

LRH Policy Re: Scientology Statistics

“The individual statistic of any organization (except SH) is:

“HOW MANY TRAINED AUDITORS EXIST IN ITS AREA.

“The individual statistic of Saint Hill is:

“HOW MANY TRAINED AUDITORS ARE THERE IN THE WORLD.”

AUDITOR AND ORG INDIVIDUAL STATS, HCO PL 4 Oct 1967, Issue I (OEC Vol 4, p. 118)

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"Orgs have only 2 major final valuable products. One is well-trained auditors. The other is satisfied pcs."

“Tech and Admin policy exist only to assist making these two products IN VOLUME.”

LRH ED 131 INT, Re: Life Repair Block, 8 Dec 1970 (OEC Vol. 4, p. 145)

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"The product of an org is well-taught students and thoroughly audited pcs. When the product vanishes, so does the org."

TECHNICAL DEGRADES, HCO PL 17 Jun 1970RB, Issue I (OEC Vol. 0, p. 14)

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“The most direct observation in an org (or a country) is statistics.

“These tell of production. They measure what is done.

“It cannot be said too often that management is best done by statistics.

“Each division in an org has a GROSS DIVISIONAL STATISTIC. This is calculated to reflect the production of that division by all its staff members.”

STATISTICS, MANAGEMENT BY, HCO PL 5 Feb 1970 (Management Series, Vol. 7, p. 514)

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Gross Divisional Statistics:

- Div 7: Gross income of org
- Div 1: Total org letters in - total org letters out
- Div 2: Number of new enrollments of students and pcs for the week, and gross booksales
- Div 3: Credit collections vs. bills paid
- Div 4: Number of students and pcs completed in a week
- Div 5: Cash collected by reason of the division for the week
- Div 6: Number of field staff member commissions paid/number of new addresses added to CF, both for the week.

STATISTICS FOR DIVISIONS, HCO PL 30 Sep 1965 (Management Series Vol. 7, p. 898)

**COMPARE THE ABOVE LRH REFERENCES TO DAVID MISCAVIGE
MEASURE OF SCIENTOLOGY EXPANSION/PRODUCTION**

“Even the manner in which we gauge our expansion has utterly changed. In previous years it focused on our internal statistics. Today our expansion is measured by broad-scale impact out there, helping cities, states, and entire nations.”

IAS 21st Anniversary celebration, 2005 (reprinted in Impact issue #112, p. 52)

“Our expansion is no longer gauged by what takes place inside our churches. Rather, our expansion is now such that it is gauged across every ethnic, religious, and national concern on Earth.”

LRH Birthday Celebration; March, 2006 (reprinted in Scientology News, issue #33, p. 48)

This has led to such statistics as: (1) # of citizens aware of Human Rights; (2) # of shopping malls playing our Human Rights PSAs (Public Service Announcements); (3) # of people helped.

(<http://www.friendsoflrh.org/COBvsLRH/>, sections “Managing by Statitics” and “Which Statistics,” citing Scientology News Issues # 33 through 40)

Editor Notes: (1) Is this why Scientology delivery stats and GDS stats are no longer published? (2) Have they been abandoned entirely? (3) What are the true GDS stats worldwide since LRH’s death? (4) To what goals and purposes – that is, on what Admin Scale – do the stats currently used to measure expansion align? (5) Why are we allowing this? Are we gullible? Reasonable? Intimidated? Uninformed? Caught up in statuses?

(6) Please join us in demanding an independent “Performance Audit” conducted by an outside, reputable auditing firm. If you think we are outside our rights as Scientologists to do this, we aren’t. Read the following LRH quotes:

**LRH: DELIVER SCIENTOLOGY ONLY; NO FUND RAISING;
NO EMPHASIS ON FANCY BUILDINGS**

“The *only* reason orgs exist is TO SELL AND DELIVER MATERIALS AND SERVICE TO THE PUBLIC AND GET IN PUBLIC TO SELL AND DELIVER TO. THE OBJECT IS TOTALLY FREED BEINGS!

“The first and all subsequent organizations of the Church were founded to this purpose *only*.”

THE REASON FOR ORGS, HCO PL 31 Jan 1983 (OEC Vol. 0, p. 91)

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“All roads lead to auditing.

“Stats depend on auditing being done and being taught.

“People progress from left to right on the org board to be audited or trained in auditing.”

