Ability

MAJOR ISSUE 165
NOVEMBER, 1964

BY-PASSED DEFINITION ISSUE

STUDY AND EDUCATION by L. Ron Hubbard

Three Categories of Auditors

Current Policies Orgs and Franchise



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STUDY AND EDUCATION

by L. RON HUBBARD

(Excerpts from the taped lecture of 13 August 1964)

The whole subject of education has as its end product the accomplishment of certain doingnesses. Education which doesn't lead toward this is pure dilettantism. Dilettantism is defined as not intending to do anything about the subject except annoy one's friends.

A subject for which the purpose is not delineated will die away, not only in the society but in the individual.

A live study is one which has purpose, it has a use, and a dead study is one which hasn't any use, or whose use has not been defined to the student. A person cannot become educated in a dead subject because it has no end product.

For an educational subject to continue to exist it has to have a purpose which can be seen to be an attainable action. The value of a subject depends simply and wholly upon the value of attaining that stated purpose.

An education achieved is remunerated to the degree its service is understood to be valuable. It is not remunerated one penny more. So there must be some mistakes in education because many subjects are highly remunerated that are not held to be valuable by educators.

A subject is also remunerated to the degree it is understood as well as needed. The continuing need of a subject can preserve a subject; if a subject continues to be needed it will be preserved. If a subject comes down the millenia it is only because its purpose has been understood.

Law: The number of opportunities to fail are directly proportional to the length of the training approach. There is a proper length for training in a subject: not so long it needlessly multiplies opportunities for failure or so short a gradient that the student goes into a confusion.

(continued on page 5)

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The HGC is offering By-passed Definition Intensives. What is a By-passed Definition Intensive?

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Have you ever wondered why you have no trouble with some subjects, and others you start with enthusiasm only to drop quickly, or you keep studying a subject for years and still feel you haven't made the headway you had hoped for? Well, the reason why is simple. Somewhere along the line you have gone by a word or words related to that subject which you haven't understood.

Right now, at the HGC, you can with skilled assistance recover those lost or dropped interests and what's more, increase your ability in those fields.

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Class VI Auditors direct the Hubbard Guidance Centers under the supervision of L. Ron Hubbard.

Write to The Registrar, 1812 19th Street, N.W., Washington, D.C. 20009. Telephone ADams 2-6296.

(Other Central Organizations and City Offices are listed on the back cover.)

Definitions: A Hubbard Guidance Center is the auditing division of a Scientology Central Organization or City Office.

An Intensive is a number of hours (usually 25 hours in one week) of auditing given to one individual by a trained Auditor.

(continued from page 3)

There are three educational errors which produce mental and physiological reactions. The first is: Education in the absence of the mass in which the technology will be involved causes the student to feel squashed, bored or exasperated.

The second, too steep a gradient, produces a confusion.

The third, by-passed definition, gives at first a blank feeling. The manifestation of a "blow" from course has been found to stem from an uncomprehended or undefined word.

The remedy for the first error is to supply some of the mass of the subject for the student to handle and use during the course of study. The second is remedied by cutting back, finding what action the student understood well, then locating the missing point of the gradient.

The third is much more important: the mis-understood word. This is the prime factor involved in stupidity, talent, aptitude. Aptitude can be present but inability is dependent exclusively on definitions - some word or words not understood which is followed by inability to act.

THE RESTORATION OF DOINGNESS IS DEPENDENT ON THE RESTORATION OF UNDERSTANDING THE MISUNDERSTOOD WORD.

It has a technology which is simple and very important. It enters in at the lower levels because it has to. It will be discussed at Level I; it will be memorized and done at Level II; and it follows all up the line throughout the upper Levels.

The technology of the misunderstood word is a sweepingly fantastic discovery in the field of education. Don't neglect it.

L. RON HUBBARD

The above excerpts are taken from one lecture of a series in which L. Ron Hubbard describes his recent discoveries in the field of Study. You will be able to listen to Ron's lectures on these discoveries at the Learning How to Learn Congress (which are not the same tapes which have been released to Franchise holders).

It is expected that the study data will later be available in textbook form.

Failure to understand a word leads directly to lowered I.Q., inability, and the desire to "blow" (leave compulsively).

Are there words you don't understand? For English words use a good dictionary. For Scientology words, write to the Director of Training at your nearest Central Organization or City Office. (See back cover for addresses.)

But there may be words you don't know you don't know! That's what the By-Passed Definition intensive is for.

