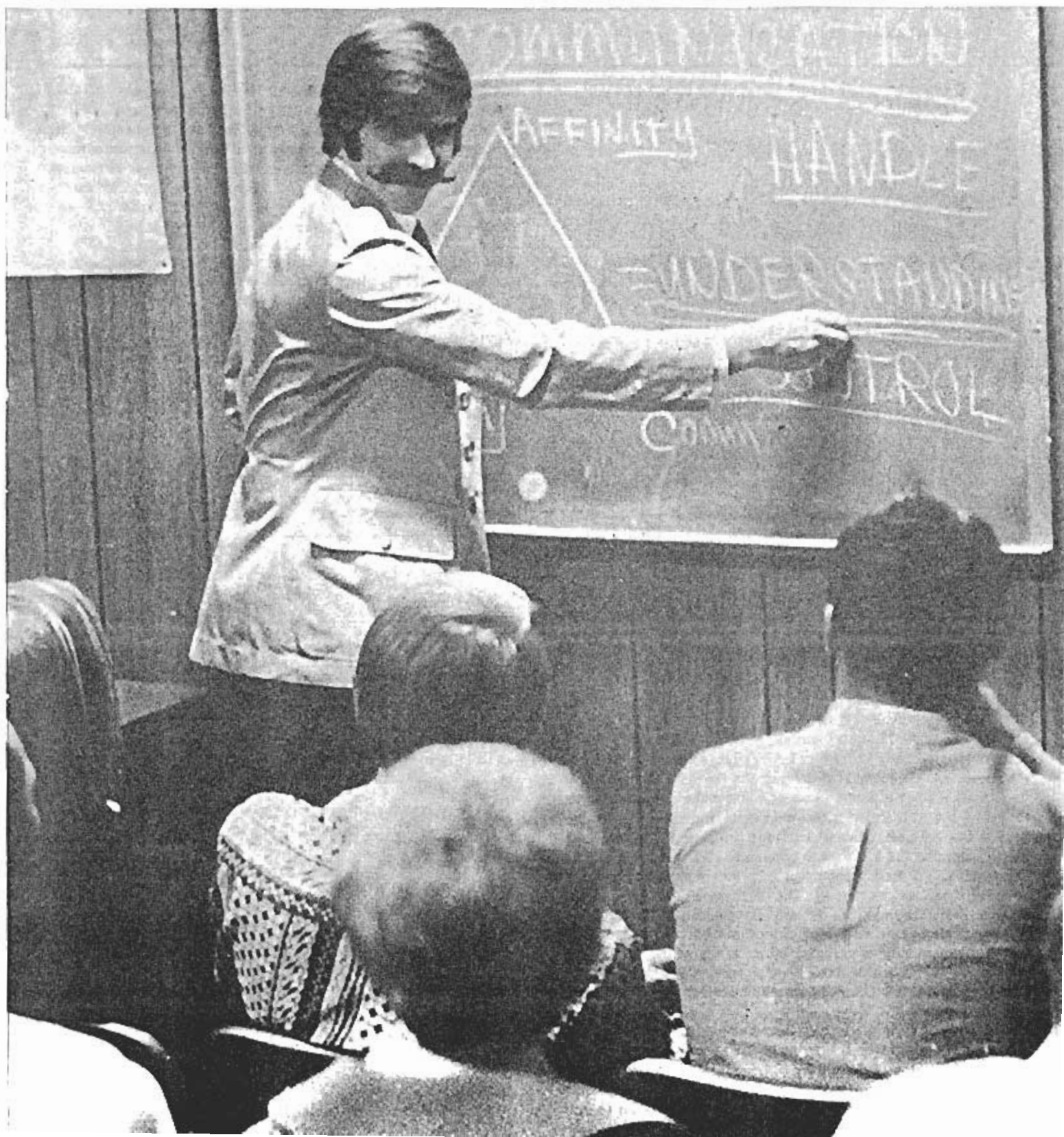


CENTRE

number 5

THE FRANCHISE MAGAZINE

Editor: Mike Davidson, St. Hill Manor, East Grinstead, Sussex, U.K.