“An org is an auditing factory that also trains people to auditing.

“That’s the basic way we will win the world – auditing.”

“An org gets people (on any gradient) to get audited and gets people to be trained as auditors.

“That gives the org purpose – for only auditing can clean up a community. That gives action. That gives income.

“If an org isn’t so oriented, then no manner of highly skilled management will make it go.

“That’s the way it is.”

HOW TO RAISE STATS, LRH ED 67, 20 Dec 1969 (OEC Vol. 0, p. 684)

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“If the Org slumps..., don’t engage in ‘fund raising’ or ‘selling postcards’ or borrowing money.

“Just make more income with Scientology.

“It’s a sign of very poor management to seek extraordinary solutions for finance outside Scientology. It has always failed.

“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.”

ORG PROGRAMMING, HCO PL 24 Feb 1964, Issue II (Managment Series, Vol. 7, p.930)

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“We own a tremendous amount of property. We own a tremendous amount of material, and so forth. And it keeps growing. But that’s not important. When buildings get important to us, for God’s sake, some of you born revolutionists, will you please blow up central headquarters.”

The Genus of Scientology, 31 Dec 1960 (Anatomy of the Human Mind Congress)

A SCIENTOLOGIST’S RIGHT TO REVOLT

“The most vital lines of a group are not operational lines, although this may appear so to management. They are the theta lines between any theta and the group and the goal maker and the group. **Management that tampers with these lines in any way will destroy itself.** These actually have tension and explosion in them. It is as inevitable as nightfall that these lines will explode, when tampered with, at the exact point of tampering. This is a natural law of communication lines.

“A line is as dangerous to tamper with as it has truth in its channel.”

“A group has the right to exile anyone it discovers to be guilty of tampering with any communication line.”

“A management which will pervert or suppress a reality, no matter how ‘reasonable’ the act seems, is acting in the direction of the destruction of a group. It is not what management thinks the group or the goal maker should know, it is what is true. A primary function of management is the discovery and publication, in the briefest form which will admit the whole force of this data, the reality of all existing circumstances, situations and personnel. A management which will hide data, even in the hope of sparing someone’s feelings, is operating toward a decline of the group.”

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“A true group must have a management which deals in affinity, reality and communication, and any group is totally within its rights, when a full and reasonable examination discloses management in fault of perverting or cutting ARC, of slaughtering, exiling or suspending that management.”

“By employing punishment drive on the group or on mest a management can acquire only entheta control of enmest and that is death. Management, if enough free theta exists in the group or if the goal is sufficiently theta, gets away with punishment drive and can confuse the punishment drive it is applying with the existing theta in the group and can delude itself into thinking that accomplishment occurs because of punishment drive, not because of existing theta. Thus enthused about punishment drive, management then applies more of it with the result that the existing theta is enturbulated. **Sooner or later the group perishes or (fortunate group) saves itself with a revolt which carries a theta goal.**”

Editor Note: Our revolt has a theta goal: the implementation of LRH intent for the governance of Scientology by ending one-man rule upon his death to be replaced by multiple checks and balances through seven boards of directors and trustees on three separate corporations; to handle the large and growing independent movement by resolving the allegations of former high-ranking international executives by use of standard corporate protocols, namely, by conducting internal, independent investigations, the end result of which is to credibly get at the truth of the matters and put the charges to rest, so we can get the show on the road and spread our message to the world.

“Now it so happens that a culture which has within many examples of punishment-drive masked management will begin to develop a spurious technology of management based upon mimicry of these masked punishment-drive managements. The technology is most ably put forward for that period in Machiavelli’s *Prince*.”

Editor’s Note: We raised an analogy to Machiavelli’s *Prince* in Action Series 3.

“With such bad examples in a culture, management can develop an entirely false technology... The group one way or another will try to knock apart an authoritarian management or a management even slightly authoritarian. The management thinks this is all because of bad planning, tries to plan better, and thinks all can be righted by just a little more emergency punishment drive. The group revolts more. Management punishment-drives more. And finally something has to explode. It is a lucky nation which blows into a theta goal revolt early in this cycle.”

Emphases added. AN ESSAY ON MANAGEMENT, HCO PL 9 Jan 1951 (Management Series, Vol. 7, p. 567)

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MORE LRH REFERENCES ON STATS/PURPOSE

“There can be a tendency for management and staffs to believe an org is all right because it has a rising gross income graph. This is not true. The gross divisional statistics must be observed before the gross income can mean very much.”

