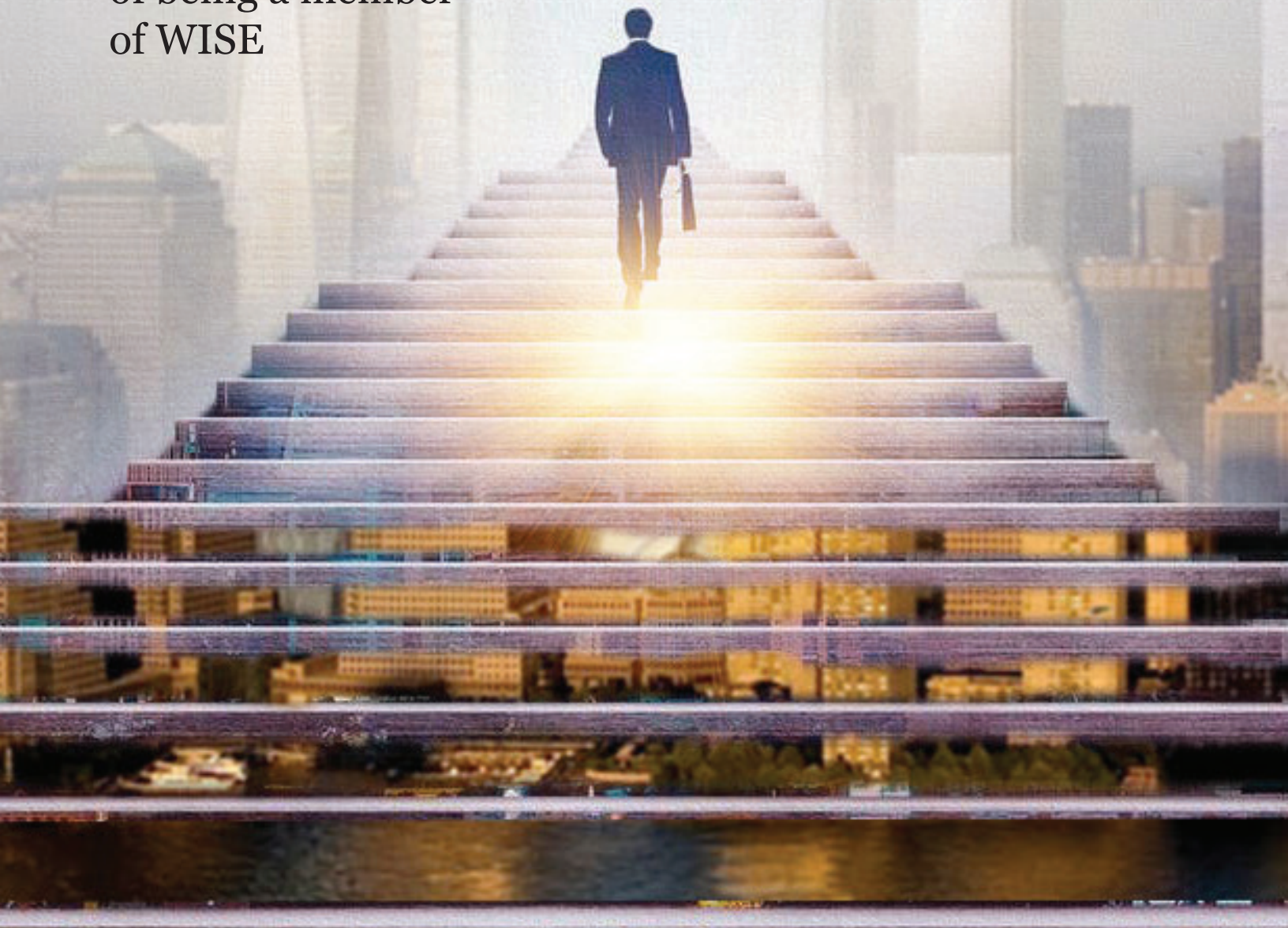




# BENEFITS & SERVICES OF YOUR WISE MEMBERSHIP

The unique advantages  
of being a member  
of WISE







*Quentin Strub*  
*Executive Director, WISE East US*

The goal of WISE, the World Institute of Scientology Enterprises, is an ethical, sane and prosperous civilization. Through our work, we are returning to business the values and ethical standards upon which it was founded: honesty, integrity, craftsmanship, rewards for productivity, commitment to the prosperity of entire communities and nations.