COVER PHOTO

Our cover photo shows Ted Ott of Scientology Denver (director, Chic Chicacos) emphasising a point on ARC to a class of new-comers during one of his regular "Intro-lectures" in Denver.

Ted regularly has 40 or 50 people attend his lectures during the course of a week, and this activity provides a steady flow of new names.

Ted points out that the end-phenomenon of an intro-lecture, according to the Gradation Chart, is the 'Recognition of Dianetics and Scientology as workable ways to bring about change and improvement.' He says, "My lecture is entirely based around this. The fact that these people are at the public lecture tells me they want to know something, so it is very simple to reach their reality level on this."

"I start by introducing myself and having them get acquainted. I then give them a very strong R-factor on

what will happen to them throughout the evening including seeing a registrar for HAS sign up, and then I get everyone's agreement on it.

"I then give them about a 15 minute run-down on the history of LRH and Dianetics and Scientology, including why Book 1 was published. I then ask for questions and if none, I show the film "Freedom".

"After the film I again ask for questions and usually get them. At the end of the evening, I route them to the registrar for HAS sign up. It's simple and fun.

"Anything other than the end result of the Gradation Chart for Intro Lecture is an over-run and should be avoided. The entire programme lasts about one and a half hours. I route the couples first, to 2 reg's when possible. I use good 8-C and maintain ARC with the ones waiting."

FIRST U.K. AWARD



Scientology Birmingham was started 3½ years ago by Don and Stephanie Ryburn. They began by hiring a public hall in the city in the evenings during the week and drawing people in by giving out leaflets in the street for testing. This was a very successful action as it was found that about 10 to 20 people per night came in for tests from about 300 leaflets. Of these about 80% came back for their evaluation and most of these either signed up for a comm. course or bought a book.

After a while they had a small comm course going, and they also had a Sunday afternoon lecture which also pulled a few new people and it helped to keep the existing group together.

The most successful action for getting bodies in the shop over the past three years has been testing. A lot of lectures to groups, clubs, societies etc, were given also. This did not show a great deal of immediate response but has, Don feels sure, contributed to the general expansion of Scientology in the area, and is now beginning to show tangible results of a greater inflow to the centre.

In the last 6 months Don has started several small groups in peoples homes in areas that are a bit too far away from the centre for people to reach. This is a very successful action as it gets the members of the group into ARC with Scientology and gets them some case gain so they feel willing and able to

Continued on Page 7

TUCSON BOOK WIN

Bill Funnell, of the Tucson Mission, directors Vern and Carol Gale, has had great success selling books. He gets about 60% success in selling DMSMH, which he finds far and away the easiest book to sell.

He says, "Book sales are no trouble to carry off if the intention is there to do them. I always make up my mind that my customer can have the book I am selling him, no matter what his financial status. That is, I have already decided he will buy it. This helps a lot, especially when he starts giving objections to having the books. One time, I "sold" a book for a penny because I knew the guy could have it and I let him know in no uncertain terms. Later, he repaid the balance of the price for the book. He had real VGI's because he knew that someone had recognised his havingness. I find a lot of people are just waiting to be acknowledged as beings. The salesman serves a real purpose here because he is actually rehabbing havingness.

"Many times, when I see objections, I try to create a safe atmosphere by mentioning other agreements to buying, eg. "Well, Mrs Smith bought one just yesterday, so she probably thinks it's OK." is great especially if Mrs Smith is well liked.

"Always I try to have the other person feel as comfortable with me as they can. It is OK for them to buy from me because they know I do not try to pressure them into something they will not like. Everyone out there wants Scientology and all it takes is a little skill for them to see

that for themselves.

"It is interesting that telephone surveys taken after the sales, have indicated the reaction to the sale to be very excellent. The people like being sold books by me.

"The only other thing is to keep doing it, door to door, at schools, wherever you can."

The Tucson booksales graph shows a very good trend, ample proof of the success of Bills' in-ARC approach.

Bill is seen in the photograph selling a book to a passer-by.