“A rising income graph can even be shown sometimes as an actual threat to an org if the Tech *delivery* stats are down and stay down. It means the org is selling and not delivering and may very well crash shortly.”

STATISTICAL JUDGMENT, HCO PL 9 Feb 1970 (Management Series, Vol. 7, p. 516)

Editor Note: So much for having more than a Billion dollars in IAS and lots of fancy buildings. What are the tech delivery stats?

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“‘Rationalizing a statistic’ is a derogatory term meaning finding excuses for down statistics.

“Finding excuses or reasons why a stat is down does NOT bring it up and at best is a scathing comment on the lack of foresight or initiative of the executive in charge of the area.”

“Being reasonable about their being down should be regarded as AGREEMENT WITH THEIR BEING DOWN. Which is, of course, suppressive.”

“The only reasons stats are down, ever, Is because somebody didn’t push them up. All other reasons are false.”

STATISTIC RATIONALIZATION, HCO PL 8 Feb 1968, Issue I (OEC Vol. 0, p. 682)

Editor Note: We’re not being reasonable about the evidence of down statistics for Scientology GDS statistics. Are you?

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“The first indicators [of Orgs], good or bad, are statistics ...”

“When these are falling, the fall is a BAD INDICATOR.”

INDICATORS OF ORGS, HCO PL 16 May 1965, Issue II (OEC Vol. 0, p. 496)

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“By actual experience in working and managing in many activities, I can state flatly that the most dangerous worker-manager thing to do is to work or manage from something else than statistics.”

“Some seek an answer in status. ‘If one has STATUS, one is safe’ is about as frail as a house of cards. Ask some recently deposed dictator or yesterday’s idol what his status was worth. Yet many work exclusively for status.”

“Undeserved status is a false statistic. Nothing is more bitterly resented, unless it is a statistic earned without status by those who live by status alone!”

WORKING AND MANAGING, HCO PL 7 Jul 1970 (Management Series Vol. 1, p. 68)

Editor’s Note: Is the status of David Miscavige deserved? How would LRH make that determination? On Scientology GDS and tech delivery stats, right? Not on the number of fancy buildings we have, how finely dressed Miscavige is, how well he speaks, how authoritarian he is, how good of a friend he is with Tom Cruise, or on the nebulous measuring stick used by Miscavige, i.e., the “broad-scale impact out there, helping cities, states, and entire nations,” right?

So, let’s find out the stats LRH would rely on, and then let’s judge the value and contribution of Miscavige based on those stats, casting aside all PR and opinions.

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“There is one common denominator the stat pusher, the stat ignorer and the stat faker have. And that is AN ABSENCE OF SKILLED MANAGEMENT.”

THE STAT PUSH, HCO PL 20 Sep 1976 (Management Series Vol. 1, p. 318)

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“Statistics must reflect the actual desired PRODUCT. If they do not, they are not valid. If they do, they give an idea of an ideal scene.

“From a statistic reflecting the desired products, one can work out the departure from the ideal scene.”

LEARNING TO USE DATA ANALYSIS, HCO PL 19 Mar 1972, Issue II (Management Series Vol. 1, p. 105)

Editor’s note: We have nothing against “helping cities, states, and entire nations;” we just prefer to follow LRH intent in doing so, with the delivery of Scientology.

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“When an item in the scale [i.e., the Admin Scale: Goals, Purposes, Policy, Plans, Programs, Projects, Orders, Ideal Scenes, Stats, Valuable Final Products] is *not* aligned with the other items, the project will be hindered if not fail.

“The skill with which all these items in any activity are aligned and gotten into action is called MANAGEMENT.

“Group members only become upset when one or more of these points are not aligned to the rest and at least some group agreement.

“Groups appear slow, inefficient, unhappy, inactive or quarrelsome only when these items are not aligned, made known and coordinated.”

“As out-reality breeds out-comm and out-affinity, it follows that unreal items on the scale (not aligned) produce ARC breaks, upsets and disaffections.”

THIRD DYNAMIC DE-ABERRATION, HCO PL 6 Dec 1970 (Management Series Vol. 1, p. 261)

Editor’s note: Well, for those who haven’t looked, we have a large and growing independent movement in Scientology, i.e., ARC breaks, upsets and disaffections galore.

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“Statistics are the only sound measure of any production or any job or any activity.