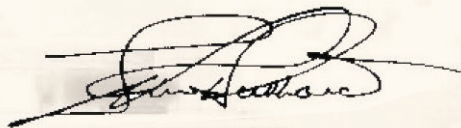
Membership in WISE is a commitment to improving the quality of life for all in the workplace and society in general. Our two greatest assets are the uniform workability of L. Ron Hubbard's organizational and management principles, and the dedication of our members. L. Ron Hubbard emphasized the importance of a WISE membership in a letter he sent to the Board of Directors of WISE in 1979:

*"Being in full support of the stated aims and directions of WISE, I will further require WISE membership as a prerequisite for clients interested in my management consultancy."*

On these pages I am giving you a summary of the benefits and services you will enjoy with your WISE Membership. I recommend you use them to the fullest so you may flourish and prosper individually and in your business!

*The group has the perfect right to demand the help, life or (in a continuing sense) the energy and devotion of any member of the group. Any member of the group has the right to demand the most and highest level of the ideals, rationale and ethics of the group and to demand that these be maintained. A true group owes to its individual members their livelihood and a chance for their future generations. The members must not deny to the group its right to expand and perpetuate itself, but must contribute fully and wholly to these.*

*An individual has the right to contribute to the group and the group has the right to expect every individual to contribute to it to his maximum ability and energy. The individual has the right to expect to be contributed to from the group and for the group to safeguard him insofar as is possible in the maintenance of the group and the reaching by the group of its goals.*

A stylized, handwritten signature in black ink, appearing to read 'L. Ron Hubbard'.

*L. Ron Hubbard*

From an essay of January 1951.



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## WISE MEMBERSHIP LEVELS



**W**ISE East US offers various levels of membership, each with their own benefits. Becoming a WISE member means joining a large community of like-minded entrepreneurs and business people and networking with the brightest minds in the field of commerce.

The extra benefits you will receive as a WISE member enable you to make full use of all the technologies and resources at our disposal to grow your business into a flourishing enterprise!

*“Being a Company Member of WISE for many years now, I have had nothing but positive experiences and my company has expanded many times over. Their help and care have gotten me over the occasional rough spots that are ‘normal’ in the workaday world, but definitely not normal according to the principles of the Hubbard® Management System. I have been able to network with other WISE members and have built many profitable relationships. Their conventions, seminars, podcasts and webinars are truly awesome and hearing from WISE experts the inside scoop of dealing either with management situations or learning the secrets of their successful actions have helped my company more than I can say. Other advantages such as the WISE Issue Authority Line have helped me to effectively promote our products and services and the fact that WISE has my back at all times is a great reassurance in this ever-changing and challenging economy. I can highly recommend a WISE Membership and for anyone who already is a member, just upgrade to get even more benefits!” - J.K.*



## INDIVIDUAL MEMBERSHIP

### Who is it for?

Individual professionals and/or executives who are not themselves business owners but who are employed by others.

### What is its purpose?

To provide a connection to WISE and the basic benefits to implement in your professional life.

### What are the benefits?

- Access to the free online video course, the *Hat of a WISE Member*, soon to be released in monthly installments.
- Subscription to the BusinessWISE podcasts, providing one datum, one reference, once a week from the Hubbard Management System.
- One copy of the famous WISE Prosperity Planner, the only planner in existence based on the Hubbard Management System, in digital format (hard-copy format available on request).
- Free listing in the WISE Online International Business Directory.
- Access to local associations of WISE members, called the “Effective Management Associations” or “EMAs”, and their meetings and seminars, as well as regional and international conventions.
- Access to free bi-weekly webinars and monthly “Virtual Conferences” featuring top WISE members sharing their success with the Hubbard Management System, sponsored by EMA US; the national headquarters facilitating the local chapters
- The opportunity to connect up with fellow “upstats” in WISE.
- Access to the Standard Dispute Resolution Service, the only dispute resolution service based on L. Ron Hubbard’s ethics and justice technology.
- Step-by-step checklists, instructs and tutorials implementing the Hubbard Management System, downloadable from the “Member Resources” section at the [www.wiseeastus.org](http://www.wiseeastus.org) website.
- Access to a growing library of online articles and videos on successful application of

Hubbard management principles by those who have been there and done it. Available in the "Member Resources" section.

