

FROM THE SCIENTOLOGY HANDBOOK

ETHICS AND THE CONDITIONS



BASED ON THE WORKS OF

L. RON HUBBARD

This booklet is based on the religious literature and works of L. Ron Hubbard, who developed Scientology applied religious philosophy and Dianetics spiritual healing technology. It is presented to the reader as Mr. Hubbard's ideas and expressions concerning his observations and research into the human mind and spirit, and not as a statement of claims made by the Church, the author or publisher. The benefits and goals of Scientology philosophy and Dianetics technology can be attained only by the dedicated efforts of the reader.

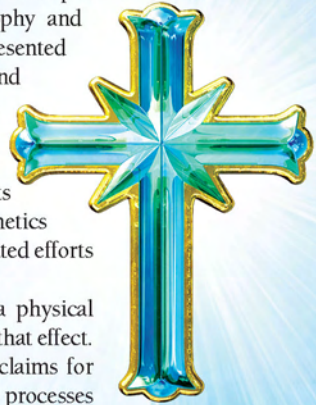
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We hope the reading of this booklet is only the first stage of a personal voyage of discovery into this new and vital world religion.

The Church of Scientology International

**THIS BOOKLET
BELONGS TO:**



SCIENTOLOGY

Making the World a Better Place

Founded and developed by L. Ron Hubbard, Scientology is an applied religious philosophy which offers an exact route through which anyone can regain the truth and simplicity of his spiritual self.

Scientology consists of specific axioms that define the underlying causes and principles of existence and a vast area of observations in the humanities, a philosophic body that literally applies to the entirety of life.

This broad body of knowledge resulted in two applications of the subject: first, a technology for man to increase his spiritual awareness and attain the freedom sought by many great philosophic teachings; and, second, a great number of fundamental principles men can use to improve their lives. In fact, in this second application, Scientology offers nothing less than practical methods to better *every* aspect of our existence—means to create new ways of life. And from this comes the subject matter you are about to read.

Compiled from the writings of L. Ron Hubbard, the data presented here is but one of the tools which can be found in *The Scientology Handbook*. A comprehensive guide, the handbook contains numerous applications of Scientology which can be used to improve many other areas of life.

In this booklet, the editors have augmented the data with a short introduction, practical exercises and examples of successful application.

Courses to increase your understanding and further materials to broaden your knowledge are available at your nearest Scientology church or mission. Listings are available at www.scientology.org.

Many new phenomena about man and life are described in Scientology, and so you may encounter terms in these pages you are not familiar with. These are described the first time they appear and in the glossary at the back of the booklet.

Scientology is for use. It is a practical philosophy, something one *does*. Using this data, you *can* change conditions.

Millions of people who want to do something about the conditions they see around them have applied this knowledge. They know that life can be improved. And they know that Scientology works.

Use what you read in these pages to help yourself and others and you will too.

Man has long found ethics to be a confusing subject. In recent decades it has become more so. How does a person know if what he is doing is right or wrong? When he sees dishonest men hold power, criminals go free and traditional values cast aside, maybe he feels he should take the easy way out. "Others cheat on their taxes, why shouldn't I?" "Other kids shoplift, what's the harm?" But, regardless of anything else, a person has to live with himself. With many pressures pushing and pulling at a person, how can he be sure his choices will be best for himself, his family and every aspect of his life and his future?

L. Ron Hubbard achieved a remarkable breakthrough in the field of ethics which included not only simplification and codification of the subject, but development of a workable technology with applicability to our daily lives, one which brings about increased happiness, prosperity and survival.

*These fundamentals, taken from Mr. Hubbard's body of work, even when combined with the booklet, "Integrity and Honesty," which provides yet more information on the subject, do not present the entirety of ethics technology available in Scientology. However, they do provide an exact means for an individual to gradiently raise his ethics level, increase his survival potential in any area of life and help others do the same. Thus ethics technology is the key tool you need to succeed in **all** aspects of existence.■*

THE BASICS OF ETHICS



hroughout the ages, man has struggled with the subjects of right and wrong and ethics and justice.

The dictionary defines *ethics* as “the study of the general nature of morals and of the specific moral choices to be made by the individual in his relationship with others.”

The same dictionary defines *justice* as “conformity to moral right, or to reason, truth or fact,” or “the administration of law.”

As you can see, these terms have become confused.

All philosophies from time immemorial have involved themselves with these subjects. And they never solved them.

That they have been solved in Scientology is a breakthrough of magnitude. The solution lay, first, in their *separation*. From there it could go forward to a workable technology for each.

Ethics consists simply of the actions an individual takes on himself. It is a personal thing. When one is ethical or “has his ethics in,” it is by his own determinism and is done by himself.

Justice is the action taken on the individual by the group when he fails to take these actions himself.

History

These subjects are, actually, the basis of all philosophy. But in any study of the history of philosophy it is plain that they have puzzled philosophers for a long time.

The early Greek followers of Pythagoras (Greek philosopher of the sixth century B.C.) tried to apply their mathematical theories to the subject of human conduct and ethics. Some time later, Socrates (Greek philosopher and teacher, 470?–399 B.C.) tackled the subject. He demonstrated that all those

who were claiming to show people how to live were unable to defend their views or even define the terms they were using. He argued that we must know what courage, and justice, law and government are before we can be brave or good citizens or just or good rulers. This was fine, but he then refused to provide definitions. He said that all sin was ignorance but did not take the necessary actions to rid man of his ignorance.

Socrates' pupil, Plato (Greek philosopher, 427?–347 B.C.) adhered to his master's theories but insisted that these definitions could only be defined by pure reason. This meant that one had to isolate oneself from life in some ivory tower and figure it all out—not very useful to the man in the street.

Aristotle (Greek philosopher, 384–322 B.C.) also got involved with ethics. He explained unethical behavior by saying that man's rationality became overruled by his desire.

This chain continued down the ages. Philosopher after philosopher tried to resolve the subjects of ethics and justice.

Unfortunately, until now, there has been no workable solution, as evidenced by the declining ethical level of society.

So you see it is no small breakthrough that has been made in this subject. We have defined the terms, which Socrates omitted to do, and we have a workable technology that anyone can use to help get himself out of the mud. The natural laws behind this subject have been found and made available for all to use.

Ethics

Ethics is so native to the individual that when it goes off the rails he will always seek to overcome his own lack of ethics.

He knows he has an ethics blind spot the moment he develops it. At that moment he starts trying to put ethics in on himself, and to the degree that he can envision long-term survival concepts, he may be successful, even though lacking the actual tech of ethics.

All too often, however, the bank is triggered by an out-ethics situation; and if the individual has no tech with which to handle it analytically, his "handling" is to mock up motivators. In other words, he tends to believe or pretend that something was done to him that prompted or justified his out-ethics action, and at that point he starts downhill.

It is *not* his attempt to get his ethics in that does him in. It is the automaticity of the bank which kicks in on him and his use of a bank mechanism at this point which sends him down the chute. When that happens, nobody puts him down the chute harder, really, than he does himself.

And, once on the way down, without the basic technology of ethics, he has no way of climbing back up the chute—he just caves himself in directly and deliberately. And even though he has a lot of complexities in his life, and he has other people doing him in, it all starts with his lack of knowledge of the technology of ethics.

This, basically, is one of the primary tools he uses to dig himself out.

Basic Nature of Man

No matter how criminal an individual is, he will be trying, one way or another, to put ethics in on himself.

This explains why Hitler invited the world to destroy Germany. He had the whole war won before September 1939, before he declared war. The Allies were giving him everything he wanted; he had one of the finest intelligence organizations that ever walked; he had Germany well on the way to getting her colonies back and the idiot declared war! And he just caved himself and Germany right in. His brilliance was going at a mad rate in one direction and his native sense of ethics was causing him to cave himself in at a mad rate in the other direction.

The individual who lacks any ethics technology is unable to put in ethics on himself and restrain himself from contrasurvival actions, so he caves himself in. And the individual is not going to come alive unless he gets hold of the basic tech of ethics and applies it to himself and others. He may find it a little unpalatable at first, but when you're dying of malaria you don't usually complain about the taste of the quinine: you may not like it, but you sure drink it.

Justice

When the individual fails to put in his own ethics, the group takes action against him and this is called justice.

I have found that man cannot be trusted with justice. The truth is, man cannot really be trusted with "punishment." With it he does not really seek discipline; he wreaks injustice. He dramatizes his inability to get his own

ethics in by trying to get others to get their ethics in: I invite you to examine what laughingly passes for “justice” in our current society. Many governments are so touchy about their divine rightness in judicial matters that you hardly open your mouth before they burst into uncontrolled violence. Getting into police hands is a catastrophe in its own right in many places, even when one is merely the plaintiff, much less the accused. Thus, social disturbance is at maximum in such areas.

