

ASSOCIATE NEWSLETTER NO. 6

[1953, ca. early July]

This is a brief one about organization. It has taken me three years to try to fit some kind of organization and some kind of processing to our present society. You may think that founding a science was tough—tougher has been organization. You've no idea of the state of managers in the United States today and you've no idea of the incredible occurrences in the early foundations. Well, just as we are beginning to get national polite recognition (*Time* June 8, *Medicine* and other publications) we have, I do believe, an organization which (1) can't be swept away by carelessness or organized attack, which (2) gives us the benefit of versatility on the part of many managements, (3) permits me to investigate, write and publish without terrific economic duress (for it would stun you to know that NO earlier organizations spent a thin dime on this one), (4) which permits a service organization, the HAS, to provide publications and national service, and (5)—most important—which gets the job done.

I have been some time trying to evolve what we are doing. It's quite one thing to plan a thing, quite another to see it go into action in MEST. I've made a lot of fits and starts trying to straighten things out with everybody's agreement and liking and I think, from what I hear from you, that we've just about got it in the following form:

The associate schools train to an HCA level, giving whatever courses below that rating they desire, such as basic and group courses. A unit, more or less the HAS, gives a correspondence-associate assist course in the history of psychotherapy, psychology, general semantics, electronic brains and Freudian psychotherapy; this comes before, during or after HCA training and is not required for an HCA. With field practice and this correspondence course, the HCA qualifies toward a doctorate. The doctorate course is a very high level course and leads to a very superior degree ranking with or above psychiatric degrees. What we call doctorate schools teach lower level courses and the doctorate course (otherwise they wouldn't be able to survive until we had the demand for the upper-upper level course) but someday become a sort of university finishing school. An HCA who finishes his general correspondence course and does a lot of field work can qualify for an HGA as a designation to denote experience and senior standing. Thus we have the ratings of Group Auditor (GA), HCA, HGA, B.ScN. (pending doctorate) and D.ScN. (awarded from a very high source abroad). There would be an additional course but it wouldn't, at least at this time, be a course leading to anything but better auditing; I get occasional requests to be studied with and someday I'll have to run a clinic to make this possible, but this matter is no great concern to an associate for the only people who are demanding it are real old-time HDAs and HCAs. Associates also run clinics if they choose and clinics exist without schools. This is pretty clear cut and agreed upon amongst you, from what comment I have had, and follows a general trend.

The HAS on its part issues to every student the moment he is enrolled and paid up in the associate school and has his name passed into the Philly HAS, a set of 50 course books, a *Self Analysis*, a *Handbook for Preclears* (so he'll have the Axioms) and a copy of "This Is Scientology." He is put on the PAB list as a conditional professional member and is made a conditional professional member of the HAS. He is also sent, thereafter for a year, the *Journal of Scientology*. On graduating the associate airmails his name to the London HAS and a letter of award of HCA is immediately sent to the student direct or via the associate as indicated and is followed by the regular certificate (since the latter takes a little time to prepare and sign). When the letter of award is issued, a card as professional member of the HAS is also issued.

The associate sends 15% of the enrollment fee of the student to the HAS in London and remits on the first of each month. This fee is divided between the HAS for books and materials and membership and myself for the purpose of PABs and maintenance. The 15% fee includes all books and materials as above, professional membership for the student, the *Journal* et al and should, by reason of materiel, make the course more saleable by the associate.

The associate could have on hand a few sets in a neat package for his prospective students and could order replacement sets rather than direct sets for the student in the interest of cutting down the time it would take for the student to receive the course booklets which, presumably, would be immediately necessary for the student's training.

The HAS would, in view of this support, cease to try to make money or exploit Scientology for its own maintenance and would exist as a general promotional organization for the various associates, publishing the *Journal* and books in order to net a wide interest level from which the associate could profit. The *Journal* would carry associate ads without charge, would keep auditors interested via the PAB, would place book and subject ads in various national publications on a very professionally high level and would, in short, keep its nose clean.

The mailing lists of the HAS would be available to associates by area or in general, at postage and handling costs. The London HAS has automatic addressing and addresses on tapes. The HAS would then be a mail address center.

Aside from general book circulars and special issues (for promotion) of the *Journal*, nothing else would go out to the HAS mailing list. The member and subscription lists would, of course, get their publications.

Now it happens I know this will work because it is more or less working right now. All the pieces are in place on the board for things to go this way and nothing new is needed to make this work, for it is already working without much confusion. Things sort of drifted in this direction.

You have now in existence three possible methods of handling associate fees. The first is ten percent straight on all fees; the second is \$55 per certification; the third is 15% of training gross and all books furnished the student. These systems have been worked out from various suggestions by associates. I advocate the 15% of gross for all associates and doctorate schools because it means a large saving to the associate in terms of books and means more books in student hands, for I don't say there that the associate cannot charge a little more for including the books. You can choose any one of the three but it is my hope that we can standardize on the 15% and stop changing it around to agree with this associate or that one and so that my office can get back its sanity in bookkeeping.