- Regular emails of secularized articles on management based on the works of L. Ron Hubbard.
- Regular emailings of the WISE e-newsletter, *The Week in WISE*.
- A copy of each future issue of *Prosperity* magazine and weekly Prosperity Updates online.
- The opportunity to play a role in forwarding the Hubbard Management System in one's local community alongside fellow WISE members
- Discounts on many of the Hubbard College Press publications and materials, as well as member discounts on WISE conventions and events.

MEMBERSHIP FEE: Individual Membership \$195 annual fee





## GENERAL MEMBERSHIP

### Who is it for?

Sole entrepreneurs, self-employed professionals, start-ups with no employees, and as an introductory membership for any business owner interested in WISE and the Hubbard Management System.

### What is its purpose?

To provide immediate tools to implement the Hubbard Management System into one's career or business.

### What are the benefits?

- All the benefits of Individual Membership plus:
- Authorization to use the Hubbard Management System in their business for commercial purposes.
- A WISE General membership card and pin.
- One copy of *The Model of Admin Know-How* workbook; the prosperity tools of the Hubbard Management System in one volume, plus simple step-by-step procedures for implementation in any business.
- Access to legal form templates and write-ups for use in introducing the Hubbard Management System to new hires, employees, and more.
- The right to obtain and use the "Personality Potential Analysis" testing software, based on the works of L. Ron Hubbard and including Personality, IQ and Aptitude tests, licensed only to WISE members.
- The right to use (in accordance with one's membership agreements) the term "WISE" and the WISE Lioness & Cubs logo to signify membership in WISE.
- Use of the WISE Issue Authority service to gain approval on items which contain L. Ron Hubbard's works such as internal policies and directives, as well as products and/or services for re-sale to the public.
- The right to apply for a license to deliver one-on-one consulting based on the Hubbard Management System.

MEMBERSHIP FEE: General Membership \$500 annual fee

Payment plan - \$50 per month (12 months)

Auto-debit by credit card only.



## COMPANY MEMBERSHIP

### Who is it for?

Business owners, executives and administrators with up to 20 employees or for persons desiring to deliver paid seminar or training services based on the works of L. Ron Hubbard.

### What is its purpose?

To implement basics into a small business by establishing a program of online training and in-house courses and workshops on the Hubbard Management System as well as, when licensed, to clients.

### What are the benefits?

- All the benefits of General membership plus:
- A WISE Company membership card and pin.
- The right to assign complimentary Individual memberships (with full benefits) to two deserving partners or employees.
- For a nominal annual subscription, may deliver the Effective Management online video training programs including:
  - Basic Staff Training - an introduction to the fundamentals that every member of the team must know, like the organizing board, statistics, etc.
  - Professional Public Relations and Marketing - no business can operate without these skills.
  - Executive Basics - for the leaders of the group who have to get others to learn their jobs and succeed.
- Can deliver Hubbard College Workshops authorized for the Company Membership in-house for the price of materials.
- Can deliver the Hubbard College Courses authorized for the Company Membership in-house for the price of materials.\*
- If a graduate of a course in LRH study technology, may train any employee, in house, on the Basic Company Trainer Checklist to immediately implement the in-house training program (not required for online training).

*\*See page 14 for a list of those courses.*

- May apply for a license to deliver paid consulting services based on the Hubbard Management System including one-on-one consulting, seminars, workshops, and delivery of the Hubbard College Workshops and Courses authorized for the Company Membership level.
- May apply for and receive Charter Member status upon verification by WISE International of an excellent ethics and business record.

MEMBERSHIP FEE: Company Membership \$1,500 annual fee

Payment plan - \$150 per month (12 months)

Auto-debit by credit card only.





## CORPORATE VIP MEMBERSHIP

### **Who is it for?**

For VIP members who are ready to learn and implement the full Hubbard Management System, not only the basics. This level includes specialized training in Finance, PR, Marketing, Sales, Leadership, etc. Members with more than 20 employees do not qualify for Company membership and acquire the Corporate VIP membership to implement any staff training program with their employees. This is also for Consultants who want to deliver more than just the basics of the Hubbard Management System to their clients.