When the technology of ethics isn’t known, justice becomes an end-all in itself. And that just degenerates into a sadism. Governments, because they don’t understand ethics, have “ethics committees,” but these are all worded in the framework of justice. They are even violating the derivation of the word *ethics*. They write justice over into ethics continuously with medical ethics committees, psychological ethics committees, congressional committees, etc. These are all on the basis of justice because they don’t really know what ethics is. They call it ethics but they initiate justice actions and they punish people and make it harder for them to get their own ethics in.

Proper justice is expected and has definite use. When a state of discipline does not exist, the whole group caves in. It has been noted continually that the failure of a group began with a lack of or loss of discipline. Without it the group and its members die. But you must understand ethics *and* justice.

The individual can be trusted with ethics, and when he is taught to put his own ethics in, justice no longer becomes the all-important subject that it is made out to be.

Breakthrough

The breakthrough in Scientology is that we *do* have the basic technology of ethics. For the first time man *can* learn how to put his own ethics in and climb back up the chute.

This is a brand-new discovery; before Scientology it had never before seen the light of day, anywhere. It marks a turning point in the history of philosophy. The individual can learn this technology, learn to apply it to his life and can then put his own ethics in, change conditions and start heading upwards toward survival under his own steam.

I hope you will learn to use this technology very well for your own sake, for the sake of those around you and for the sake of the future of this culture as a whole.

CONDITIONS: STATES OF OPERATION

An organization or its parts or an individual passes through various states of existence. These, if not handled properly, bring about shrinkage and misery and worry and death. If handled properly they bring about stability, expansion, influence and well-being.

These, arranged from highest to lowest, are:

Power

Power Change

Affluence

Normal Operation

Emergency

Danger

Non-Existence

Liability

Doubt

Enemy

Treason

Confusion

The formulas for these are apparently monitoring formulas for livingness (the state of living).

The first thing to know about them is that each step in a formula is in exact sequence and must be done in *that* sequence. It is totally fatal to reverse the order of sequence of two or more actions. Example: in Emergency economize before you promote. If the sequence is disordered the final result is a smaller organization or less influential person.

A key datum is that if the formulas are not known or not correctly applied, an organism emerges from each crisis smaller.

A person can
exist in different
conditions.
Ethics is the
means by which
he can raise
himself to a
higher condition
and improve his
survival.



THE MEASUREMENT OF SURVIVAL: STATISTICS

The next thing to know is that one knows what formula to apply only by closely and continually inspecting statistics. By statistics is meant numbers of things, measurement of volume, all relative to time. A statistic not compared to the same type of statistic earlier will not predict any future statistic. A single statistic is meaningless. Statistics are always worse than, the same as or better than they were at an earlier period. Graphing and the reading of graphs is a vital necessity then in monitoring an organization, department or person and applying condition formulas to it.

This is much easier than it appears. If you made \$20,000 last year and only \$15,000 this year, you obviously are slipping; if you made \$30,000 this year you are pretty stable; if you made \$50,000 this year you are affluent—as compared to the \$20,000 you made last year.

What is the code of conduct you should use to stay healthy under these *conditions*? These are the condition formulas.

The third thing to know is that one can wreck an organization or department or person by applying the wrong condition formula. The person is in an Emergency condition. One applies the condition of Affluence or Power or anything but the Emergency Formula and the person will go bust. The universe is made that way. The right condition must be applied.

STATISTICS—WHAT THEY ARE

What is a statistic? A statistic is a number or amount *compared* to an earlier number or amount of the same thing. Statistics refer to the quantity of work done or the value of it in money.

A down statistic means that the current number is less than it was.

An up statistic means the current number is more than it was.

We operate on statistics. These show whether or not a staff member or group is working or not working, as the work produces the statistic. If he doesn't work effectively, the statistic inevitably goes down. If he works effectively, the statistic goes up.

Negative statistics—some things go up in statistic when they are bad (like car accidents). However, we are not using negative statistics. We only use things that mean good when they go up or mean bad when they go down.

Statistic Graphs

Definition: A graph is a line or diagram showing how one quantity depends on, compares with or changes another. It is any pictorial device used to display numerical relationships.

A graph is not informative if its vertical scale results in graph line changes that are too small. It is not possible to draw the graph at all if the line changes are too large.

If the ups and downs are not plainly visible on a graph, then those interpreting the graph make errors. What is shown as a flat-looking line really should be a mountain range.

By *scale* is meant the number of anything per vertical inch of graph.

The way to do a scale is as follows:

Scale is different for every statistic.

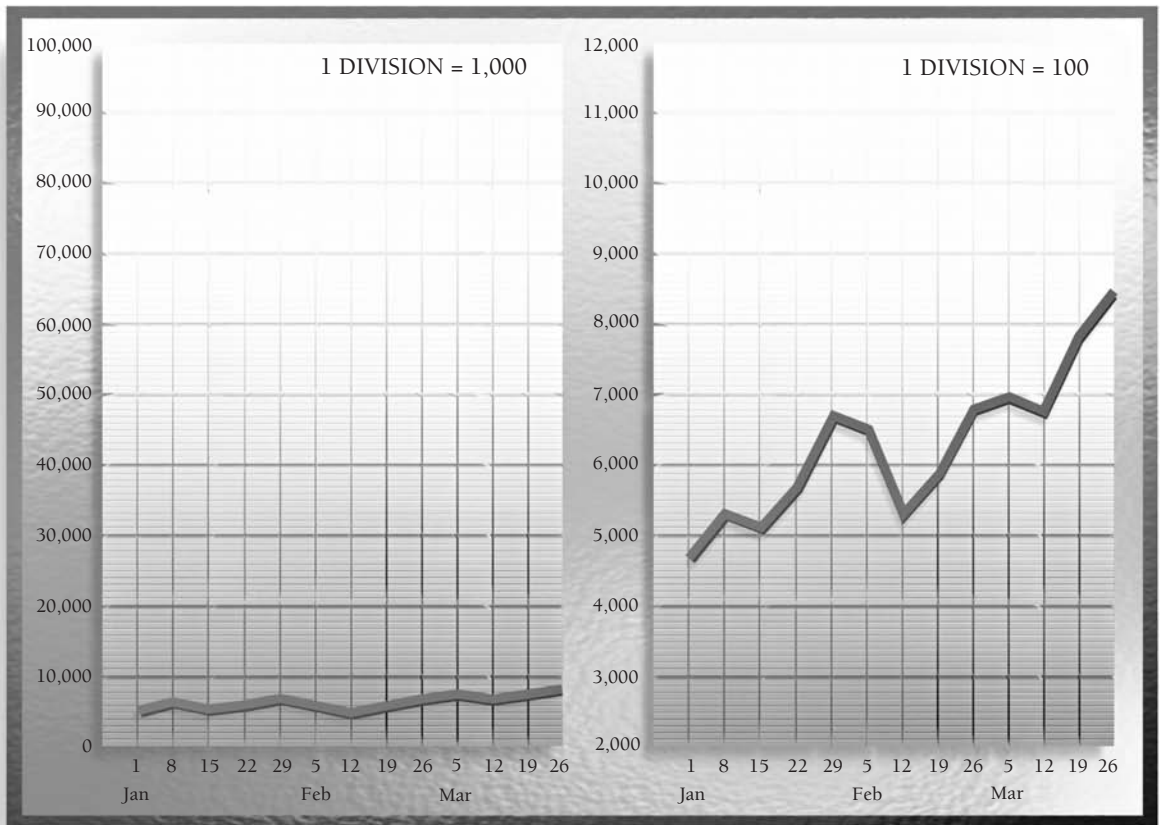
1. Determine the lowest amount one expects a particular statistic to go—this is not always zero.

2. Determine the highest amount one can believe the statistic will go in the next three months.

3. Subtract (1) from (2).

4. Proportion the vertical divisions as per (3).

Your scale will then be quite real and show up its rises and falls.



An incorrectly scaled graph does not show changes in a statistic accurately, thus making the graph less useful.

A correctly scaled graph clearly shows changes in a statistic, making it easier to determine which condition to apply.

Here is an *incorrect* example.

We take an organization that runs at \$500 per week. We proportion the vertical marks of the graph paper of which there are 100 so each one represents \$100. This when graphed will show a low line, quite flat, no matter what the organization income is doing and so draws no attention from executives when it rises and dives.