THREE CATEGORIES OF AUDITORS

This Information Letter is meant primarily for Franchised Auditors and those interested in becoming Franchised Auditors.

The Professional auditor is a being holding a certificate, of HDA, HCA, HPA and higher, and is Classified in some Class. Completely aside from certificate and classification, he or she belongs to one of three categories:

(1) Organizational personnel;
(2) Franchised Field Auditor; or
(3) Non-Franchised Field Auditor.

Each is a distinctly different activity.

The Organization Auditor works in an HCO, HASI or Church, a Central Organization of Scientology. He (or she) occupies one or more posts in that organization, and can be considered a specialist on his post, although of course he will change posts at times. A Central Organization has high quality communication lines with Saint Hill (including telex equipment) and each person in the organization is associated with these communication lines. In order for the organization to operate effectively, it is necessary for a large amount of agreement to exist on what is and what is not done, and also on how things are done. Many of these agreements are laid down in policy, and they are intended to enable a large number of people to work together harmoniously. These agreements are the freedoms and barriers necessary for communication and function. In particular it should be noted that in the Hubbard Guidance Center of a Central Organization auditing techniques which have passed the research stage are put into action in the hands of trained Scientologists, (who are always briefed on new materials) under carefully controlled conditions for the best possible public service. Reports on HGC auditing always go to Saint Hill. Similar reports from field and Franchised auditors are not nearly as valuable, as there is no certain and easy check that all auditing conditions are correct and no unknown factors have entered into the sessions.

The Franchise Auditor has greater freedom than the auditor in the organization but less stability and co-ordination. The Franchise Auditor has less active communication lines to Saint Hill - he reports regularly to Saint Hill on his general activities and he receives information, both mimeo'ed and personal, from Saint Hill. He is given good service and mailing lists will soon be furnished him as a routine action.

A Non-Franchised Field Auditor is someone who runs his own full or part-time practice, and is the most difficult to keep track of. He does not have to report. He does not have to use Scientology professionally or otherwise. He is far more likely to fail or change his activities. His main supervisions are those imposed by the Auditors' Code and the Code of a Scientologist. He is not in receipt of the latest information. And he often drops from view. And because of this, we at Saint Hill

and Central Organizations, aren't always informed of his activities, and are therefore often unable to acknowledge him when he does help forward the general progress of man and of Scientology. And for the same reason we do not send anyone to him as we do not know (through lack of communication) that he is actually active as an Auditor. When he is successful he is startlingly so. When he fails we often do not hear about it.

So we have three spheres - the staff member in a Central Organization, known to and in close touch with Ron; the Franchised Auditor, helped by and in close touch with the Franchise Secretary at Saint Hill; the Field Auditor furthest out, in touch usually with the Central Organization of his nation.

Financially, Central Organizations and Franchise Auditors send in to Saint Hill 10% of their gross incomes to be used for research and world wide dissemination of Scientology. The field auditor may contribute but is under no obligation.

The usual evolution is for a field auditor when he has become successful, to take out a franchise from Saint Hill. And when he is better organized, to become a City Office and move closer to Scientology communication lines.

There are two varieties of Franchise holders - those who work individually, and those who band together and form a Scientology Center. These Centers often approximate small Central Orgs, with staff doing different jobs.

Franchise Centers may graduate into City Offices, and thus come within the framework of Central Organizations.

The Franchise system is an important part of Scientology, as Franchise holders can often reach into sections of the public not so easily reached by Central Organizations. Franchise holders often run Personal Efficiency and Hubbard Apprentice Scientologist courses for the people they contact. When members of the public have taken these courses with Franchise holders, they may, and often do, go to the nearest Academy of Scientology (at a Central Organization) and become professional Scientologists themselves.

Franchise holders have at Saint Hill a Franchise Secretary to whom they send in their weekly reports and from whom they receive advice and help on their problems. He can keep a broad view on activities all over the world, and thus has a different and very useful viewpoint. The Franchise Secretary is familiar with organization policy and can advise when some part of it might be useful to a Franchise holder (choice of whether or not to use it lies of course with the Franchise holder.) The Franchise Secretary will normally have worked in the field and thus be familiar with field auditors' problems. He will be familiar with many past experiments (in dissemination, administration and training) which have been found successful or unsuccessful, and thus his experience can be used to help or prevent an experiment being tried which has already been tried according to its degree of successfulness. The Franchise holder would be at liberty to try either in his area, and so would have the



JANUARY 1, 2, 3, 1965

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VITAL NEW TAPED LECTURES ON THE SUBJECT OF STUDY BY L. RON HUBBARD

benefit of the Franchise Secretary's comments on the situation.