### **What is its purpose?**

To create a highly successful, expanding organization by implementing all elements of the Hubbard Management System, not only the basics.

### **What are the benefits?**

- All the benefits of Company membership plus
- A WISE Corporate VIP membership card and pin.
- The right to assign complimentary Individual Memberships (with full benefits) to eight deserving partners or employees.
- Can deliver Hubbard College Workshops authorized for the Corporate Membership in-house for the price of materials.
- Can deliver the Hubbard College Courses authorized for the Corporate Membership in-house for the price of materials, including specialist courses in Sales, Marketing, PR, Finance, Leadership, Organization, Executive skills, over 30 courses in all.\*
- Receives unlimited and rapid turn-around issue authority for their own industry specific in-house training materials and courses based on the works of L. Ron Hubbard
- May apply for a license to deliver paid consulting services based on L. Ron Hubbard's administrative technology including one-on-one consulting, seminars, workshops, and delivery of all courses at the Corporate member level.
- Receives 12 exclusive group consultations via virtual conference with other VIP members and lead by top WISE specialists in the fields of management consulting,

*\*See page 14 for a list of those courses.*

personnel hiring and team building, marketing, public relations, finance, leadership, and much more.

- May participate in monthly online “VIP Round-tables” with the President WISE EUS for insider briefings on WISE expansion, discussion on future projects and benefits, and to take up matters of mutual interest.
- Is eligible to join and participate in a WISE *VIP Mastermind Club*. These are peer groups of 5 -10 Corporate VIP members that meet monthly either in person or via video conference for the purposes of developing their own and each other’s companies and increasing their impact on the 4th Dynamic.

MEMBERSHIP FEE: Corporate Membership \$6,000 annual fee

Payment plan - \$600 per month (12 months)

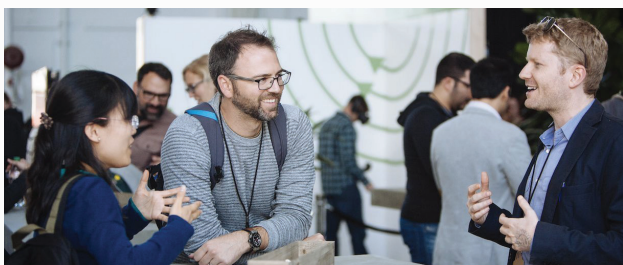
Auto-debit by credit card only.





## MORE ON BENEFITS

### MEETING & SEMINARS



Local WISE chapters are called “Effective Management Associations”. They organize weekly meetings (in-person or online) and, as they grow, monthly seminars for the purpose of assisting the local members to become “Models of Admin Know-How” and to introduce the Hubbard

Management System to their friends and associates.

Meetings are run according to an exact format and agenda which is fun and productive. Many members describe them as “the highlight of their week”. They are the local peer group where they assist each other to solve business problems, share successful actions, and inspire each other to become “Models of Admin Know-How”.

The seminars are usually monthly. Whether living in the community or passing through on business, all members are welcome to attend. Often these seminars will feature celebrity guest speakers who cover areas of their specialty such as finance, management, organization, marketing, promotion, sales and personnel. Members can bring their friends and associates that have not previously been introduced to the Hubbard Management System, and so the seminars are special affairs with a larger audience and provide members the opportunity to disseminate and contribute to bring ethics and prosperity to their community.

All meetings and seminars are an opportunity to network and get briefed on local membership activities.

### WISE BUSINESS DIRECTORY



A WISE membership is an opportunity to meet like-minded professionals of all walks of life and not just in your community. Members of similar professions and businesses also receive great benefit from comparing notes with each other on how they have implemented the Hubbard Management System and solved common

problems. To help with this, we provide the WISE International Online Business Directory. This is the definitive guide to the businesspeople who use Hubbard management technology anywhere on the planet. All members are given access and are listed in the WISE Business Directory. They provide a concise description of their company or themselves to include in their listing and may also advertise their services or products. This publication also includes listings of all groups within the WISE membership, including Hubbard Colleges of Administration, Hubbard Management Consultants and WISE Membership Associations.