This is the *correct* way to do it for gross income for an organization averaging \$500/week.

1. Looking over the old graphs of the past six months we find it never went under \$240. So we take \$200 as the lowest point of the graph paper.

2. We estimate this organization should get up to \$1,200 on occasion in the next three months, so we take this as the top of the graph paper.

3. We subtract \$200 from \$1,200 and we have \$1,000.

4. We take the 100 blocks of vertical and make each one \$10, starting with \$200 as the lowest mark.

Now we plot gross income as \$10 per graph division.

This will look right, show falls and rises very clearly and so will be of use to executives in interpretation.

Try to use easily computed units like 5, 10, 25, 50, 100, and show the scale itself on the graph (1 div = 25).

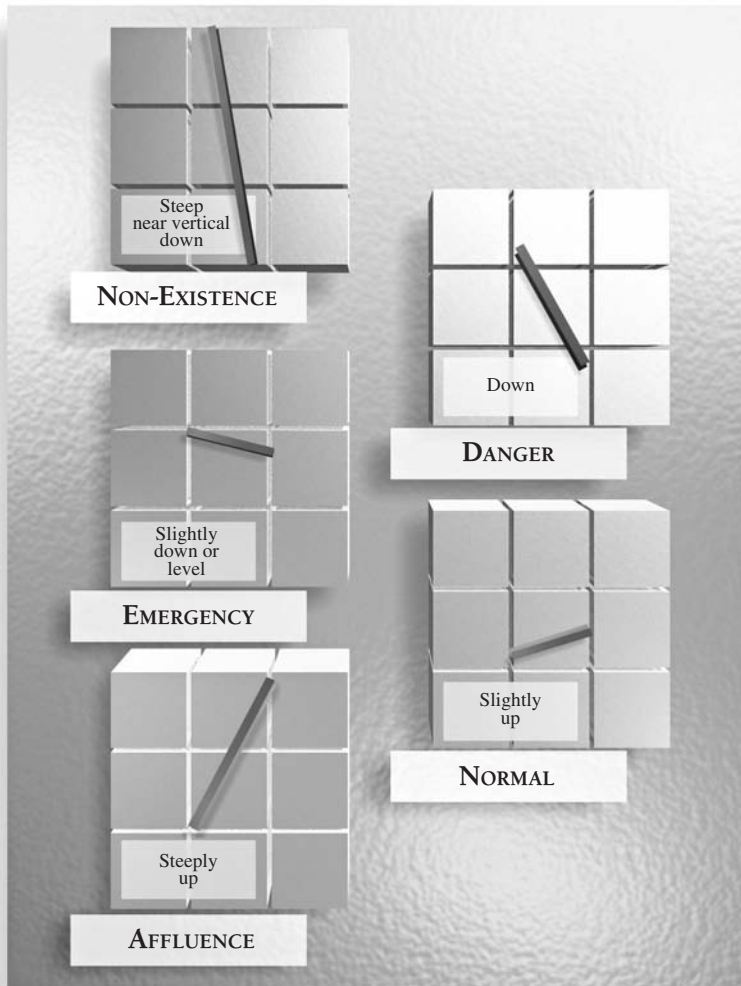
The element of hope can enter too strongly into a graph. One need not figure a scale for more than one graph at a time. If you go onto a new piece of graph paper, figure the scale all out again; and as the organization rises in activity, sheet by sheet the scale can be accommodated. For example it took eighteen months to get one organization's statistics up by a factor of 5 (5 times the income, etc.) and that's several pieces of graph paper, so don't let scale do more than represent current expectancy.

On horizontal time scale, try not to exceed three months as one can get that scale too condensed too, and also too spread out where it again looks like a flat line and misinforms.

Correct scaling is the essence of good graphing.

READING STATISTICS

One can determine the condition of a stat by its slant on a graph.



Power is not judged on a one-week basis only nor by a single line on a graph. Power is a Normal *trend* maintained in a high, high range. Trend means the tendency of statistics to average out up, level, or down over several weeks or months. Thus a Power condition must be determined by more than one line on a graph.

Note that these slants for Non-Existence through Affluence are used to determine the stat condition *for the week*.

STATISTIC TRENDS

STAT INTERPRETATION

The closer one is to the scene of the stat, the more rapidly it can be adjusted and the smaller the amount of time per stat needed to interpret it.

One can interpret one's own personal statistic hour to hour.

A division head can interpret on a basis of day to day.

An Executive Secretary needs a few days' worth of stat.

An Executive Director would use a week's worth of stat.

A more remote governing body would use a TREND (which would be several weeks) of divisional stats to interpret.

In short the closer one is to a statistic the easier it is to interpret it and the easier it is to change it.

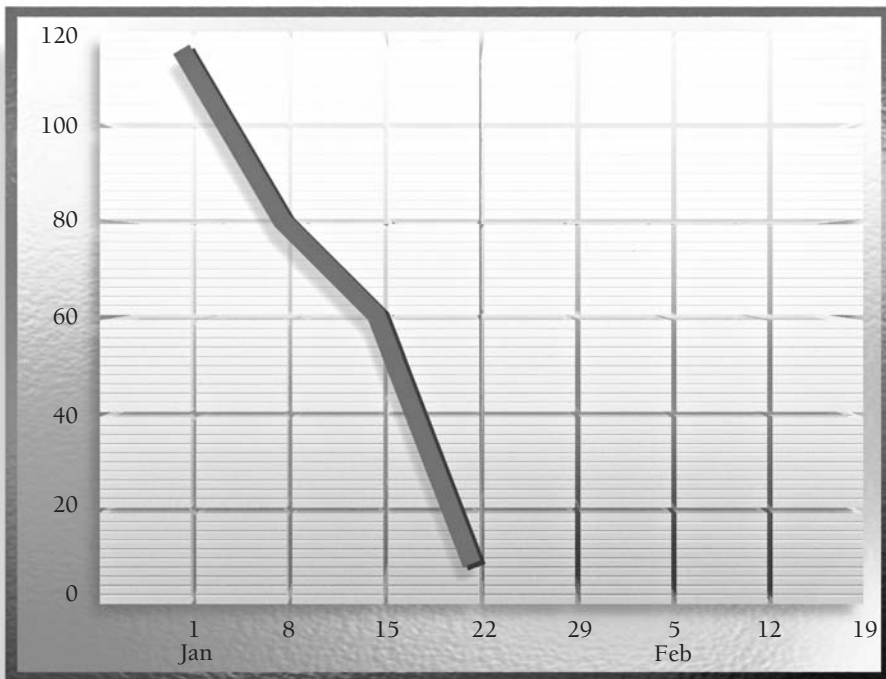
One knows he had no stat on Monday—he didn't come to work. So Tuesday he tries to make up for it.

At the other end of the scale, a more remote managing body would have to use a trend of weeks to see what was going on.

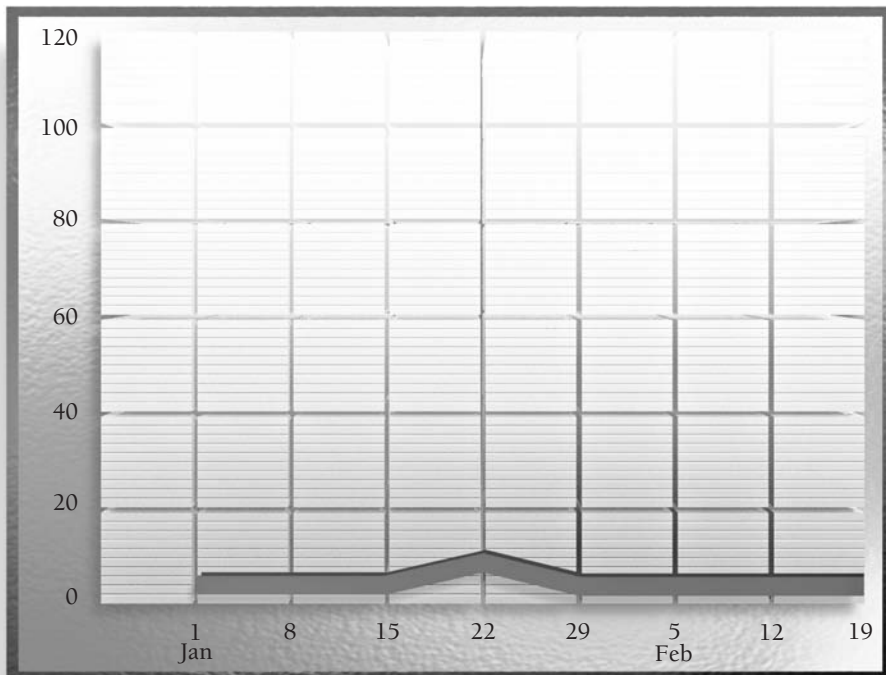
A *trend* is an inclination toward a general course or direction.