The associate, by this system, obtains a much more saleable course and takes out of existence HAS competition which comes about when the HAS exchequer drifts too dangerously low. The HAS can exist then to interest the public for the associate and to keep the HCA happy, for an unhappy HCA can really hurt one's activities.

This would permit us to continue calmly on without much mad scramble to a point where we are the training and guiding units of psychotherapy in general for the U.S. We are trending that way with no strain. All we've got to do now is keep turning out good auditors and getting results and in two to five years, we'll be the say-so, each in his own area, of who mans the sanitariums and who runs child guidance in the schools. Medicine and psychiatry started much too late to do something about it.

Now here and there you see Mongreology, an original duplicate of what we're doing, start up and attract a lot of people. One, Conceptology in San Antonio, is the latest flash in the pan. Don't worry about these. They help us real fine. The people they attract get educated enough, eventually, to wonder what the basic science is and because, whatever you may think, I get lots of real good notices and publicity, they'll come right over to get the whole story from us for, believe me, we've got a three-year lead on any upstart and we're publicly miles above any hangdog "Dianetics is all right but Hubbard is no good" outfit. The latter attitude almost always brings me an eventual letter which says, "They kept telling me you had something awful wrong with you and they kept saying it so hard I finally decided you must be okay . . ." etc. etc. etc.

These beavers all chew and chew and chew and when they drop the tree, there it is in our pond. Been doing that now for three years. The bad press I've had is getting older and older. It takes two to three years for a reputé to alter or blow over and our various opponents shot their bolt. They shot it so hard that now very few believe them about anything. It's like the kid that cried wolf. Well, however fatuous this may sound to you, however impatient you may be about a lot of things, how do we really profit by our past? We simply saw wood. Now is the time to get calm and conservative, to be vested interest. We aren't the wild-eyed revolutionary any more because we've been around too long. We're on the verge of being the marble-fronted, soft-spoken voice of calm authority on the subject of psychotherapy. We better be what we are. All we've got to do is be what we are—an organization which has really taken a beating but which learned how in the meanwhile. And we'd better realize that our strength lies in a good friendship one for another, unit to unit, and a realization that while we'll never have the glory of hanging desperately for our Cause, we'll have the satisfaction of occupying the fort for an awful long time to come.

Do you know that your total enrollment as of now is almost five times the student enrollment at the peak of the "boom"? As an organization we have three times the membership of the foundations at their height? Do you know you are partners with schools in every quarter of the globe? That the course you are teaching is also being started so close to the Russian border that the Russ guards are visible from the window? That the pcs we used to sweat hard over are easy today? That the most ancient things we know are becoming big news to the professional world? You might be a little stuck on the time track and if so, think about these things for a minute. And think about this- they've been howling about my "reputé" for three years and for three years I've kept on working and producing toward the same goal, and year by year, in terms of processing, your reality has come closer to my cursed optimism.

Well, I ought to be optimistic. I've never known otherwise than (1) that this was a tough fight and (2) that it was going to be won.

The biggest part of the winning of this fight has to do with you. The continuous support and loyalty and hard work of most of you has more than offset the attacks upon. You've been mauled around and doubted and you've stuck your necks out and you've stayed in there with preclears and fought the same economic fight I have. I don't forget things like that and I appreciate them.

On the matter of techniques, SHORT 8A has been breaking up occluded cases rather easily even if the auditing is not very brief. I know actually and truthfully of only two processes now which break up easily the second type of occluded case. Occluded cases can be broken into two types—one type which is black and on almost any process well applied comes out of it, the incident being simply an incident in which the pc is stuck. The other type of occluded case is that one which is not only occluded, it will not let anything happen; the first method of solution I used was a sort of auditor personality approach in which I gently led the attention of the pc into a security and confidence of being able to see his facsimiles by coaxing him patiently through light locks. The other technique is recent. Results with all our techniques have been, in the hands of auditors, very spotty on the second type of occluded case. Call this second type not just a V; call it a RESISTIVE V. This case, as I knew when I released SOP-8, is not solved by SOP-8 unless one puts in many-many-many hours on alternating V and VI. That is a very tough sled to pull. Hence there is SHORT 8A, and SHORT 8A is a rote process for the resolution of the RESISTIVE V.

Thus if you have a few RESISTIVE Vs around, wait until I get SHORT 8A into your hands rather than waste much time with them, for they break an auditor's heart with their "Nothing Must Happen Or Change." This is a mechanical condition and doesn't yield to pulling postulates. The pc can't help it. I am writing up the notes on SHORT 8A for there's a lot of technology behind it even if it could be done without much training. So it will be with you soon.

Ron