## IN-HOUSE TRAINING



**O**ur courses train you and your employees in the principles of the Hubbard Management System and give you the knowledge and skill to create and successfully manage a business or career. An entire team trained on L. Ron Hubbard's administrative works puts everyone on the same page. Company and Corporate VIP levels of WISE membership allow you to deliver courses based on L. Ron Hubbard management technology right in your own company. Through this self-paced

instruction method with its unique training tools, owners, executives and employees can gain a full understanding of the course materials and are able to apply on the job what they have studied.

### **Company Members can deliver:**

- May deliver the 7 Hubbard College Workshops of the Dynamic Team Building Series
- May deliver 12 training courses based on L. Ron Hubbard's principles to employees via an in-house training program:
  - o Improving Business through Communication
  - o Formulas for Business Success
  - o Personal Values and Integrity
  - o Ups and Downs in Life
  - o How to Get Along with Others
  - o How to Effectively Handle Work
  - o The Model of Admin Know-How Course



- o Study Skills for Life
- o Learning How to Learn
- o How to Use a Dictionary
- o Grammar and Communication
- o Basic Study Manual

**Corporate VIP Members can deliver:**

- All the courses authorized for the Company Membership, plus:
- May deliver 23 In-House Hubbard College Workshops including:
  - o Dynamic Team Building Series
  - o Goals Achievement Series
  - o Professional Public Relations Series
 Plus the workshops:
  - o Marketing Essentials: Assuming the Viewpoint
  - o How to Successfully Organize Anything
  - o Organization Misunderstood: How to Prevent Trouble at Work.
- May deliver 27 training courses based on L. Ron Hubbard's principles to all company employees at any time during their annual membership term. These courses are:
  - o Improving Business through Communication
  - o Formulas for Business Success
  - o Management by Statistics
  - o How to Increase Efficiency in Your Company
  - o Ethics for Business Survival
  - o How to Effectively Handle Work
  - o Study Skills for Life
  - o Learning How to Learn
  - o How to Use a Dictionary
  - o Grammar and Communication
  - o Basic Study Manual
  - o How to Get Things Done
  - o Executive Basics
  - o How to Achieve Effective Learning
  - o How to Evaluate and Predict Human Behavior
  - o Public Relations
  - o Surveys
  - o Basic Organization

- o Marketing
- o How to Increase Profits through Proper Financial Planning
- o How to Write Effective Company Policy
- o How to Expand Your Company by Making Planning Become an Actuality
- o Effective Leadership
- o Ups and Downs in Life
- o Personal Values and Integrity
- o How to Get Along with Others
- o The Model of Admin Know-How Course for employees.

### **Industry specific training:**

Additionally, Corporate VIP members may use the WISE Issue Authority services, at no charge, to create their own industry specific training materials, based on the study and management technology developed by L. Ron Hubbard, and deliver these to their employees.

### **WISE Licensed Consultants and Trainers:**

WISE licensed consultants and trainers may only sell and deliver the courses assigned to their level of membership. WISE consultants and trainers of the Corporate VIP membership may use the WISE Issue Authority services, at no charge, to create their own industry specific training materials based on the works of L. Ron Hubbard, and market these to their clients.

### **Company Trainers:**

Delivering in-house training is as simple as training your own Company Trainer and following the guidelines and checklists issued with your Company or Corporate VIP membership. Our Company Trainer program enables you to select one or more employees to train on the procedures and techniques to deliver courses. After a short period of instruction, your employee can deliver all of our Hubbard management courses on-site to you and your team.

### **The Economics of In-House Training**

All successful companies have a heavy emphasis on employee and management training, and appropriate significant budgets for this purpose. The average training budget for small businesses in the US as of 2017 was over \$200,000 per year. Your most valuable asset after the technology or process you use to create your product is without question your people. They must be invested in if you are going to make them happy and productive.

In-house training through WISE is popular for two reasons: a) it is effective, and b) it is economical. The costs are:



- a) An annual WISE membership (Company or Corporate VIP) and
- b) The course materials for each employee.
- c) The arrangements you make with your own Company Trainer.

And, since there is no limit to the number of employees who can study these courses, a business owner can train literally hundreds of staff on the courses and workshops available — all under one annual WISE membership.

To find out more about the importance of employee training, go to [www.wiseeastus.org](http://www.wiseeastus.org).

