

22 February 2009

From: John Aaron Williams
To: Reports Officer RTC ←

Things That Shouldn't Be

Email from Dallas Org

Last week my wife received the attached email from Dallas Org. (Attachment 1)

I must admit that it surprised me. The idea forwarded in the promo is to create an Ideal Org per LRH ED 102 INT, THE IDEAL ORG. But getting money from the public while giving them nothing in exchange is a violation of that LRH ED as well as many other policies some of which I will name here.

At the end of LRH ED 102 INT, THE IDEAL ORG Ron states:

“Such an ideal org would be built by taking what one has and step by step building and smoothing; grooving in and handling each of its functions, with each of its divisions doing more and more of its full job better and better.

The business is always there – the skill with which it is handled and the results on pcs and students is the single important line which makes it possible to build the rest.

The ideal org is the image one builds toward. It is the product of the causative actions of many. Anything which is short of an ideal org is an outpost that can be put right. The end product is not just an ideal org but a new civilization already on its way” – LRH –

I reread the entire LRH ED a couple of times to ensure there were no words that I did not understand. So I am sure that when he said that, “Such an ideal org would be built by taking what one has”, He did not mean taking what someone else has without exchange to those individuals.

Every policy I have read from Ron insist that exchange always occur and that the way the church exchanges for the money it receives is via the delivery of training and processing. This is fully covered in the following HCO PL's I have listed below. I do not have spares of these so I have attached some quotes from them that apply (See Attachment 2).

- **HCO POLICY OF 3 DECEMBER 1971 – EXCHANGE**
- **HCO POLICY OF 10 SEPTEMBER 1982 – EXCHANGE, ORG INCOME AND STAFF PAY**

- **HCO POLICY LETTER OF 27 NOVEMBER 1971, ISSUE I – MONEY**

The above are just 3 of many that follow the same idea which is that you exchange a product for money. But the most important references for this idea is contained in the Establishment Officer tapes where he lays out what a product is and how exchange applies to the Church. I have the reel to reels. Please Check the following tapes: (Quotes are in Attachment 2)

- **REVISION OF THE PRODUCT/ORG SYSTEM (PART II)**
- **F/NING STAFF MEMBERS (PART I)**

Another reference that is pretty straight forward is the “*Third Dynamic Triangle*” that can be found in OODs 6 August 1970 and in the Admin Dictionary. (See Attachment 2 for the quote).

The Dallas Org needs to do the usual and follow the steps of creating an OT ORG as laid out in **HCO POLICY LETTER OF 14 JANUARY 1969, ISSUE I – OT ORGS**. This reference lays out the steps that must occur before a new building is purchased and how and why the purchase of a new building should occur. The reference also explains what faults must exist when the org doesn't boom. One of these is:

“2. Cross orders – juniors setting other targets across vital targets.” – LRH –

Pushing for new quarters when they have not reached that point is definitely a cross order of LRH and the way it is being done is putting the org in an exchange condition 1 with the public. This is the 3rd org I have had contact me for money for the same reason with the same sort of exchange.

These orgs need to deliver high quality training and service per LRH policy. That is the only way to attain an Ideal Org or an OT Org in my experience.

I personally believe these staff are good people but probably unhatted and so coming up with unusual solutions to the problem of attaining an Ideal Org. They just need to do the usual and ever thing will workout. Their org will flourish and prosper and they will find themselves with plenty of cash to get bigger better quarters to deliver to more individuals.

Ron wrote many times about the need to keep the quarter clean and neat. But I always remember something he said in a tape when I start to get caught up in fancy MEST or letting people give me things without exchange. The reference is *Creating Time and Space – Responsibility* from the *OT Series* and it states:

“Possession is the way you pin people down. If you give them enough possessions you fix ‘em. You really fix ‘em. The way to ruin somebody would be to give them a million dollars. That would just ruin him. Right now there is a government on the face of the earth that is making a principle of giving

everybody money. And I'll be a son of a gun if these people don't take it. It's a sure way to ruin. To have, to have, to have, to have, to have. Dependency, dependency, dependency. It's ruinous. Because the only way to have is to create and then not have. Just create and not have. Create and not have. Create and not have will put you in full command of time and make you cause without ever getting an effect.

"And the magician wanted this answer. Oh my god, how he wanted that answer. And there it is for you. If you create, create, create, create, create, you never violate the second law of magic, "Do not be hoist by your own petard." "Do not be an effect to your own cause." The only way you can be an effect to your own cause is to keep moving up the time stream and acting after you've postulated. So you want it, if you can get it on the level of create, create, create, create, create, create then you never have *have*. You haven't got time. So how do you avoid this?

"Never borrow any money from a bank. Make it.

"Never accept a gift. Make it.

"Dealing in the MEST universe you can shilly-shally around and monkey around a little bit if you want to. Shift possessions around. Don't take 'em too seriously." – LRH –

This is true,

John Aaron Williams

YOUR HELP IS NEEDED

2009 is the year of Ideal Orgs and the Dallas Ideal Org is the launching point to catapult *every* West US Org to Ideal!