Trends can be anything from Danger to Power, depending on the slant and its steepness. It is also possible to have a Non-Existence trend.

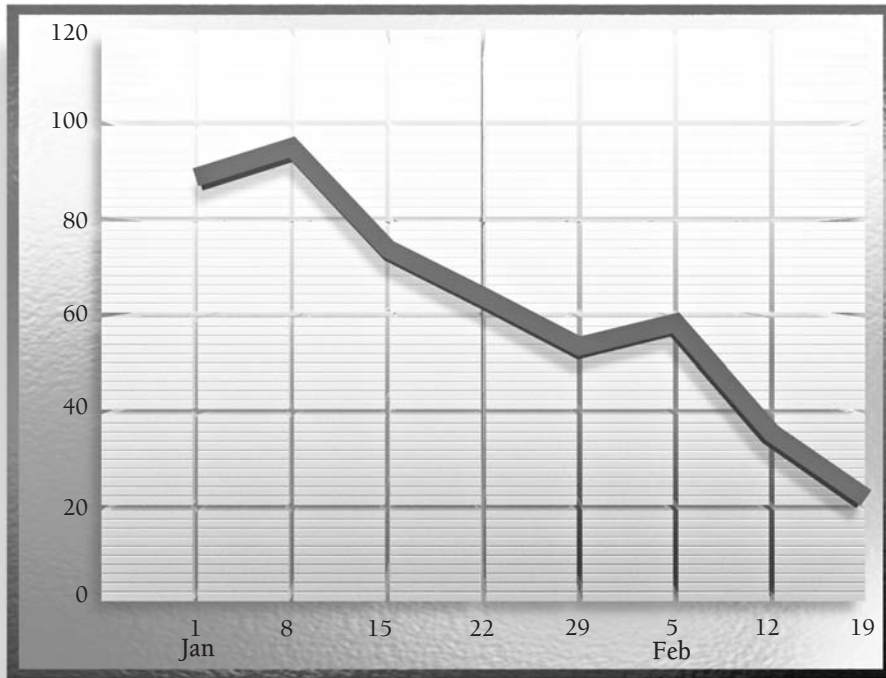
Plotted by weeks:
A Non-Existence *trend* would look like this:



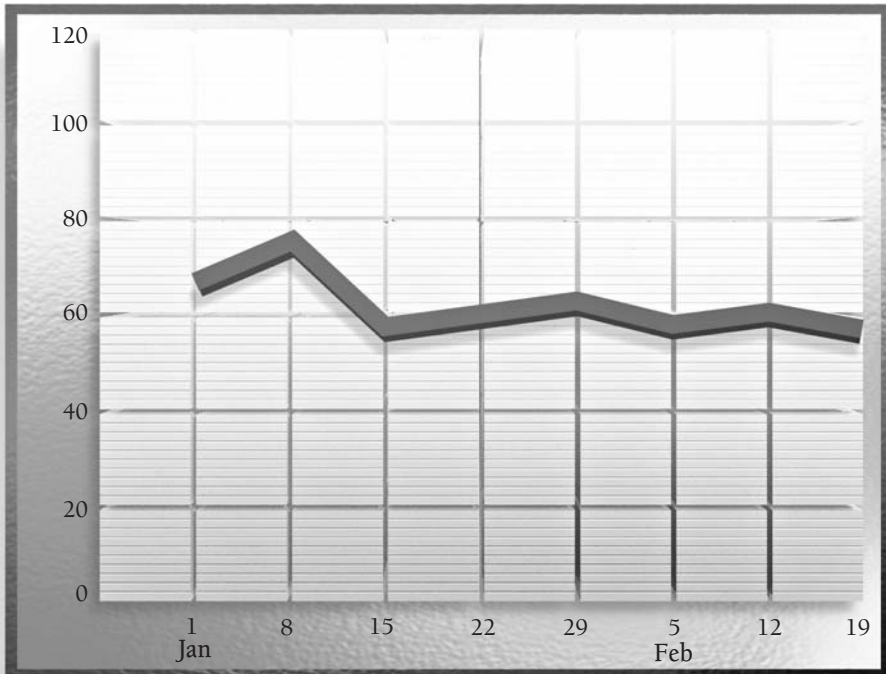
This would also be a Non-Existence *trend*:



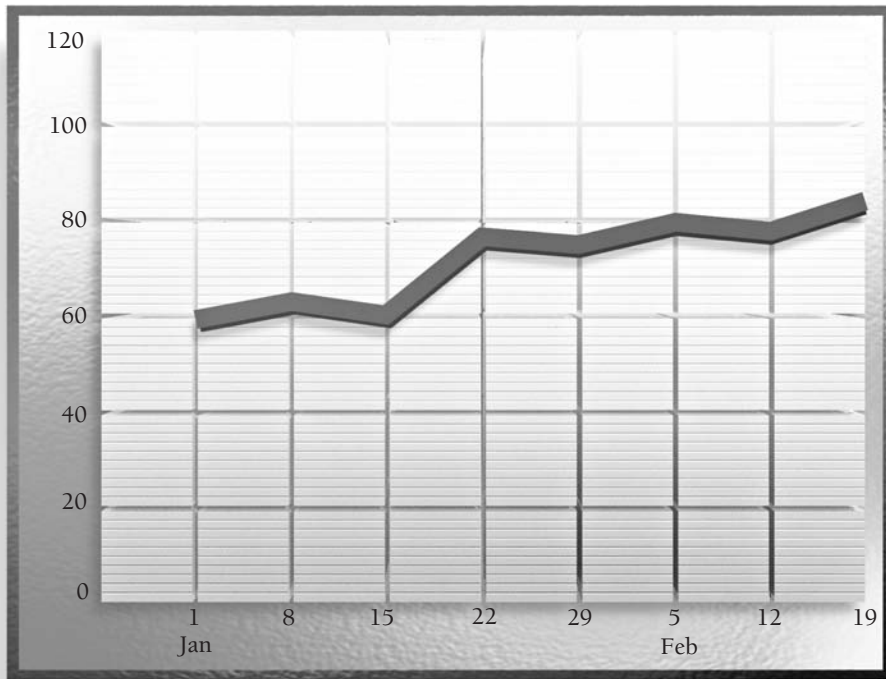
This would be a Danger *trend*:



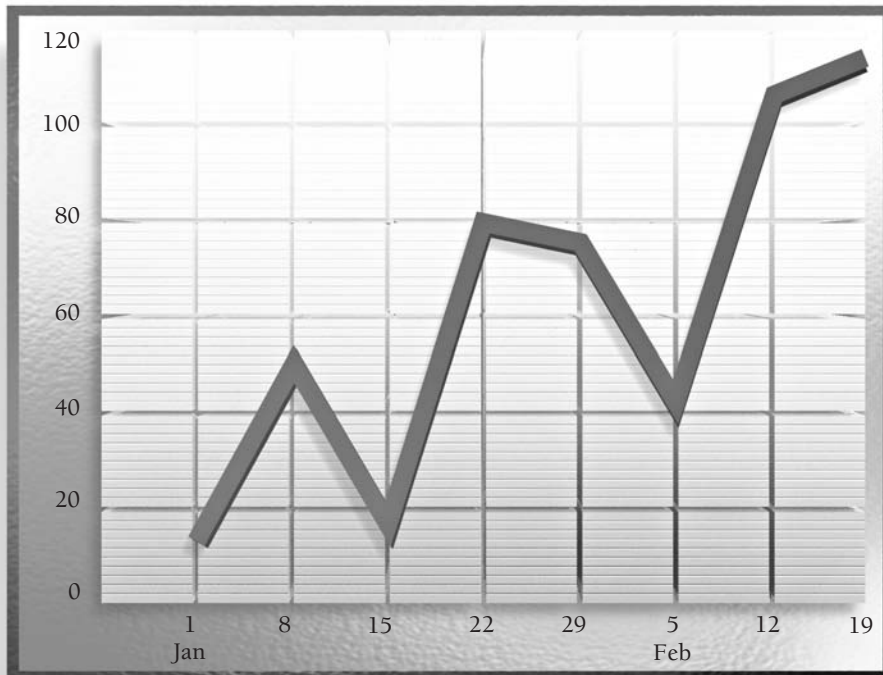
This would be an Emergency *trend*:



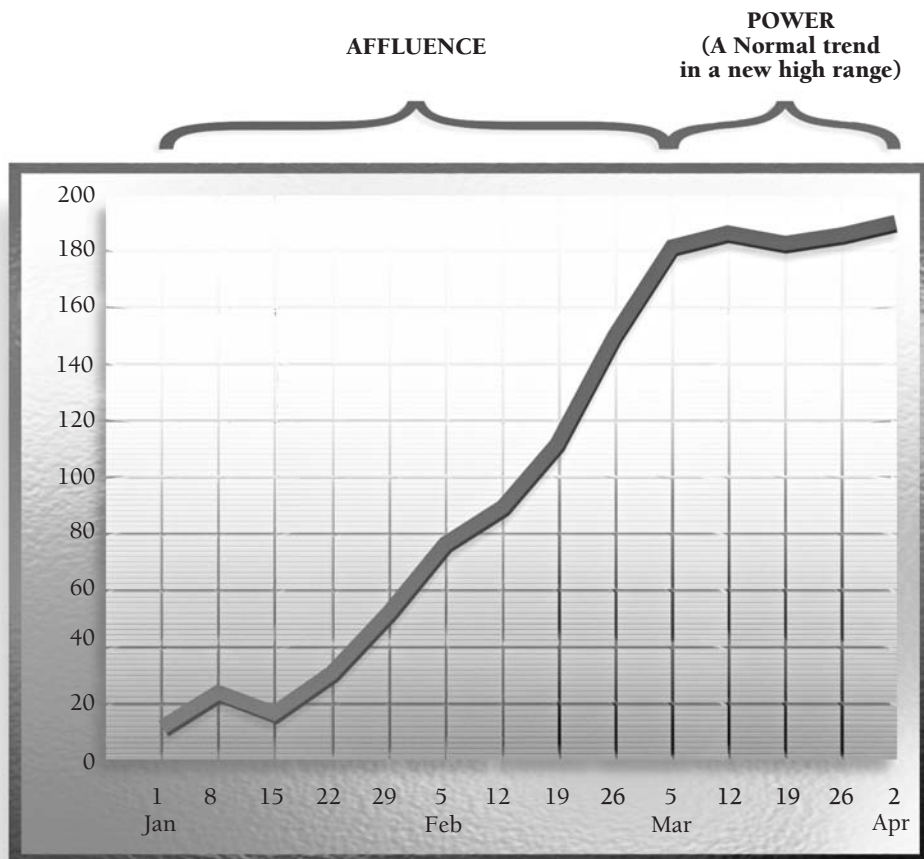
This would be a Normal *trend*:



Any slight rise above level is Normal.
This would be an Affluence *trend*:



As Power is a *trend* it is not judged by a single line on a graph. Power is a Normal *trend* maintained in a high, high range; thus a Power condition must be determined by more than one week's worth of stats.



THE CONDITIONS FORMULAS

Here are the conditions and their formulas given in order of advance upward:

The Condition of Non-Existence (New Post Formula)

Every new appointee to a post begins in Non-Existence. Whether obtained by new appointment, promotion or demotion.

He is normally under the delusion that now he is “*THE* _____” (new title). He tries to start off in Power condition as he is usually very aware of his new status or even a former status. But in actual fact *he* is the only one aware of it. All others except perhaps the Personnel Officer are utterly unaware of him as having his new status.

Therefore he begins in a state of Non-Existence. And if he does not begin with the Non-Existence Formula as his guide, he will be using the wrong condition and will have all kinds of trouble.

The Non-Existence Formula is:

1. *Find a communication line.*
2. *Make yourself known.*
3. *Discover what is needed or wanted.*
4. *Do, produce and/or present it.*

A new appointee taking over a going concern often thinks he had better make himself known by changing everything, whereas he (a) is not well enough known to do so and (b) hasn't any idea of what is needed or wanted yet. And so he makes havoc.

Sometimes he assumes he knows what is needed or wanted when it is only a fixed idea with him and is only his idea and not true at all and so he fails at his job.

*A person begins
a new job or
activity in a
condition of
Non-Existence.*



Sometimes he doesn't bother to find out what is really needed or wanted and simply assumes it or thinks he knows when he doesn't. He soon becomes "unsuccessful."

Now and then a new appointee is so "status happy" or so insecure or so shy that even when his boss or his staff comes to him and tells him what is needed or wanted he can't or doesn't even acknowledge and really does go into Non-Existence for keeps.

Sometimes he finds that what he is *told* is needed or wanted needs reappraisal or further investigation. So it is always safest for him to make his own survey of it and operate on it when he gets his own firm reality on what is needed or wanted.

If the formula is applied intelligently, the person can expect to get into a zone of bypass where people are still doing his job to fill the hole his predecessor may have left. This is a Danger condition—but it is the next one higher than Non-Existence on the scale. If he defends his job and does his job and applies the Danger Formula, he will come through it.

He can then expect to find himself in an Emergency condition. In this he must follow the Emergency Formula with his post and he will come through *it*.

He can now expect to be in Normal Operation, and if he follows the formula of that, he will come to Affluence. And if he follows *that* formula, he will arrive at Power. And if he applies the Power Formula, he will stay there.

So it is a long way from Power that one starts his new appointment, and if he doesn't go *up* the scale from where he really is at the start, he will of course fail.

This applies to groups, to organizations, to countries as well as individuals.

It also applies when a person fails at his job. He has to start again at Non-Existence and he will build up the same way condition by condition.

Most failures on post are occasioned by failures to follow the conditions and recognize them and apply the formula of the condition one is in when one is in it and cease to apply it when one is out of it and in another.

This is the secret of holding a post and being successful on a job or in life.

Non-Existence Formula Expanded

Many people misapply the Non-Existence Formula and then wonder why they seem to continue in trouble.

Executives sometimes wonder why certain staff personnel never seem to be able to do anything right and out of exasperation wind up handling the whole area themselves.

The answer is a misapplication of and not really doing the Non-Existence Formula on their job.

Experience has shown that even experienced executives and staff members have not in fact ever come out of Non-Existence. And where the organization runs at all, it is carried on the back of one or two key seniors.

The phrase "find a communication line" is shortened down by too many to locating somebody's in-basket and dropping a "needed and wanted" request in it. This is not really finding a communication line.

To handle *any* post you have to have *information* and furnish *information*. Where this is not done, the person finds himself doing projects that get rejected, projects that have to be redone, restraints put on his actions and finds himself sinking down the conditions. He gets in bad with his seniors *because he doesn't acquire and doesn't furnish* the vital information of *what is going on*.

It is the duty of any staff member, new on post or not, to *round up the communication lines that relate to his post, find out who needs vital information from him and get those lines in, in, in* as a continuing action.

When a person fails to do just that, he never comes out of Non-Existence. He isn't even up to Danger because nobody knows they are even bypassing him. In other words, when a staff member does not do that, in the eyes of the organization, he is simply a *zero*.

Orders being issued by him usually wind up *cancelled* when discovered by some senior because they are not real. Joe was already handling it. Bill's schedule was thrown out by it. Treasury yells, "How come this wasted expense?"

Pretty soon, when staff hears it's so-and-so's order they just ignore it.

The bright hopes of such a person usually wind up as hopes he will be able to get transferred, the sooner the better. Everybody is against him.

But what really happened?

He never applied the Non-Existence Formula for real and so he stayed in Non-Existence. His actions do not coordinate because he does *not have the lines to give or receive information*.

It is really and factually not up to anyone else to round up his lines for him any more than it is up to others to do his breathing for him. The inhale and exhale of an organization or any activity is the take and give of *vital information and particles*.

Anyone who finds himself in apparent Non-Existence or worse should rush around and find the communication lines that apply to his activity and post and insist that he be put on those lines.

Such a person, staff member or executive has to write down what information he has to have to handle his post and what information others have to have from him to do their jobs.

And then arrange communication lines so that he is an info addressee from secretaries on those lines.

Senior executives such as division heads or heads of an organization do have a responsibility for briefing staff. But they are usually also faced with security problems as well as a wish to look good. And their data is general for the whole division or organization. It does include specifics like "Mrs. Zikes

is arriving at 1400 hours” or “the telephone company rep says the bill must be paid by 1200 hours today or we got no phones.”

Havoc and overwork for executives occur where the bulk of the staff have omitted to get themselves on important communication lines and keep those lines flowing. Do not send to find why the statistics are down if 90 percent of your staff is in Non-Existence or worse! Simply because they never really found any communication lines.