FOUNDER

This LRH article is an edited transcript of part of the tapes 5610C18 15ACC-1, OS-1, and 5610C18 15ACC-3, OS-2, "How to create and instruct a PE course, part 1, and part 2."



MORE ON P.E.

by

L. Ron Hubbard

What do you teach on a PE course? Well, you lay the most dreadful egg that any ostrich ever fell over, if you try to teach them the entirety of "Scientology the Fundamentals of Thought".

What you teach them is a very very simple thing - you teach them the basic and fundamental principles of Scientology.

The cycle of action of the MEST universe: Create, Survive, Destroy, if you can teach people that in a couple of hours, you're doing fine.

The next thing that you teach them is the 8 dynamics. This disenturbulates life, and compartments it and individuates it so it isn't a big horrible blur. If you can teach that in a couple of hours you are doing awful well.

Now you teach them about ARC, Affinity, Reality and Communication, and how you use it and apply it in the general activities of life. And, boy, if you can teach them that in 4 hours, you are a genius, just that.

Now the next thing you can teach them about is some havingness: possession, environment, contact; there is such a thing as a universe, there is such a thing as this room; things are, things exist,

and people have them or don't have them at will.

These are awful fundamental things. You can be terribly fundamental. There are some more fundamentals of exactly this nature that you could teach them, but don't try to teach them on the same course.

MAXIMUM AGREEMENT

You teach this course in a peculiar way: by getting the maximum agreement with the people you're trying to teach these things to. Now you all learned Dianetics and Scientology by hard study, application, observation, experience, rationalisation, and so forth. You didn't learn in 10 hours did you? Well, by golly, don't try and teach it in 10 hours, because you won't be able to do it. Therefore the course material on which everything depends must be something at a level that people can grasp. You'd be amazed at how complex you have to make the "Cycle of action", before people are willing to grasp it, how many examples you have to give before they suddenly see the light, how involved you have to make it

how fantastically important you have to make it before they are finally willing to grasp this thing. You can get them to define it and get them to argue with each other about the definitions of it. The fact that you would stand there and devote an hour or two to the constant definition of this one thing, teaches them that it is terribly complex, terribly important and awfully complicated. And yet it clears them up all the way and they go out of there saying, "What do you know! - people get born, they live and they die! - What do you know!" And it becomes a stable datum, and because it is one of the master stable data of the bank which you've restimulated and brought them through, you've clarified a lot of confusion for them. All you do is get them to agree on very definite basic Scientology stable data, and if you do it well, and get their participation, you will then walk that group out of there with a higher IQ boost than you would have gotten with the same number of hours of group auditing. That's a hell of a thing, but it's a fact. What they need at this level is UNDERSTANDING not processing.

SIMPLICITIES

You yourself, can know your materials so well that you cannot conceive how these people would be even vaguely interested in these baby simplicities. You sometimes feel embarrassed on about your second PE course, standing there telling them that they are born, they live, they die. So you try to make it complicated enough for you to be interested in. Well, learn to duplicate by the time you've taught it three or four times, your amazement has worn off and your own level of sincerity and your desire to help these people when you see what it actually does for them, you will have lost your diffidence about pounding these things through. It is the symptom of a new instructor that he has to be tremendously complex in what he says. You'll all make the same mistake - no matter how simply you talked during your first PE course, you still will not have stressed sufficiently the basic data you should have relayed - you will still have too much extraneous material!

WORD OF MOUTH

Now, it is a mistake not to tell these people that they are studying and looking into the teeth of a thing called "Scientology". You're dealing with "Word of mouth" and if they know nothing about it and yet know the word "Scientology", they're all experts. You will be amazed at the expert conversations I have heard between two people on the subject of Dianetics, when all they knew was that Dianetics had to do with mental health. I once sat there at the end of the table at the head of which they were arguing. They didn't know my name or who I was. But they had this tremendously fascinating conversation - they several times

asked me to chip in my two cents worth and give them my opinion on it, but I kept telling them I'd never heard of it, I'd never been given a very straight rendition of it, and so I couldn't express an opinion. The evening still finished with me having the reputation of being a very wise man!