“The moment that one goes into any dependence on opinion, he goes into the quicksand and will *see too late*, the fatal flaw in restoring anything.”

“The entire concept of an ideal scene for any activity is really a clean statement of its PURPOSE.

“All one has to ask is ‘What’s the purpose of this?’ and one will be able to work out what the ideal scene of ‘this’ is.”

“Opinion, reports, subject to outpoints as they almost always are, seldom tell one more than somebody else’s prejudices or his efforts to cover or failure to observe.

“Now that a departure [from the ideal scene] is seen (because the statistic drops) one can quickly go about noticing when and so get at WHY.

“When he has the WHY of the departure he can proceed to handle it.”

“If an activity lacks an ideal scene and a correct statistic for it, it has no stable datum with which to rebuff opinion and outpoints. To that extent the group goes a bit mad.”

HOW TO FIND AND ESTABLISH AN IDEAL SCENE, HCO PL 5 Jul 1970 (Management Series, Vol 1, p. 50)

Editor’s note: LRH worked out the ideal scene and statistics for Scientology. The quest for large buildings (MEST), a billion-dollar plus, and ever-growing IAS fund (MEST) and a “broadscale impact out there, helping cities, states, and entire nations” are not aligned with LRH’s Admin Scale. No wonder our group has gone a bit mad.

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“Statistics are the only sound measure of any production or any job or any activity. These tell of production. They measure what is done. Thus, one can manage by statistics.”

BASIC MANAGEMENT TOOLS, HCO PL 31 Jul 1983R, Issue I, (Management Series, Vol. 1, p. 368)

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“THE BIGGEST MISTAKE

“The one big god-awful mistake an executive can make in reading and managing by graph is *being reasonable* about graphs. This is called JUSTIFYING A STATISTIC.

“This is the single biggest error in graph interpretation by executives and the one thing that will clobber an org.”

STATISTIC INTERPRETATION, STATISTIC ANALYSIS, HCO PL 6 Nov 1966R, Issue I (OEC Vol. 7, p. 335)

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“So the basic gross outness re stats is not to have real stats and not to compute, publish, use and PUSH THEM UP.”

“The only thing that could go wrong [in expanding Scientology] is not establishing, collecting, computing, posting and using the stats to establish a nearer and nearer approach to the ideal scene, not just for us but for the planet.”

STATISTICAL MANAGEMENT, HCO PL 16 Aug 1970 (OEC Vol. 7, p. 518)

Editor’s note: Our point, exactly. Let’s get them computed and published, and see where we need to go from there. Let’s stop being reasonable (suppressive).

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“One [cause of downstats] not listed is the most dangerous one: REASONABLE EXPLANATIONS OF WHY STATS ARE DOWN.”

DOWNSTAT CAUSES, HCO PL 10 Oct 1969R, (Management Series, Vol. 7, p. 513)

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“WHEN YOU REWARD DOWN STATISTICS AND PENALIZE UP STATISTICS YOU GET DOWN STATISTICS.”

“So don’t even consider someone with a steadily down statistic as part of the team. Investigate, yes. Try, yes. But if it stays down, don’t fool about. The person is drawing pay and position and privilege for not doing his job and that’s too much reward even there.

“Don’t get reasonable about down statistics. They are down because they are down. If someone were on the post, they would be up. Act on that basis.”

REWARDS AND PENALTIES, HOW TO HANDLE PERSONNEL AND ETHICS MATTERS, HCO PL 6 Mar 1966, Issue I (Management Series, Vol. 7, p. 500)

Editor’s note: Another one of our points. Plenty of evidence indicates that Scientology delivery stats are down, active and new members are down, the repute of Scientology is down, and the number of disaffected, ARCXen members is way up, and growing. Not good. And we are not going to be reasonable about it or shy away from doing something about it. Please support our call for an independent Performance Audit.

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“Nothing is the greatest overt act you can commit. If you don’t believe it, run into it sometime on your case. The times you did nothing: those were the overt acts. Well we needn’t be guilty of it in this particular lifetime, because you’ve got just as big a share in this as I have, as anybody has. And with your knowingness goes a certain increased responsibility. That’s a terrible thing, isn’t it? You say, “Well, I want to know more about this.” The second you know more about it, you’re more responsible for it. Do you realize that?”

Zones of Control and Responsibility of Governments, 3 Jan 1960 (State of Man Congress)