Therefore the Expanded Non-Existence Formula is:

1. *Find and get yourself on every communication line you will need in order to give and obtain information relating to your duties and materiel.*
2. *Make yourself known, along with your post title and duties, to every person you will need for the obtaining of information and the giving of data.*
3. *Discover from your seniors and fellow staff members and any public your duties may require you to contact, what is needed and wanted from each.*
4. *Do, produce and present what each needs and wants that is in conformation with policy.*
5. *Maintain your communication lines that you have and expand them to obtain other information you now find you need on a routine basis.*
6. *Maintain your origination lines to inform others what you are doing exactly, but only those who actually need the information.*
7. *Streamline what you are doing, producing and presenting so that it is more closely what is really needed and wanted.*
8. *With full information being given and received concerning your products, do, produce and present a greatly improved product routinely on your post.*

I can guarantee that if you do this—and write your information concisely so it is quick to grasp and get your data in a form that doesn’t jam your own lines—you will start on up the conditions for actual and in due course arrive in Power.

The Condition of Danger

A Danger condition is normally assigned when:

1. An Emergency condition has continued too long.
2. A statistic plunges downward very steeply.
3. A senior executive suddenly finds himself or herself wearing the hat of the head of the activity because it is in trouble.

To *bypass* someone means to “jump the proper terminal (person or post) in a chain of command.”

If you declare a Danger condition, you of course must do the work necessary to handle the situation that is dangerous.

This is also true backwards. If you start doing the work of another on a bypass you will of course unwittingly bring about a Danger condition. Why? Because you unmock the people who should be doing the work.

Further, if you habitually do the work of others on a bypass, you will of course inherit all the work. This is the answer to the overworked executive. He or she bypasses. It's as simple as that. If an executive habitually bypasses, he or she will then become overworked.

Also the condition of Non-Existence will occur.

So the more an executive bypasses, the harder he works. The harder he works on a bypass, the more the section he is working on will disappear.

So purposely or unwittingly working on a bypass, the result is always the same—Danger condition.

If you *have* to do the work on a bypass, you *must* get the condition declared and follow the formula.

If you declare the condition, you must also do the work.

You must get the work being competently done by new appointment or transfer or training of personnel. The condition is over when that portion of the company or organization has visibly, statistically recovered.

So there are great responsibilities in declaring a Danger condition. These are outweighed in burdensomeness by the fact that if you *don't* declare one on functions handled by those under you which go bad, it will very soon catch up with you yourself, willy-nilly, and declared or not, *you* will go into a Danger condition personally.



When a person has to be bypassed by another to get his job or activities done, a Danger condition exists.

There's the frying pan—there's the fire. The cheerful note about it is that if the formula is applied, you have a good chance of not only rising again but also of being bigger and better than ever.

And that's the first time *that* ever happened to an executive who started down the long slide. There's hope!

When the formula for handling a Danger condition is not done, an organization or activity or person cannot easily get above that condition thereafter.

A prolonged state of Emergency or threats to viability or survival or a prolonged single-handing will not improve unless the actual Danger Formula is applied.

Danger Formula

The formula follows:

1. *Bypass (ignore the junior or juniors normally in charge of the activity and handle it personally).*
2. *Handle the situation and any danger in it.*

3. *Assign the area where it had to be handled a Danger condition.*
4. *Assign each individual connected with the Danger condition a First Dynamic Danger condition and enforce and ensure that they follow the formula completely, and if they do not do so, do a full Ethics investigation and take all actions indicated.*
5. *Reorganize the activity so that the situation does not repeat.*
6. *Recommend any firm policy that will hereafter detect and/or prevent the condition from recurring.*

The senior executive present acts and acts according to the formula above.

First Dynamic Danger Formula

The First Dynamic Danger Formula is:

1. *Bypass habits or normal routines.*
2. *Handle the situation and any danger in it.*
3. *Assign self a Danger condition.*
4. *Get in your own personal ethics by finding what you are doing that is out-ethics and use self-discipline to correct it and get honest and straight.*
5. *Reorganize your life so that the dangerous situation is not continually happening to you.*
6. *Formulate and adopt firm policy that will hereafter detect and prevent the same situation from continuing to occur.*

Here is an example of how the First Dynamic Danger Formula could be applied.

The step “bypass habits or normal routines” means bypass doing all this stuff you have been doing.

Let us say a fellow was accepting money from his uncle and saying he was buying a house with it and he wasn't. He was spending it on a blonde. Now he is in continuous danger. His uncle might find it out at any moment and he expects to inherit his uncle's fortune someday. So he's in a sort of quasi-panic; even though he isn't thinking about it, it's still sitting there.

Now, “handle the situation and any danger in it” could be spotted as the basic reason. Because he has done things he is not telling and he is connected in some way and it's pretty weird and he's liable to be tripped. Well, all right,

he'd have to quit doing that—bypass the habits or normal routines of the thing. In other words, quit accepting that money.

But he'd also have to handle the situation and any danger in it. It would be very dangerous to write, "Dear Uncle George: For the last year and a half, all the money you've been sending me to buy a house with, I have been spending on a blonde named Floozie." Well, he'd have to figure out how to handle that so that there wasn't any danger in it. And it might take quite a bit of thinking.

If he just jumped up and said to his uncle, "Well, I've been lying to you, Uncle George. I've been wasting all of your dough," the possibility is that this would come as such a shock to Uncle George that he'd disinherit him, shoot him and so forth—he would really be in danger. So he'd have to figure out how to handle it. It might be as simple as, "Dear Uncle George: I have been getting processed lately with Scientology, and it's making a more honest man out of me. And there are many dishonest things which I have done in my life and one of them is this. Now, you will probably shoot me for having done this, and it is not fair to you but actually I have been using this money to live off of and..."

Then "assign self a Danger condition" is only there because people forget to assign it. And then you "get in your own *personal ethics* by finding what you are doing that is out-ethics and use self-discipline to correct it and get honest and straight." Now, there might be some other "Uncle Georges" (and we've still got to handle this blonde named Floozie). Even though one might have handled the uncle there might be some more.

Then "reorganize your life so that the dangerous situation is not continually happening to you"—well, that's easy, in this hypothetical case of Uncle George. Simply knock it off as far as this Floozie is concerned and instead of being up all night every night and so forth, actually get some sleep and do your job and amount to something. That's a reorganization of it.

And then, "formulate and adopt firm policy that will hereafter detect and prevent the same situation from continuing to occur." In other words, "I'm not going to tell lies so that I can get money," or something like that, is all the guy would have to decide. It's like a New Year's resolution. But people don't keep them because they didn't get in the first five steps. That's why New Year's resolutions aren't kept. You are actually asking the guy at this point to reform.

Junior Danger Formula

Where a Danger condition is assigned to a junior, request that he or she or the entire activity write up his or her overts and withholds and any known out-ethics situation and turn them in at a certain stated time on a basis that the penalty for them will be lessened but if discovered later after the deadline it will be doubled.

A harmful act or a transgression against the moral code of a group is called an *overt act*, or an *overt*. When a person does something that is contrary to the moral code he has agreed to, or when he omits to do something that he should have done per that moral code, he has committed an overt act. An overt act violates what was agreed upon.

An unspoken, unannounced transgression against a moral code by which the person is bound is called a *withhold*. A withhold is an overt act that a person committed that he or she is not talking about. It is something that a person believes that if revealed will endanger his self-preservation. Any withhold comes *after* an overt.

The full procedure for writing up one's overts and withholds is given in the, "Integrity and Honesty" booklet.

This write-up done, require that the junior and the staff that had to be bypassed and whose work had to be done for them or continually corrected, each one write up and fully execute the First Dynamic Danger Formula for himself personally and turn it in.

When production has again increased, the Danger condition should be formally ended and an Emergency condition assigned and its formula should be followed.

The Condition of Emergency

It is an empirical (observed and proven by observation) fact that nothing remains exactly the same forever. This condition is foreign to this universe. Things grow or they lessen. They cannot apparently maintain the same equilibrium (balance) or stability.

Thus things either expand or they contract. They do not remain level in this universe. Further, when something seeks to remain level and unchanged, it contracts.

Thus we have three actions and only three. First is expansion, second is the effort to remain level or unchanged and third is contraction or lessening.

As nothing in this universe can remain exactly the same, then the second action (level) above will become the third action (lessen) if undisturbed or not acted on by an outside force. Thus actions two and three above (level and lessen) are similar in potential and both will lessen.



An unchanging or slightly worsening condition requires application of the Emergency Formula.