POLICY

Now, here are the various items which are the most important:

Establishing the policy of

- 1) what we are going to tell people,
- 2) the way we are going to write our literature, and
- 3) what are we going to call our class, based on:
 - a) what to avoid in the area,
 - b) what you can help in the area,
 - c) what public advisers say it is a privilege to attend.

This policy will create our lectures. It will create our public presence. It will create to a marked degree our exact form of address to the people who come to us to be taught.

The next step in it is to understand completely that it is the hard cover or even the paper-back book or publication being in the available bookstores and local libraries is what makes it real. People don't have to lay it in the bookstores, they have to know it's in the bookstores - it makes them feel comfortable. And if you were to surreptitiously stamp your name and address in such a way as this:

"This book was donated to the Riverside Public Library by the Riverside Efficiency Club, etc"

they will still know where to find you. Also, be in the phone book, - you can be listed under almost anything now.

EFFICIENCY

Then make sure that your administration advertises you as being as efficient as you would like other people to be. There's a peculiar liability, a peculiar Achilles heel in teaching an efficiency course - you lay yourself open to so much criticism if you're inefficient! Don't let this drive you into being more efficient, however. The reason you are being more efficient is because you're more efficient. Got that? Make sure your administration is very good, by this I mean that your records are kept, your people are enrolled, you have an account of the money received, when you sell the books you know how many you sold and how many are still on the shelf.

An office person or executive WORKS AS HARD AS HE IS AVOIDING ADMINISTRATION.

That's a maxim. I quit working the day I found out that one could administer. I quit working the day I found out that I was trying to keep comm lines poised in mid air on one side and flowing on the other side, and that I was putting tremendous effort along these comm lines.

What I do now is set up a terminal. I don't put the terminal on automatic, I merely let the comm lines flow and stop and flow, I keep an eye on them and when they need some action I take some action. That doesn't mean I'm not busy I just don't work anymore. You would be amazed how many dollars can be lost in a confusion of papers. I have seen an office lose \$25,000 worth of business in the course of 4 months. That's quite a lot of business to lose in the course of 4 months. You want to know what's happening to your income, it's because you're not getting bodies in and out. You want to know why you aren't getting bodies in and out: look over "books", look over the policy of your course, and look over as well your administration. You can cost yourself fantastic sums of money by mailing to people that you have already covered 15 times and are so tired of hearing from you, they'd love to shoot you. Don't ever get yourself into a mail order house classification. It's a waste of time and cash. You'd have more luck calling up people at random on the phone and say, "Have you ever heard of Scientology? Why not? Are you backwards?" You'd actually have more luck doing this than mailing repeatedly and repeatedly to a worn-out set of names that you recruited in the first place at the end of a shot gun. No you've got to procure bodies, and if you're not procuring bodies and throwing bodies out the side door, and if you're not calling them back to talk to them about their F, and get them enrolled on the advanced course you're not serving your community.

SERVICE

SERVICE IS THE KEY-NOTE OF SUCCESS. It is. That is one of the more important data you ever looked at. If you're dealing with the third dynamic and you want to know the road to success or away from it, look at service. You will be paid for as much service as you give, and if you don't give service you won't get paid, unless of course, you're a government. If you want to make money without giving service, you'll have to do it at the end of a bayonet. That's correct. It'll take force, duress, scareheads: "Everybody in the Country is going insane", "775,000 Americans are admitted into institutions every day", "You too can go crazy". - It takes this kind of advertising. It takes this kind of pressure, it takes billions of dollars of government appropriation in order to keep an organisation going that isn't delivering service. It takes bayonets - really! You're not in a position to use bayonets - they go rusty in the California climate, so you'll have to give service, that's all there is to it. So here we have a vital service to the community, and the only danger you will encounter is that you yourself will discount its vitality and vitalness. If,

you discount the amount of service you actually are capable of rendering to your community, you will undersell it. You will never do anything but undersell it no matter what you say. It hasn't been here for the last 2, 3, 4, 6, 18, billion years - how the devil can you over-sell it? You're the single most vital civilising influence on Earth today - if you don't tell people this, and conduct yourself accordingly as a public service with a greater level of authority given to you by your command of knowledge of life, what you are and what you do will keep you playing along in the bush league. You establish by your own postulate the size and importance of your own operation. Service is something you have to learn to give. You have to learn not to be cross because you're awakened in the middle of the night. Remember that! By getting all those people in and sending them out you're going to get people who are going to take the advanced course. Also you'll sell auditing - only you don't go around and tell people you'd like it if they asked you for some auditing - you tell them to report, you tell them how much it costs. You're a public service - do you understand? - and as such people who aren't doing so