We are on the final drive to complete Dallas by LRH's Birthday and are raising the last funds for the renovations.

Scientists from across the West US are joining forces to complete this target and your help is needed to make this Ideal Org a reality!

WEST US IS GIVING LRH AN IDEAL ORG FOR HIS BIRTHDAY!



**CALL 214-572-6600 AND CONTRIBUTE
TO THE NEXT GIANT LEAP TOWARDS
THE CLEARING OF WEST US!**

Attachment 2

HCO POLICY OF 3 DECEMBER 1971 – EXCHANGE

“So we always make it the first condition of a group to make its own way and be prosperous on its own efforts.

The key to such prosperity is *exchange*.

One exchanges something valuable for something valuable.

Processing and training are valuable. Done well, they are priceless.

In many ways an exchange can occur. Currently it is done with money.

In our case processing and training are the substances we exchange for the materials of survival.” – LRH –

HCO POLICY OF 10 SEPTEMBER 1982 - EXCHANGE, ORG INCOME AND STAFF PAY

1. “First consider a group which takes in money but does not deliver anything in exchange. This is called rip-off. It is the “exchange” condition of robbers, tax men, governments and other criminal elements.
2. Second is the condition of partial exchange. The group takes in orders or money for goods and then delivers part of it or a corrupted version of what was ordered. This is called short-changing or “running into debt” in that more and more is owed, in service or goods, by the group.
3. The third condition is the exchange known, legally and in business practice, as “fair exchange.” One takes in orders and money and delivers exactly what has been ordered. Most successful businesses and activities work on the basis of “fair exchange.”
4. The fourth condition of exchange is not common but could be called exchange in abundance. Here one does not give two for one or free service but gives something more valuable than money was received for. Example: The group has diamonds for sale; an average diamond is ordered; the group delivers a blue-white diamond above average. Also it delivers it promptly and with courtesy.

Now, believe it or not, org income and staff pay depend upon which of the above four exchanges is in practice by (a) the org or group, or (b) the staff member in the group.

If no. 1 is in vogue, income will dry up with a thoroughness you wouldn't believe. Although the TV and movies try to tell one that robbery is the only way to get rich, this is not true. Those who engage upon it, whether they be stickup men, corporate con men or governments, are not long for this world. The bigger the group the longer it takes for it to fall but fall it assuredly does. And the individual who takes but does not give ends up with a deep-six in many ways quite rapidly."

HCO POLICY LETTER OF 27 NOVEMBER 1971, ISSUE I - MONEY

"Production can mean producing a service or an item that can be exchanged for goods and services.

If an activity does not produce and deliver and exchange with other activities, no money is possible.

Example: Lack of good Division 6s (Public Division) in orgs makes it impossible to exchange with the community. Equals no money.

This is what is behind low gross income.

The steps to take are, get the org so it can produce a valuable service in some volume and then exchange through Div 6 contacts that service with the community for money. Then increase the volume and quality of the service and increase the exchange through more Division 6 contacts. That builds up to a big GI that will continue to be big and not slump.

As soon as one ceases to deliver the service the exchange breaks and the GI collapses. No matter how hard you sell, if you don't deliver, you get into trouble."

Establishment Officer Tapes REVISION OF THE PRODUCT/ORG SYSTEM (PART II)

(this is at the end of the tape)

"Now I want to tell you one more thing about this. One more thing before I end this lecture, just one little thing. You're going to beat your gums and beat your gums and yap and talk and howl and scream at somebody to get producing and producing and boy do they produce and then one day you may walk into the Product Officer conference and you may find out that nobody there knows the definition of a product. So everything you are doing could completely breakdown. So part of your Hatting Officer functions are definitely get these things damn well defined. And then those hats will spring apart you'll be able to hold the form of the org and something will happen. Because if a person has a misunderstood word about product in a division he is not likely to ever be able to get a product out. And you will find in the long run, although I can give you very high school

upstairs technology, you will find out in the long run, that when you start applying it the outnesses will be so basic, so simple, that your jaw will be dropped.

It's like we take up the Product conference and they've been sitting there looking very very blank and we talk at them about the targets and we talk at 'em and we talk and we talk and they sit there and look blank and then the penny drops. They don't know the definition of the word product.

You don't think that's possible. Yes it was possible. It just happened. Definition of the word product was when some little tiny cycle of action. That was a product. Isn't that ghastly.

See everyone's working like mad to get something done but, uh, nothing. Nothing happened at the other end. Stats went down. It all went to peaces. What was the why? The definition of the word product. What is a product. And just so as not to leave you in the in thin air: *A product is a finished high quality service or article in the hands of the being or group it serves as an exchange for a valuable.* That's a product. That's a hell of a definition isn't it. It's a finished high quality service or article, could be shortened up, in the hands of the consumer as an exchange for a valuable. In other words it isn't a product at all unless it's exchanged. Unless it's exchangeable it's not a product at all.