This leaves expansion as the only positive action which tends to guarantee survival.

To survive, then, one must expand as the only safe condition of operation.

If one remains level, one tends to contract. If one contracts, one's chances of survival diminish.

Therefore, there is only one chance left and that, for an organization or an individual, is expansion.

In order to expand in such a situation, one needs to apply the formula for a condition of Emergency.

One applies the condition of Emergency when:

1. Statistics of an organization, department or portion of an organization or a person are seen to be *declining*.
2. Unchanging statistics of an organization or a portion of an organization or a person.

The formula for the condition of Emergency is:

1. *Promote. That applies to an organization. To an individual you had better say produce. That's the first action regardless of any other action. Regardless of anything else, that is the first thing you have to put attention on. The first broad, big action which you take is promote. Exactly what is promotion? It is making things known; it is getting things out; it is getting oneself known, getting one's products out.*
2. *Change your operating basis. If for instance you went into a condition of Emergency and then you didn't change after you had promoted, you didn't make any changes in your operation, well you just head for another condition of Emergency.*

So that has to be part of it; you had better change your operating basis; you had better do something to change the operating basis, because

that operating basis led you into an emergency so you sure better change it.

3. *Economize.*
4. *Then prepare to deliver.*
5. *Part of the condition of Emergency contains this little line—you have got to stiffen discipline or you have got to stiffen ethics. Organizationally when a State of Emergency is assigned, supposing the activity doesn't come out of that emergency, regardless of what caused the emergency, supposing the activity just doesn't come out of the emergency, in spite of the fact they have been labeled a State of Emergency; they have been directed to follow the formula; they have been told to snap and pop and get that thing straightened out, and they are still found to be goofing; the statistic is going down and continues to go down; what do you do? There is only one thing left to do and that is discipline, because life itself is going to discipline the individual.*

So the rule of the game is that if a State of Emergency is ignored and the steps are not taken successfully, then you get an announcement after a while that the condition has been continued, and if the condition is continued beyond a specified period of time, why that's it; it has to walk forward into an ethics matter.

The Condition of Normal

You could call Normal a condition of stability and it probably should be called a condition of stability except for this one little factor: This universe does not admit of a static state. It won't admit a no-increase, no-decrease. You cannot have a condition in this universe where there is no increase and no decrease. That's a totally stable condition; there is no such thing in this universe from one end of it to the other. There isn't anything that always remains the same.



Regular, steady expansion or increase means a condition of Normal Operation exists.

The condition of Normal Operation, then, is not one of “stability”—because it can’t be. Normal Operation must be a routine or gradual increase. And there must be a regular, routine, gradual increase. You cannot have a total, even state of existence which does not eventually fall on its head. The second you get this even state in this universe, it starts to deteriorate. So a state of stability would eventually deteriorate.

Well, to prevent a deterioration you must have an increase. That increase doesn’t have to be spectacular but it has to be something. There has to be a bit of an increase there.

Normal Formula:

1. *The way you maintain an increase is when you are in a state of Normal Operation you don’t change anything.*
2. *Ethics are very mild, the justice factor is quite mild, there are no savage actions taken particularly.*
3. *When a statistic betters then look it over carefully and find out what bettered it, and then do that without abandoning what you were doing before.*
4. *Every time a statistic worsens slightly, quickly find out why and remedy it.*

And you just jockey those two factors, the statistic bettering, the statistic worsening; repair the statistic worsening, and you will find out inevitably some change has been made in that area where a statistic worsens. Some change has been made; you had better get that change off the lines in a hurry.

The Condition of Affluence

When you have a line going steeply up on a graph, that's *Affluence*. Whether it's up steeply for one week or up steeply from its last point week after week after week, it's *Affluence*.

When you've got an Affluence, regardless of how you did it, the Affluence Formula applies.

You *must* apply the Affluence Formula or you will be in trouble. Anyone dealing with Affluence should be aware of the following peculiarities about it.

Affluence is the most touchy condition there is. Misname it or handle it off formula and it can kill you! It is, strangely enough, the most dangerous of all conditions in that if you don't spot it and apply the formula, you spatter all over the street! Spot and handle it right and it's a rocket ride.

The Affluence Formula is:

1. *Economize. Now the first thing you must do in Affluence is economize and then make very, very sure that you don't buy anything that has any future commitment to it; don't buy anything with any future commitments; don't hire anybody with any future commitments—nothing. That is all part of that economy; clamp it down.*
2. *Pay every bill. Get every bill that you can possibly scrape up from anyplace, every penny you owe anywhere under the sun, moon and stars and pay them.*
3. *Invest the remainder in service facilities; make it more possible to deliver.*
4. *Discover what caused the condition of Affluence and strengthen it.*

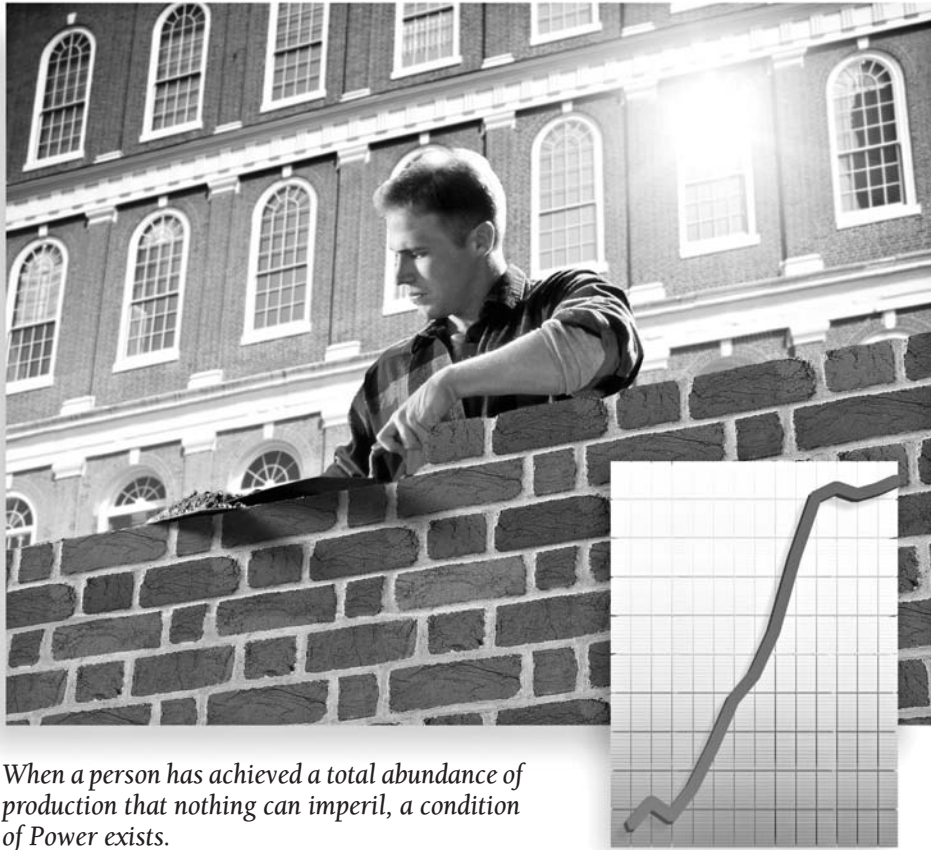


A steep improvement or increased abundance indicates a condition of Affluence.

Action Affluence Formula:

When an Affluence exists based on a statistic measuring one's actions, and disrelated to finance, this is the formula to apply.

1. Economize on needless or dispersed actions that did not contribute to the present condition. Economize financially by knocking off all waste.
2. Make every action count and don't engage in any useless actions. Every new action to contribute and be of the same kind as did contribute.
3. Consolidate all gains. Any place we have gotten a gain, we keep it. Don't let things relax or go downhill or roller-coaster. Any advantage or gain we have, keep it, maintain it.
4. Discover for yourself what caused the condition of Affluence in your immediate area and strengthen it.



When a person has achieved a total abundance of production that nothing can imperil, a condition of Power exists.

The Condition of Power

A Power stat is a stat in a very high range; a brand-new range in a Normal trend.

A Power stat is not just a stat that is steeply up for a long time. Nor is Power simply a very high stat. Power is not a one-week thing. Power is a *trend*.

Definition: Power is a Normal in a stellar range so high that it is total abundance, no doubt about it.

It is a stat that has gone up into a whole new, steeply high range and maintained that range and now, in that new high range, is on a Normal trend.

Operating in this new range you may get a slight dip in that stat now and then. But it is still Power.