FREE AUDITOR CONSULTATION SERVICE

For trained auditors who are not franchised, who are actively auditing, not auditing at all, or who are just trying to audit.

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St. Hill Manor,
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RON wants YOU to ...

AUDIT!

"A FIELD AUDITOR MAY AUDIT ANY DIANETIC OR SCIENTOLOGY AUDITING FOR WHICH HE HAS BEEN TRAINED AND CERTIFIED."

ANY CASE, NO MATTER HOW SERIOUS, NO MATTER HOW UNSKILLED THE AUDITOR, IS BETTER OPENED THAN LEFT CLOSED.

If you have an auditing certificate of any date, and are not currently auditing, then you have one or more misunderstood words in your study of auditing. Why let misunderstood WORDS stand in your way? These can be very easily cleaned up.

Help your fellow man!

Audit!



well at their typing or their clerking or their executing, need assistance and you tell them so, and they're supposed to come in and sit down and they're supposed to pay you 25 an hour, whatever it is. Act on a level of authority and act with efficiency and give service.

The funny part of it is: you can't help yourself, you can give service. So the only thing that will lick you is inactivity. That's the only thing, really, that will knock you out of action in running a PE course.

INTERNATIONAL CHARACTER

Now, the main difficulty that we're up against in teaching PE courses is their international character, because there are certain various things which intervene between public interest and sanity. For example if you teach a PE course to a large class that contains almost totally members of the Roman Catholic Church, and you go heavily on the Roman Catholic Church, and give them a poor time - what happens? Next week we have no attendants. Not because the people don't want to come but because they have been told they would be excommunicated and go to hell if they do. This makes it much more attractive, but they stay away!

This international character is observable in small districts, in small countries and in big countries; and the handling of an international activity on a blunt this-is-the-way-you-do-it basis is almost impossible, because it does not take into account the randomness in existing areas. Now it would fascinate you to know that today Scientology is active in 19 separate countries, you

don't hear much about that. In some of these countries the activity is very small numerically, but wherever Scientology has gone it has continued to flourish, and particularly since PE courses have been introduced they have cut a swath that nothing else has ever cut including early Christianity. The fact is that teaching a PE course is one of the most civilising activities that have been conducted here for a couple of thousand years. So what is the goal of a PE course? Internationally the goal is to bring about a Superior Civilisation in which peace can exist on Earth. The modus operandi by which this is done is education in the actual simple facts of existence. A PE course is equally welcome to the government of Ireland, the government of England, the government of France, and oddly enough, to an Arabian government and the Israel government. Wherever you look you find these people ready to tear each others' throats out, and both sides accept the PE course - the data of which is contained in the book 'Scientology, the Fundamentals of Thought' and they both accept the tenets as "Good roads and Good weather".

However, I have to report we are not too successful in educating people with a pitch. The people with a pitch can see that you are going to subtract from their particular nest - which is what people are to them - nest! I always tell these people quite frankly, "We're not even vaguely interested in disrupting your control or your congregation or your populace, if you were to come and study this you would see exactly how it is not likely to disrupt your control" - they'd fall for it and

they'd get off your back.

Scientology today is an effective mission in the Western world - highly effective, and the effectiveness of it is on the level of the populace which runs in the work-a-day world - industry commerce, agriculture. We have an enormous appeal to the general public but if you think we have an enormous appeal to intelligentsia, then your PE course is going to fail.

