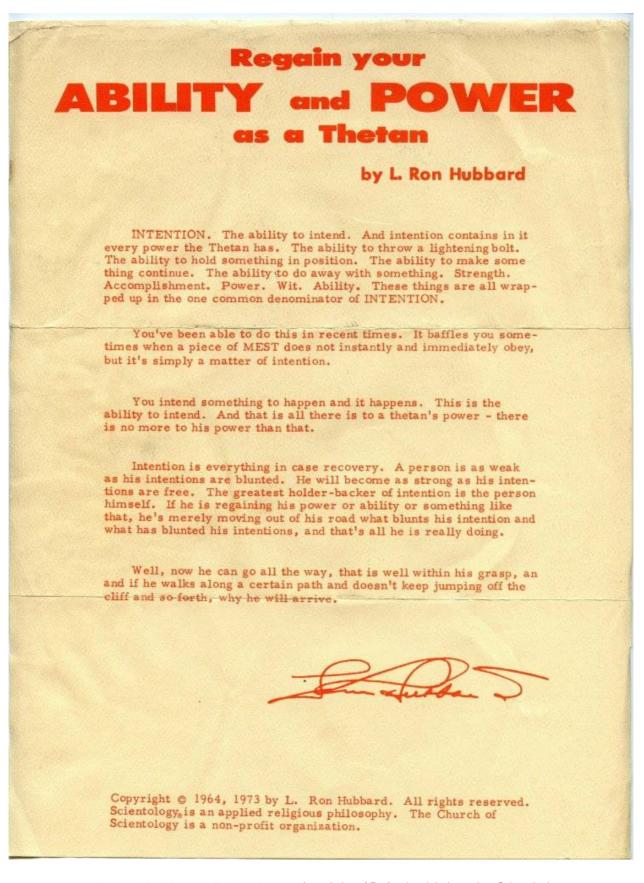
If you will do these things, you will be ready in a couple of weeks for some auditing. And if you feel you're in such top condition you need no auditing, I dare you to do the above and feel the change."

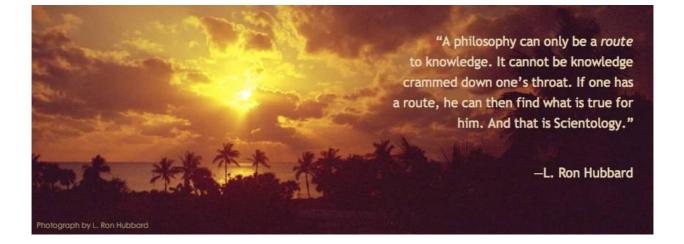


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Newsletter of the Association of Professional Independent Scientologists





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