## EMA ONLINE TRAINING AND SERVICES:



As covered above, the local chapters of WISE are called Effective Management Associations. The local EMAs are serviced and assisted by a non-profit national headquarters, licensed and monitored by WISE, the EMA US. EMA US has an extensive and growing catalogue of online training in the Hubbard Management System, starting with

a low gradient series entitled the “FastTrack Training System”, which can get a whole team on the same page in a matter of hours, up to far more advanced training, such as “Breaking the Code”; a full rundown off all the basic LRH admin tech every employee needs to know. FastTrack training for employees of Company and Corporate VIP members in particular has met with outstanding success and expansion for those who have implemented it as the foundation of their Company Training program. They have found it to be the perfect gradient to their in-house training.

Other courses include how to start a business, how to be a model employee, sales, how to create an admin scale, etc. EMA US is also coming out with more and more training tools and services such as org board templates and programs, personnel testing and hiring services and more to come, all designed to make implementing the Hubbard Management System easy, fun, and economical.

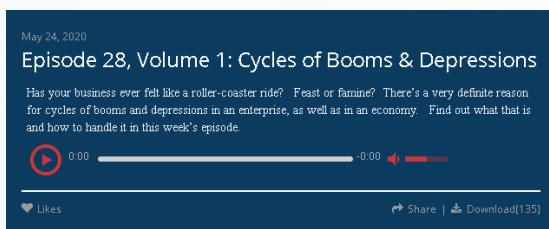
While these services are available to anyone and serve as a route to LRH admin tech for new people, WISE members receive very significant discounts on everything. Company and Corporate VIP members especially get huge discounts on the online training as they are training their staff in volume. Go to the EMA website at [www.effectivemanagement.us](http://www.effectivemanagement.us) and/or contact them for details.

## EFFECTIVE MANAGEMENT WEBINARS

One of the major advantages of your WISE membership are the FREE Webinars sponsored by EMA US and presented every two weeks. A professional team from EMA headquarters host bi-weekly webinars featuring interviews with the most celebrated WISE members on the planet who share their favorite pearls and successful actions from the Hubbard Management System. Webinars stay available online for one week. They are then edited, indexed and archived under the "Member Resources" section of the [www.wiseeastus.org](http://www.wiseeastus.org) website so that members can refer back to them again and again.



## BUSINESSWISE PODCASTS



Initiated as a WISE member benefit but now broadly used as a means for members to introduce new people to the Hubbard Management System, the WISE podcast, BusinessWISE, has been a huge success.

Each about half an hour in length, they provide

WISE members with references from the works of L. Ron Hubbard and real-life applications of those principles. With many hundreds of followers who tune in every week, these podcasts are hugely popular and a real benefit for those who want to give their business a weekly boost! To hear the podcasts, go to [www.wiseeastus.podbean.com](http://www.wiseeastus.podbean.com).



## PROSPERITY MAGAZINE

Prosperity is the official magazine of WISE. First issued in 1979, it has been providing members a window on all activities of the membership for a quarter of century. As Prosperity is a membership publication and contributions from members are welcome. Additionally, other periodicals coming from WISE including *The Week In WISE*, *The WISE Wins Hotwire* and *Try This At Home* - have their own special place in inspiring, informing and educating the members to keep them reaching for their goals and the tools to attain them.



## MEMBERSHIP SUPPORT & POLICY REFERRAL



To ensure our members get the most out of their membership, we offer the WISE Membership Support Service, a toll-free direct line to our Membership Services department. Our highly trained staff assist members with Membership benefit questions, how to use Hubbard management technology, how to move into a career as a Hubbard management consultant and much more. Members can also count on getting sensible guidance towards the exact Hubbard management principle or technique needed to solve a business problem or to answer a tough question. This is called the “Policy Referral Service”. There are more than 2,500 articles and policies in L. Ron Hubbard’s organizational and management library. We can help you find the right one to handle whatever is before you to be handled.

Members know they can call WISE for anything. We have helped members with everything from getting them back in communication with estranged children to health issues to helping to locate a good lawyer. This is the value of having a huge membership; lots of comm lines. The motto is “If we can’t help you, chances are we know who can.”