All right, let me settle this subject once and for all of vested interests and pitching the substance matter of the PE course so that people with a pitch won't start pitching at you. You have to take the materials of Scientology and carefully edit them in your lectures so as not to start tromping on toes in the immediate front yard of some dinosaur, or mammoth or overgrown bulldog. You want, then, 'Good roads and good weather'. You don't then, start talking in Ireland about the 8th dynamic, nor do we talk too much about the 7th dynamic. We say, "Scientology covers everything in life up to the first third of the seventh dynamic, and from there on up it is in the hands of the Church."

Who invented Scientology? In Ireland we say, "It originated in the works of St. Thomas Aquinas, who in 1295 AD forecast all psychology, and from a later development of the same type, on the same lines, which stems from the works of St Thomas, called 'faculty psychology', we get Scientology". One chap who was in from a big plant in Ireland came in, sat down, looking very sad. For days his friends all the time he had been studying the PE course had been telling him he was wasting his time, and his friend had been kidding

him, and upsetting him and being cruel to him, because he was going to the PE course. The fellow was sitting around looking sad at the back of the hall, the lecturer stood up and covered the origin of Scientology: "St Thomas Aquinas, 1295...." (This is no lie, by the way, this was the first essay on "Knowingness"). All of a sudden he electrified and he sat there and he began to look very proud, - I wondered what was going on - he came back the next night beaming. He had told his friend that Scientology was a development of St Thomas Aquinas and his friend, a solid Catholic, had then in stricken horror, had gone to the Church and confessed to the priest that he had blasphemed St Thomas Aquinas! This was the origin of PE courses: Dublin, Ireland.

THE PILOT COURSE

At first, the Irish government were very wrath, very upset, and very mad that anyone should come in, and then it sent one of its best investigators - some fellow way below zero - and he thought the course was wonderful he went back and told his superiors and several of them came too. The course had the cleanest bill of health that was ever written up. People came from four cities in Ireland into Dublin, and spent the whole week just so they could go evenings onto the PE course. For a little while the course staggered - its administration was far less than optimum. The teaching was good, everything was good, the recruiting was wonderful, but the administration was so poor that a person walking in the front door could not get registered, and if he did get registered the registration card got lost.

Anyway, we piloted this course from its tiniest beginnings on through and

developed various things about it. We developed it in such a way that it would continue to reach into the work-a-day world of Ireland. - Some of our instructors had on occasion, talked to business colleges in Ireland - just gone over and given a part of the PE course and then sold a number of advanced courses. They even received pay from the business colleges.

The PE course forecasts a change in the Irish civilisation. "Scientology is, of course, an Irish science, developed by an Irishman...." - that will inevitably become the legend. "... Probably was a fellow by the name of St. Patrick who drove all the psychiatrists out of Ireland.. " That's the way these things evolve.

Anyway, the truth is that the only thing you can export with success is an idea. It has to be a good idea, and you can't export the idea that the only country on Earth is the country exporting the idea. A chap by the name of Schickelgruber tried this out, and there were several bodies lying around at the end of the trial. We can't teach the Scot that the English is a superior beast. A Scot will not buy this. Neither can we teach the Englishman that the Irishman is the superior entity. We can't teach the French that the only good ideas there are, are Irish. We're very fond of believing this in America: that the exportation of the superiority of the American is a possibility. Now we are not exporting the vast superiority of the American or an American technology. We are not using any of the controls which normally are expected to be used by an American organisation, to impress other people how great and mighty and wise it was. Our people abroad are for the most part, of the nations they inhabit. I admit that I have to tell these people now and then to be loyal to their own government. I have to tell them, "You are not a citizen of Scientology, you are a citizen of Lebanon." It's a difficult thing for them to get through their heads - they say, "Allright, we'll act that way if you say so, Ron."

EDUCATORS

But, this is a long way from America and I wonder what it is in America that a PE course 1) has to step around, and 2) can help. I wonder if these things vary from district to district and area to area?

I think the PE in America has to be tailored up to fit the American scene like nothing has ever fitted.

But I know what our entrance point is! It is the education of educators. Until they are educated it is highly unlikely that a long distance programme of American education would be entirely successful. Now, I don't know whether you realise it completely, but the first logics - the Logics of Dianetics - are the axioms of Education, so we have it

made. We have this business of education down.