With the advent of new data on Study, which will be issued in a book for a very broad public, together with a number of other technical advances, we are planning for a large increase in the number of people seeking Scientology. Franchise holders have a large part to play in this. In order to prepare for this increased demand it is requested that Franchise holders who have gone out of communication with the Franchise Secretary get back quickly into communication (we wouldn't want to have to drop these as Franchise; however, sending reports to Franchise Secretary is part of their Franchise agreement.)

Also to prepare for an increased demand on their services we would like all Franchise holders to review their operations and consider whether they could handle effortlessly two or three times as much traffic. Then we would like them to let the Franchise Secretary know the result of this review, any plans they are making for handling increased traffic, and any questions they feel the Franchise Secretary might be able to help them with.

The services of Franchise holders and unfranchised field auditors in the past are much appreciated. They have maintained themselves as Scientology terminals for the public in circumstances which were at times more than difficult. Their willingness has been great.

Since April Ron has been stepping up the rate of expansion with sound promotional programing.

The future looks very busy. Those of you who are game for more activity, who are willing to help more people (more effectively with newer material) are thanked in advance for your co-operation.

We have eight dynamics to create survival on!

by Anthony Phillips
Franchise Secretary WW

HASI INTERNATIONAL MEMBERSHIPS

After December 31, 1965 - $30 per year. Brings you ABILITY, PROFESSIONAL AUDITORS' BULLETINS, and THE AUDITOR. Discounts: 30% on Training and Processing, 10% on books, meters and tapes.

HASI LIFETIME MEMBERSHIP $75. Discounts: 20% on Training and Processing, 10% on books, meters and tapes.

International and Lifetime Memberships discounts are additive. The money from memberships is all used for dissemination.

Until January 1, 1965, the International membership fee is still $15.

PERSONAL EFFICIENCY FOUNDATION, Washington, DC

PRESENTS:

THE PERSONAL EFFICIENCY COURSE

Five evenings per week, from 8:00 p.m. to 9:30 p.m. Lectures on the Anatomy of the Human Mind are presented with the intent and purpose of clarifying previous misunderstandings about the mind and to give actual and true information in regards to WHAT CAN BE DONE ABOUT IT.

We all have minds, we all have misunderstandings about the content of the mind and the effect that it has upon our daily life. Here is the chance to learn the realities of this mind of yours.

Each lecture is demonstrated. Come in and learn what the mind is and what it continues to do to YOU.

No charge.

THE CO-AUDIT CLASS

Held to ensure that each person has the opportunity to take part in low-cost, high-gain results from Scientology processing.

Monday, Wednesday and Friday evenings, 7:30 to 10:00. Fee: $7.50 per week.

SUNDAY EVENING CHURCH SERVICE

Held each Sunday evening from 7:30 to 9:00. A lecture is given on some aspect of life and the spirit and there is also Group Processing.

We are an ALL denominational Church. All people of all faiths are invited to attend.

Notice to people outside of the Washington, D.C. area:
P.E. courses and services are given by other Scientology churches (see inside back cover) and by many franchised auditors (see the Yellow Pages or write to the Franchise Secretary, WW, Saint Hill Manor, East Grinstead, Sussex, England).

CURRENT POLICIES ORGS AND FRANCHISE

HQS COURSE PERMISSION

As of this date, no further permission to teach HQS courses will be granted to Franchise or Field Auditors.

Existing permission for Franchise Holders to teach HQS courses will expire on January 1, 1966.

The reason does not lie in poor teaching. The HAS course has been expanded and is well designed and effective and is adequate and long enough to receive a good fee.

From this date forward permission to teach HQS will be given only to Central Orgs and City Offices.

FRANCHISE SOON TO BE REQUIRED FOR HQS

As of January 1, 1966 the teaching of HAS or PE courses may be done only by Franchise Holders.

As of that date the general permission to any field auditor to teach HAS or PE courses will be ended.

CITY OFFICE AND CENTRAL ORG COURSES

Eventually City Offices will be teaching HAS, HQS and HCA. Central Orgs will be teaching HAS, HQS, HCA, HPA and HCS courses. In 1968 Central Orgs will also be given permission to teach HAA and HSS.