## MEDIATION SERVICES



Business, by its very nature, involves partnerships and agreements. It is these bonds and agreements which are the foundation of much growth and success. At times however, these relationships sour and disputes ensue; often quite explosive, they can crash production and consume those involved. The Standard Dispute Resolution service provides a swift, fair and inexpensive means of resolving conflicts and disputes in

the workplace. Using unique mediation procedures based exclusively on principles developed by L. Ron Hubbard, a dispute handler is able to get to the root cause of a dispute, thereby opening the door to resolution. WISE member dispute resolution services are provided by Charter members of WISE, trained WISE members specially appointed to deliver this service to members.

Contact us to get answers on any questions you have or to help you schedule a dispute handling if the need arises.

## WISE ISSUE AUTHORITY



The Hubbard Management System can be applied to all industries, fields and activities through all manner of media, such as video, books, websites, courses, and promotional items.

WISE provides a free service to members of appropriate membership level to help create, produce and distribute materials and products which quote from the works of L. Ron Hubbard or use related trademarks.

Examples could be:

- a WISE member wishes to place a Hubbard management article in the monthly journal of his profession
- a member has created a basic staff policy manual which quotes from LRH works or has created policies for their company based on the works. These require Source acknowledgement and issue authority from WISE.
- a member wants to create a book or video on how Hubbard management procedures apply to their industry
- another wishes to have a section featuring the Hubbard Management System on their company website.
- a Corporate VIP member wants to create courses or videos specific to their industry either for their own employees or for their clients based on or incorporating LRH study or management technology.

All of these examples and many more would be approved through the WISE Issue Authority Line. This line ensures these products properly quote from the original text, are professional in appearance and reflect the integrity and workability of the technology they promote. This line ensures products are properly copyrighted and trademarked so the technology itself remains protected.

## WISE LICENSING

The greatest benefit of a WISE membership is authorization to use Mr. Hubbard's extraordinary administrative technology for commercial purposes. While ethically required of anyone using the tech in their business, there are those who desire to take this



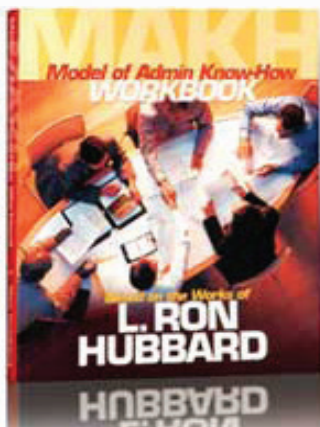
a step further and actually market services or products that embody the technology to clients and customers. This requires an additional step to membership; licensing.

WISE licenses the use of L. Ron Hubbard management technology in the business world.

A WISE license authorizes one to promote, sell and deliver Hubbard management technology services — it is the gateway to one of the most rewarding careers in business. Through licensing one can deliver one-on-one consulting, seminars, training programs and also develop and sell properties based on L. Ron Hubbard's administrative works.

Anyone seeking a career disseminating Hubbard management technology can apply for a license with WISE. In addition to licensing professionals, WISE provides materials, aids and services which both foster up-and-coming consultants and expand the services of existing licensed consultants.

## THE MODEL OF ADMIN KNOW-HOW CAMPAIGN



The Model of Admin (Administrative) Know-How workbook and its accompanying step-by-step programs shows you how to implement into your business L. Ron Hubbard's organizational and management principles.

It covers how to optimize a business for maximum production and profit, how to intelligently delegate workloads, how to create a competent, productive team and how to stamp out inefficiency and waste. This is a perfect tool to create a business plan for your company's development and growth.

Doing this workbook, you'll come to understand exactly why more than 140,000 companies have applied L. Ron Hubbard's management principles to their businesses.

Colloquially referred to as the "MAKH", in a sense this is the benefit around which all other WISE benefits revolve. The goal is for EVERY WISE member to become a model of L. Ron Hubbard's tech; at cause over the vagaries of "modern business" and a manipulated economy, and able to not only create and have a great company, but also a great LIFE!

Once completed and verified by WISE, members are acknowledged as "MAKH Certified"; soon to become the new standard by which all truly great companies on the planet will be recognized.

## THE HUBBARD MANAGEMENT SYSTEM



The story of Mr. Hubbard's system of management and how WISE itself came into existence begins on May 9, 1950, when Mr. Hubbard released his monumental and definitive work on the human mind, *Dianetics: The Modern Science of Mental Health*. In addition to everything it represented in terms of happiness, newfound potentials and eventual spiritual freedom for man,

with its release, the seeds were sown for the development of the first uniformly workable system of management and organization.