There must be an agreement between the course and its area and between its administration and the administration of the area, before it can occur as a communication medium. There must be. We almost emptied a course once, in Ireland, one Tuesday night, because on Monday night we had a young English girl, a very brilliant auditor, lose her head while lecturing, and having been cautioned very carefully not to mention the Roman Catholic Church, she promptly explained to everybody that they ought to be Anglicans - because she was one. And we emptied the course. I mean: that was that. That was the end of that week.

Now the funny part of it is that when you're teaching a PE course, if you don't ever mention a fellow becoming a Scientologist, it becomes inevitable. You're not then Superman, asking somebody else to become you, you're asking somebody else to be better than he already is. When he learns how to do this he is, of course, a Scientologist.

One of the blunders is to appeal to the Intelligentsia - to publish in Intelligentsia media.

YOU PUBLISH AND DISSEMINATE TO PEOPLE WHO DO THINGS.

Intelligentsia only talk about people who do things - that's the definition of Intelligentsia. These people aren't Scientologists, they merely talk about it.

You want the do-ers, the bright ones.

SELECTION

The people who sit there and read your ads are not as good as the people who sit there, read your ads and wish they knew more about it. The people who sit there, read your ads and wish they knew more about it are not as good as those that sit there, read your ad, wish they knew more about it and call you up. Those people can reach a bit. But they are not as well off as those who sit there read your ad, call up, make an appointment, come down and see you and go through the course. That is a mechanism of super-selection in itself. It means that you eventually wind up with the brighter ones, no matter what social strata they are from. It would be almost catastrophic if you did not. The people who would reach that far are capable of leadership, and when you're thorough with them they are fitted for it. And that's why it goes rapidly. We must do this to be successful.

We must find a strata of people who can reach, then get them to reach, and then know that they will reach others.

Then we will be a success.

NOTE

If at any time during reading this article you feel like not continuing, you have gone past a word or words you did not fully understand. Go back, find them and get them defined using a dictionary, and put them into sentences until you are fully happy about them. Then resume study.

Here are some uncommon words used in this article, defined:

Bush league: US baseball slang: a minor league.

Good Roads and Good Weather: friendly and agreeable communications.

administration: the formation and handling of the lines and terminals involved in production.

OMAHA SEMINAR SUCCESS

Omaha mission, director Don Hill, has recently presented several week-end seminars which have been well attended and have increased stats of new names, books, and income. A small attendance fee is charged and refreshments are served.

At each seminar a piece of basic Scientology data, such as Ethics, Conditions, Overt-Motivator sequence, Tone Scale, Dissem Drill, etc. is covered. Or, an area of life is taken such as The Boy v. Girl game, Love, Sex and Marriage, Children (Lots of interest on these). In either case the Mission staff collect all the data written by Ron that they can find on the subject, and present it to the group. Their participation is encouraged, word clearing used, and all questions answered.

The most recent and very successful seminar is 'What is a Scientologist?' It will run about 5 Sunday evenings. It covers Codes, Dissem data, environmental control, Targets, What is Greatness etc. and on the last evening the fantastic Philadelphia Doctorate tape lecture called 'The D.E.I. Scale' where Ron talks about the pair of boots called Responsibility, is being played. At the end of

this seminar series the students will really know that they are Scientologists and a very important part of the Mission.

In the photograph Steve Muro, a staff member of the mission is seen supervising students coaching each other in a practical part of a seminar.



THE AWARD OF MERIT

(3rd quarter, July to September 1971)

- The Award of Merit is an award given to Missions which have produced consistently up-statistics in the field.
- The exact requirements are:
 - must remit more than \$900 (or equivalent) in 10% to World Wide in a quarter.
 - must have an excellent record with World Wide.
- The award consists of 1) 50% disc on PrPr to grade V.
OR 2) 40% disc on the SHSBC.
OR 3) 50% disc on the HSDC & HDG.
OR 4) 40% disc on the OEC.
OR 5) 40% disc on the PR course.
- The following qualify for the award in the quarter July to Sept 1971.