FRANCHISE BECOMING CITY OFFICES

Successful Franchise Centers may become City Offices on application if their record and activity as a franchise holder is adequate.

The requirements of a City Office are (a) corporate regularity by which is meant their incorporation must be passed upon and in accordance with policy, (b) adequate premises, (c) the presence of a full time HCO Area Sec., (d) training of someone in org administration at their central Org.

MEMBERSHIP SALES

No Franchise Holder may sell memberships. International and Lifetime Memberships may be sold only by Central Orgs and City Offices.

All Membership money received by a Central Org or City Office must be paid into the HCO Book Account of that office and this money is used for dissemination. Salaries and general org bills may not be paid from the HCO Book Account.

Franchise Holders receiving requests or monies for membership must forward the matter to the Central Organization, referring the requests and sending the money in its entirety. There is no commission.

This does not restrict a Franchise Holder from advising memberships - and indeed he should do so as he will receive the benefit of it directly, membership monies being invested mainly in advertising of books and assisting his own sale of these as well as bringing other indirect benefits.

MEMBERSHIP DISCOUNTS

Membership discounts on training and processing amount to 20% for a Lifetime member and an additional 30% for an International member. These discounts are additive, making a 50% discount in all for training and processing.

Membership discounts on books, meters and tapes are never more than 20%. An International membership gives 10% and a new Lifetime membership gives 10%, making the total of 20%.

Old Lifetime memberships, bought prior to November 15, 1964, give a 20% discount on books, meters and tapes which will be honored. But in this case an International membership is not also added.

MEMBERSHIP NON-REFUNDABLE

No membership monies are ever refundable even for a portion of a year since the purchaser of one usually receives many times its value in discounts within a few days or months.

An International membership is necessary to keep a certificate in force.

A Lifetime membership costs £ 25 Sterling or $75.

An International membership £ 10 Sterling per year or $30.

FRANCHISE NOT BOUND BY DISCOUNTS

Franchise Holders do not have to give discounts because their book buyers, pcs or HAS students have memberships. But they may do so if they wish to to bona fide members. They do not however receive membership monies but if any is offered, as above, they should send it at once to the Central Org. A Franchise Holder may persuade the student or pc to send the membership fees to the Central Org and then grant the discount as this all helps only dissemination and a boom, after all.

A Franchise Holder may not grant membership discounts to non-members.

FRANCHISE PROCESSING FEES

Franchise Holders must keep to the scale of processing fees announced by Central Orgs for each year. These are precisely calculated. However he can charge <u>more</u> than this amount if he wishes.

INCREASE OF FEES

A Central Org or City Office can also charge more for special auditors or considerations and for courses of higher levels above HPA. In fact any demand by a pc for a special or particular auditor or class of auditing should be cared for by an increase in fee for that particular person or level of service otherwise it could not be delivered.

R6 auditing should be double or treble any usual fee, with discounts allowed on the higher fee.

In November of this year (1964) and September of future years all Association or Organization Secretaries meet under the Continental Director to set the auditing and training fees for the coming year.

Other prices (HAS, etc.) are set by the Continental Director of the zone.

BOOK PRICES

Book, tape and meter prices are not uniform, Continental Zone to Continental Zone. U.S. and U.K. prices are on a parity of one pound equals three dollars for easy computation and to make up for exchange delays and fees.

Other Continental Zone book prices are computed on the cost of books generally in the area plus handling and shipping charges.

These prices are published from time to time in "The Auditor".

Central Org and City Office discounts are included in HCO Policy Letter of Oct. 19, 1964.

FRANCHISE BOOK DISCOUNTS

Franchise book discount is 33 1/3 % now whether the book is is bought from Saint Hill, Washington, D.C., a City Office or a Central Org BUT this discount may not be given unless 25 or more books are bought at the same time. Otherwise only any membership discounts to which he is entitled apply to the Franchise holder.

BOOK HANDLING CHARGES

All shipping and handling charges are contained in the price of a single book sale from Saint Hill or Washington on the new price list effective January 1, 1965. This is absorbed by Saint Hill or Washington.

Central Orgs, City Offices and Franchise Centers may still charge postage as is customary in mailing in the past.