Almost overnight *Dianetics* became a nationwide bestseller, remaining on the New York Times bestseller list for 28 consecutive weeks. By June, the first Hubbard Dianetics Research Foundation was established in Elizabeth, New Jersey with branch offices soon following in New York, Chicago, Washington, D.C., Los Angeles and Hawaii. By late fall of that year, more than 750 Dianetics groups had spread across the nation. By fall of the following year, Mr. Hubbard's research had led him into the realm of the human spirit and Scientology was born.

Given the inherently spiritual nature of Mr. Hubbard's research, it was not surprising that Mr. Hubbard's readers and pupils saw themselves as students of a new religion. Thus, in 1954, the first Church of Scientology was established. Today, Scientology churches span every continent and Scientologists number in the millions.

The point, however, was that with such constant and widespread growth, a uniformly workable system of organization became vital if Mr. Hubbard was to satisfy the demand for Dianetics and Scientology lectures, training, delivery, guidance, publications and distribution. And such a system would have to be applicable to organizations, large and small, in nations from Great Britain to New Zealand and from South Africa to Finland.

### **Researching a New Technology**

Mr. Hubbard set about researching organizational and management principles and techniques. Poring through volume after volume of business texts he soon came to realize



that no uniformly workable technology of organizations existed. While there were many successful activities, there was little in the way of proven techniques and principles which could be applied uniformly to all organizations. And so it was that he embarked on a path of organizational research which would parallel his spiritual studies for the next three decades.

Developing, piloting, fine-tuning and codifying procedures, Mr. Hubbard began issuing the results of his research as administrative policies to Scientology organization staff around the world. Moving to Saint Hill Manor in the southern English county of Sussex in the early 1960s, he immersed himself into his most intensive period of organizational and administrative research. He developed the renowned seven-division organizing board, a breakthrough which expresses every basic function and the overall form necessary to operate and develop any organization.

### **Providing Solutions to Others**

With the organizational form in place, he then issued policy after policy on each of the functions and duties laid out in this organizational chart. In 1965 alone, from his office at Saint Hill Manor, he penned more than 300 administrative policy letters. As these were issued, the staff of Scientology churches began applying them and soon Scientologists congregating for services at their local churches saw first-hand the results and began applying these same policies to their own activities with similar results.

All of these policies, more than 2,500 of them, were issued in the encyclopedic volumes of the Organization Executive Course and the Management Series set, making them broadly available to both Church staff and public Scientologists.

### **Use in Society**

Not surprisingly, a number of Scientologists soon became business consultants and began applying the Hubbard Management System to businesses. Often these consultants corresponded with Mr. Hubbard, informing him of their successes and their application of his techniques and principles to the commercial world. He was delighted to learn of these results.

Today, L. Ron Hubbard's management principles have reached more than 140,000 companies and corporations in 75 countries. There are 25 Hubbard Colleges of Administration and more than 150 Hubbard management consultants and consulting groups delivering Hubbard Management System services. All provide business people with solutions to productivity and prosperity, which raise the quality of life and inject a higher degree of sanity into as many lives as possible.

## GET YOUR OWN LIBRARY OF L. RON HUBBARD'S ADMINISTRATIVE TECHNOLOGY!



Whatever the situation is, there is an answer in the Hubbard® Management System with this **Hubbard College of Administration Reference Set**. 10 Volumes packed with references, a Master Index and a full Glossary of Terms completes this library.

All the references you need to establish a 100% standard Model of Admin Know-How company are right at your fingertips.

**No more searching for specific topics or hunting down a paragraph you saw somewhere. The glossaries and indexes that are provided with this reference set will find and define anything you need.**

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## THE MODEL OF ADMIN KNOW-HOW YOUR ROUTE TO SUCCESS!



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*“Running a business with staff and clients can sometimes make you feel bogged down, tired and frustrated. However, since putting in the basics of LRH admin tech into our company we have become much more prosperous with far less effort and no upset. That lets us focus on delivering great service to our clients and work toward accomplishing the purpose of our business. The bottom line is that the Model of Admin Know How Program takes the worry out of business and makes it as fun and as exciting as it was the first day we opened.” -*

*John Nesbit, CEO Customer Factory*

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