1) Davis	USA	Martin Samuels
2) Phoenix	USA	Henry Schlichting
3) Santa Clara	USA	Malcolm Cheminals
4) Urbana	USA	Bill Penninger
5) Vancouver	Canada	Elsie Griffith
6) New York	USA	Frank Gelman
7) Omaha	USA	Don Hill
8) Orange County	USA	Raymond Kemp
9) Wilshire	USA	Carl Barney
10) Malmo	Sweden	Anders Enggaard
11) Denver	USA	Chic Chiclacos
12) Meadows	USA	Bruce Harrell
13) Delaware Valley	USA	Norman Miller
14) San Diego	USA	Carl Barney
15) Berkeley	USA	Ned Branch
16) Sunset Strip	USA	Carl Barney
17) Fifth Avenue	USA	Howard Rower
18) Nomad	USA	Jack Perrin
19) Orlando	USA	Ralph Swanson
20) Edmonton	Canada	Rowan Grassi
21) North Hollywood	USA	Carl Barney
22) Birmingham	England	Don Hyburn
23) Frankfurt	Blanka Annakin & George Eggers	
24) Lawndale	USA	Tony Wyant
- The above are congratulated on their awards and wished every success in the future.

BIRMINGHAM

Continued from Page 2

make the extra effort to reach the Centre for a major service. Lately Don has gone visiting people in CT and visiting wives and friends of members of the Centre. This has also proved to be successful. Don says, "Behind all this is a strong intention that the people concerned should get auditing and training, and that they can be helped with these. Just the fact that you are taking an interest in them and handling them personally as individuals makes them feel they can achieve something and makes it worthwhile and important to take a service. On this same theme we have taken a great interest in ensuring that these people already in the group, from whom we got our staff members, got handled personally, and any difficulties along the way were personally sorted out and the next step 2 way comm'd so the person could see his way clear to do it. We made the centre a safe place to be.

"We have had a lot of help from members of the group as voluntary staff and also using their homes as temporary premises while we got more suitable premises arranged."

Currently Don and Stephanie are negotiating for a shop in the city to use as a Book shop, reception and registrar area, possibly also films and testing, and from this they will route people to the present centre. This is a large 22 roomed Victorian mansion.

Don and Stephanie pay a lot of attention to their HSDC. The photograph on page 2 shows the most recent HDC grad, Douglas Field receiving his certificate from Ann Darton the HSDC supervisor. There are currently 27 HSDC students.

"Running the scheduling tough gets better results and higher toned students," says Don, "The 12½ hr minimum for part time students is enforced. We have only had two blows in 2 years and we have a 90% graduation rate of actual graduates."

During the summer "Birmingham" sent about 20 people to St Hill for various services.

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Some L. Ron Hubbard tapes and even wire recordings, dictation discs and cylinders made as early as 1950 are known to exist for which there is no copy in the LRH library.

If you have any information as to who may have such early LRH recordings and how they may be contacted, please write to

Ken Delderfield/John Sanborn
Office of LRH - special projects
c/o European Liaison Office
15-17 Frederiksberg Alle II,
2000 Copenhagen F, Denmark.

giving all the information you can.

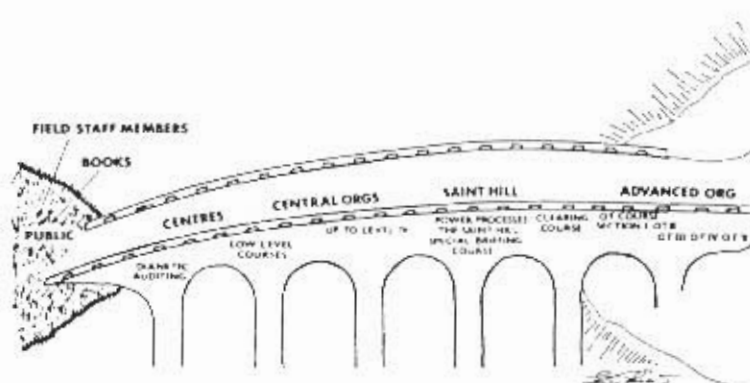
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