



INTERNATIONAL MANAGEMENT BULLETIN No.116R

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

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

30 December 1987
Updated and
Reissued
10 April 1989

COMPLIANCE REQUIRED FROM ALL ORGS AND UNITS

URGENT - IMPORTANT

SOLVE IT WITH SCIENTOLOGY®

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

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

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

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

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

UNUSUAL SOLUTIONS

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

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

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

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

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

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

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

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

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

DOING THE USUAL

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

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

1) Get your org or unit producing valuable final products in volume. Without volume of valuable final products, there will not be sufficient income to support the activity.

2) Get in correct sources of income for your org or unit and demand that standard actions are done to get income from these sources.

3) Get in standard Finance Policy with on-Policy PO system and Financial Planning as the correct handling for funding and getting required expenses covered as per OEC® Vol 3 Policy and the Finance Series HCO PLs. Ref HCO PL 18 FEB 1982 CHANGING WORKABLE FINANCE SYSTEMS.

4) Get your org PROMOTING now now now. Ref HCO PL 21 JAN 65 REV. 5 APRIL 65 VITAL DATA ON PROMOTION and HCO PL 30 JULY 1968 GROSS INCOME SENIOR DATUM.

5) Insist that Reges and other income making personnel are being put on post and are crammed on Big League Sales. Only registrars who don't know how to close will engage in unusual solutions or fail to sell services in volume. Ref HCO PL 26 OCT 1975 GROSS INCOME/CORRECTED GROSS INCOME RATIO and LRH ED 236 Int EG PROGRAM #2.

6) Get your org delivery services on a flat out basis with instant service and no wait.

7) Get a real Dissem Division put there which will promote and disseminate to your CF. An on-Policy Dissem Div will make far more income for your org than anyone can waste. Your own CF is a gold mine of GI and if your income is low, it is simply because your CF is not being used and no standard Div 2 actions take place. Ref HCO PL 30 JULY 1968 GROSS INCOME SENIOR DATUM and HCO PL 18 NOV 1969 CENTRAL FILES - VALUE OF.

SOLVE IT WITH SCIENTOLOGY

The maxim is to solve it with Scientology.

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

The least we can do is to USE that Tech.

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

Keep Scientology working in all aspects.

There is no other road to travel.

SOLVE IT WITH SCIENTOLOGY

GI EXEC INTERNATIONAL

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AVC INT

for
CHURCH OF SCIENTOLOGY
INTERNATIONAL

I:AVCI:JU:cn.jag

lex:

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Page 2, 1st quote © 1964 LRH

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