So a staff member says, "I'm her getting out my product. Getting out my product"

And you say, "Well, where is it?"

"It's right here. It's right here. It's right here."

"Who's hands is it in?"

"Hands?"

Because even the individual staff member has to put his service or article in the hands of some other staff member before it can be called a product. Even if you bring it down that low. Much less the valuable final products of the organization. So the products of the division have to be in the hands of some other division before they are actually an internal product. And what do they exchange for. Well, inside the organization they're exchanged for support, their exchanged for this, that and their also exchanged for the products of another division.

But this thing that we're talking about when we're talking about the valuable final products of a division means their out of the org and they are out there into that other group called the public and the public has put a valuable back for them. And then they are a product. That is it. Now if you understand a product from the basis of the PL which is called *Exchange*. One of the Executive Series. All of a sudden it makes sense. Stats go up. Everybody gets prosperous, affluent and everything else.

The guy sitting there doing this little tiny cycle of action, "Oh, I've signed eighteen routing forms today. That's my stat."

Well, to la do goal.

Maybe so we do not know. Your story sounds so queer.

You will find that staff members from whom a product is demanded which is not their hat will get very unhappy. And staff members that do not have a product will also get very unhappy. But it has to be an exchangeable product. So the

word exchange is intimately associated with the word product and the whole economics. Whether you are talking about money or not is just as much the word product as the word product itself. Exchange. Product is exchange. Exchange is Product.

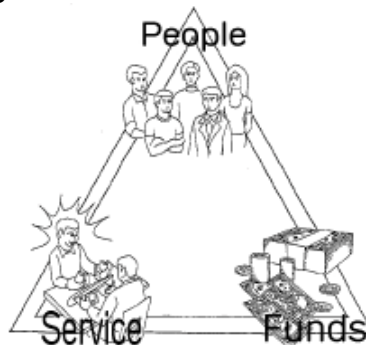
So after you have established everything let's just make sure that the Product Officer knows the definition of product as part of your hatting actions. Okay. " – LRH –

Establishment Officer Tapes F/NING STAFF MEMBERS (PART I)

"Now, I've talked to you a lot about exchange and you say, "Well, it doesn't have much to do with Scientology," and we have here on Scientology 8-8008 on page one, we have the factors. And the factors mostly concern exchange, probably've never realized that before. Before the beginning was a cause and the entire purpose of the cause, the creation of an effect. In the beginning and forever is the decision, the decision is to be. Let's assume a viewpoint and so on, and number seven is "And from the viewpoint to the dimension points there are connection and interchange. Thus new dimension points are made and there is communication." Exchange. The truth of the whole thing is that a thetan does what he does so that he can exchange, and if a thetan can't exchange anything, he gets very miserable and very unhappy and that is one of the reasons why production is the basis of morale, elementary. So therefore when I talk to you about exchange, I'm talking to you really about the factors and if you want to look into those, study it over, you'll see that it all fits. It's the way life runs."

OODS 6 AUGUST 1970 & ADMIN DICTIONARY

"**THIRD DYNAMIC TRIANGLE**, I wonder if there isn't a third dynamic triangle like the ARC Triangle that goes:



Maybe People are A, Service is R and Funds is C. Sort of a solid ARC triangle. Seems to work that when you drop out people you drop out service you drop out funds. An org that dismisses staff to save money drops service and

winds up with a high debt. In an org when I manage one directly, I always push up numbers of staff, push up service and the money rolls in. There is a contrary fact. Governments use tons of people, absorb tons of funds and give no service and are largely out of ARC. So it isn't just numbers of people that made the A. "People" probably needs a special definition. It may be "beings" or "productive individuals" or people in affinity with each other." – L. Ron Hubbard –

HCO POLICY LETTER OF 14 JANUARY 1969, ISSUE I – OT ORGS

“Some guys are so bad off they set targets like “move the mountain” and give one and all a big failure. Since there’s no way to do it and probably no reason to either. That’s an SP target. So what **MUST** be done means just that. What is vital and necessary. Not what is simply a good idea.

Here’ some **MUST** targets as examples:

- A. Get tech delivered 100 percent in the org itself.
- B. Get the public aware of its being delivered and wanting it.
- C. Get the admin machinery in to get the public in and out.

Or another series:

- D. Get 10,000 trained auditors into the org field.
- E. Get the public aware of the project and wanting training.
- F. Set up terrific 100 percent snap-pop courses to handle the flow.

Or another:

- G. Get a £100,000 reserve cushion.
- H. Get all Accounts staff and executives checked out on finance policy.
- I. Shove the throttle down on promotion.
- J. Deliver fantastic service.
- K. Get enough tech people in training to handle the flows.
- L. Find bigger, poshier quarters to handle the flow *when* it rises.
- M. Get all staff onto the OEC to diminish flow line flubs.

You get the idea.”