Also, on lots of more than one book ordered from Saint Hill or Washington, postage and handling are added to the price of the order. But if from a Central Org or City Office the payment is received with the order in cash, Saint Hill and Wash-

ington will waive postage and handling. They will ship at the airmail price or the surface price as requested and in accordance with the proper amount received. Central Org, City Office and Franchise Centers receive all their discounts on the book prices published in "The Auditor". They need to pay for air shipment on quantities, only the air mail price quoted if cash accompanies order. By cash payment at the surface price they may add the actual air cost but will find it amounts to the same thing.

Central Orgs and City Offices may have books on credit where their payments are not far behind already, but must pay the postage and handling fees in addition, as we cannot carry these on credit, being due and owing at once from us by the shipping companies and agents.

NO CREDIT

Credit is not extended at Saint Hill or Washington to Franchise holders or members on books, tapes or meters as it makes too much accounting.

NO SHSBC DISCOUNT

No membership discounts are given at Saint Hill on the Saint Hill Special Briefing Course as no membership money comes to Saint Hill.

MEMBERSHIP NOT PART OF 10%

No 10% administrative percentage is to be sent to Saint Hill on memberships sold. It all goes into the HCO Book Account in the area where the membership is bought and is not part of the organization's weekly gross income. Membership monies go to dissemination.

SAINT HILL DISCOUNTS TO MEMBERS

Saint Hill, however, grants the standard membership discounts as above on all books, tapes, meters and insignia, etc.

FRANCHISE DISCOUNTS LIMITED

Franchise Holders may not have membership discounts in addition to their 33 1/3% discount on lots of 25 or more books.

There is no discount other than membership to Franchise Holders on tapes, meters, insignia, etc., but the membership discount is granted where their memberships are in force.

L. RON HUBBARD

(The above is HCO Policy Letter of Oct. 31, 1964, Issue II.)

EXTENSION COURSES

We have two home study courses covering the basic books in Scientology. They are the HCA Extension Course and the HCS Extension Course.

The books covered are as follows:

HCA EXTENSION COURSE

Tablet "A" - "Dianetics: Modern Science of Mental Health"
Tablet "B" - "Science of Survival"
Tablet "C" - "Advanced Procedure and Axioms"
Tablet "D" - "Scientology: Fundamentals of Thought"

HCS EXTENSION COURSE

Tablet "E" - "The Hubbard Electrometer"
Tablet "F" - "Scientology 8-8008"
Tablet "G" - "The Creation of Human Ability"
Tablet "F" - "ACC Clear Procedure", "Scientology Clear Procedure"

The cost is $12.50 per tablet or $50. for each course. In addition, of course, there is the cost of each textbook, the paper and envelopes and the postage to me here in D.C.

The purpose of the Extension Course is to help students to thoroughly understand the basic books of Scientology and Scientology itself and to prepare the student for further training.

All the recent data on the importance of understanding the meaning of WORDS points up the value of the Extension Course.

A further purpose of the Extension Course is to encourage the students to reach their goals and to set higher goals through an understanding of Scientology.

The Instructors grade and place students' lessons in the return mail within 24 to 48 hours of receiving them and give assistance to students as necessary.

They will be happy to have any of you who are interested as students on the Extension Course and will help you in every possible to achieve a win on it.

Extension Course Director
The Academy of Scientology, 1812 19th Street, N.W., Washington, D.C. 20009.

BOOKS: Here are some of the best books for an understanding of Dianetics, Scientology, and Life.

Dianetics, Modern Science of Mental Health	$4.50
Dianetics '55	$3.50
Advanced Procedure and Axioms	$2.50
Science of Survival	$7.50
Dianetics, Evolution of A Science	$1.25
Scientology, The Fundamentals of Thought	$1.25
This Is Life (by Reg Sharpe - all others by L.Ron Hubbard)	$1.50

Order from The Distribution Center, Inc., Box 242
Silver Spring, Md. Cash only (COD in US). Add postage as follows: 10¢-first dollar; 20¢-to $4; 30¢-to$5.

The new schedule of discounts goes into effect on January 1, 1965. (See article beginning on page 11).

SCIENTOLOGY
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Scientology - Twin Cities. 2312 32nd Ave. South, Minneapolis, Minn.
The Church of Scientology of Florida. 47 SW 11th St., Miami
The Church of Scientology of Hawaii. 143 Nenue St., Aina Haina Honolulu
The Hubbard Association of Scientologists, International - Toronto. NEW DOWNTOWN ADDRESS: 81 Bloor St. East, Toronto 5, Ontario, Canada. Phone: LEnnox 3-1253