There is another datum that is of importance if one is to correctly recognize and understand this condition:

Why do we call it Power?

Because there is such an abundance of production there that momentary halts or dips can't pull it down or imperil its survival.

And *that* is Power.

The question could be asked "How much work can one guy do?" Or "How many bricks can a guy lay in a day?"

Of course, a person can only work so many hours in a day. He can only get so much individual production in a day. But he can get enough production in a day to support himself. He can get his production up into such abundance that he can take some time off. That depends on his efficiency and brightness.

At a certain peak of Affluence he will hit how many bricks he can lay. By increasing practice and efficiency he can keep that level of production going in a Normal.

If he's laying so many bricks that nobody is ever going to think of firing him, why, he's in Power. That's a Power condition for an individual.

Power Formula:

1. *The first law of a condition of Power is don't disconnect. You can't just deny your connections; what you have got to do is take ownership and responsibility for your connections.*
2. *The first thing you have got to do is make a record of all of its lines. And that is the only way you will ever be able to disconnect. So on a condition of Power the first thing you have to do is write up your whole post. You have made it possible for the next fellow in to assume the state of Power Change.*
If you don't write up your whole post, you are going to be stuck with a piece of that post since time immemorial, and a year or so later somebody will still be coming to you asking you about that post which you occupied.
3. *The responsibility is write the thing up and get it into the hands of the guy who is going to take care of it.*
4. *Do all you can to make the post occupiable.*

*When
taking over
a successful
position,
a condition
of Power
Change exists.*



The Condition of Power Change

There are only two circumstances which require replacement, the very successful one or the very unsuccessful one. What a song it is to inherit a successful pair of boots; there is nothing to it; just step in the boots and don't bother to walk. If it was in a normal state of operation, which it normally would have been in for anybody to have been promoted out of it, you just don't change anything.

So, if anybody wants anything signed that your predecessor didn't sign, don't sign it. Keep your eyes open, learn the ropes and, depending on how big the organization is, after a certain time, why, see how it is running and run it as normal operating condition if it's not in anything but a normal operating condition.

Go through the exact same routine of every day that your predecessor went through; sign nothing that he wouldn't sign; don't change a single order;

look through the papers that had been issued at that period of time—these are the orders that are extant—and get as busy as the devil just enforcing those orders and your operation will increase and increase.

Now, the fellow who walks into the boots of somebody who has left in disgrace—the post is in a condition of Emergency, its statistics have crashed causing the boss to be fired—all he has to do when he inherits one in Emergency is just apply the Emergency Formula to it, which is *immediately promote!*

One takes over a *new* post or a collapsed post in Non-Existence. *But* a going concern is taken over by the Power Change Formula.

The keynote of the state of Power Change is study the organization, policy, patterns and activity and *issue no orders* that are not routine—change nothing, innovate nothing. Write up fully the post just left. Mainly observe on the post just taken over. Learn the new post before doing anything.

The formula of the Power Change condition is:

When taking over a new post, change nothing until you are thoroughly familiar with your new zone of power.

Violation of Power Change

A Danger condition can be brought about by a violation of the Power Change condition.

Therefore, those who had a Power Change, must apply the *Power Change Violation Repair Formula*:

1. *Observe, question and draw up a list of what was previously successful in your area or zone of control.*
2. *Observe and draw up a list of all those things that were unsuccessful in your area in the past.*
3. *Get the successful actions IN.*
4. *Throw the unsuccessful actions out.*
5. *Knock off frantically trying to cope or defend.*
6. *Sensibly get back in a working structure.*

COMPLETING CONDITIONS FORMULAS

The ethics conditions formulas flow, one to the next, with the first step of one formula directly following the final step of the previous formula.

But what do you do if your stat graph indicates you've moved up a condition before you even have a chance to finish a formula? Do you just drop that formula and start on the next one? The answer is "*no*." One completes the formula he has begun.

Here's an example. An executive director, in looking over his statistics, sees that they are in Emergency. He immediately sees to it that the *promote* step of the Emergency Formula is begun. Once that is well in hand he begins to *change his operating basis*. He gets on-the-job training actions being done on some of his sales staff and puts three more personnel into one of his major production areas.

But before he has a chance to do each of the remaining steps of the Emergency Formula, the income and delivery statistics move up into Normal Operation.

What does he do? Well, he is now in a condition of Normal by statistics. But the Normal Formula would also cause him to complete the Emergency Formula, because in the Normal Formula you drop out what is unsuccessful and you push what was successful; what was successful here was the Emergency Formula. Thus, this executive director can get continued improvement on the graph by *completing* the Emergency Formula, as the actions on the Emergency Formula are what got him to Normal so quickly. So he would push them until they were completed fully. This doesn't mean he is still in an Emergency condition—the statistics are now rising and the condition is Normal. It is a bit of an oddball thing.

As another example, suppose someone is doing a Junior Danger Formula. The person goes step by step through the procedure and writes up his or her overts and withholds and any known out-ethics situation and starts applying the First Dynamic Danger Formula. But before he completes the formula, his stats rise. It would be dangerous indeed for this person to not finish the Danger Formula (e.g., getting done the REORGANIZE YOUR LIFE and FORMULATE AND ADOPT FIRM POLICY steps of the Danger Formula).

That one's stats rise before completing a formula doesn't mean he can't go into the higher condition his statistics now indicate. However, it would be a grave fault not to complete the undone steps of an earlier formula. So, as in the above examples, one has to complete the earlier formula, then complete the next formula and continue on as his graph dictates.

Completing a formula is very vital. One doesn't just name a formula. He gets it *completed*.

CONDITIONS BELOW NON-EXISTENCE

There also exist operating states below Non-Existence.

The Condition of Liability

Below Non-Existence there is the condition of Liability. The being has ceased to be simply nonexistent as a team member and has taken on the color of an enemy.

It is assigned where careless or malicious and knowing damage is caused to projects, organizations or activities. It is adjudicated that it is malicious and knowing because orders have been published against it or because it is contrary to the intentions and actions of the remainder of the team or the purpose of the project or organization.

It is a *liability* to have such a person unwatched as the person may do or continue to do things to stop or impede the forward progress of the project or organization and such a person cannot be trusted. No discipline or the assignment of conditions above it has been of any avail. The person has just kept on messing it up.

The condition is usually assigned when several Dangers and Non-Existences have been assigned or when a long unchanged pattern of conduct has been detected.

When all others are looking for the reason mail is getting lost, such a being would keep on losing the mail covertly.

The condition is assigned for the benefit of others so they won't get tripped up trusting the person in any way.



A person is in a condition of Liability when he goes against the orders, intentions and actions of the group and cannot be trusted.

The formula of Liability is:

1. *Decide who are one's friends.*
2. *Deliver an effective blow to the enemies of the group one has been pretending to be part of despite personal danger.*
3. *Make up the damage one has done by personal contribution far beyond the ordinary demands of a group member.*
4. *Apply for reentry to the group by asking the permission of each member of it to rejoin and rejoining only by majority permission, and if refused, repeating (2) and (3) and (4) until one is allowed to be a group member again.*

The Condition of Doubt

When one cannot make up one's mind as to an individual, a group, organization or project, a condition of Doubt exists.



If one cannot come to a decision about a situation, a condition of Doubt exists.

The Doubt Formula is:

1. *Inform oneself honestly of the actual intentions and activities of that group, project or organization, brushing aside all bias and rumor.*
2. *Examine the statistics of the individual, group, project or organization.*
3. *Decide on the basis of "the greatest good for the greatest number of dynamics" whether or not it should be attacked, harmed or suppressed or helped.*
4. *Evaluate oneself or one's own group, project or organization as to intentions and objectives.*
5. *Evaluate one's own or one's group, project or organization's statistics.*
6. *Join or remain in or befriend the one which progresses toward the greatest good for the greatest number of dynamics and announce the fact publicly to both sides.*
7. *Do everything possible to improve the actions and statistics of the person, group, project or organization one has remained in or joined.*
8. *Suffer on up through the conditions in the new group if one has changed sides or the conditions of the group one has remained in if wavering from it has lowered one's status.*

The Condition of Enemy

When a person is an avowed and knowing enemy of an individual, a group, project or organization, a condition of Enemy exists.



Destructive actions indicate a condition of Enemy.

The formula for the condition of Enemy is just one step:

Find out who you really are.

The Condition of Treason

Treason is defined as betrayal after trust.

The formula for Treason is very correctly and factually “Know *that* you are.”

It will be found, gruesomely enough, that a person who accepts a post or position and then doesn't function as it, will inevitably upset or destroy some portion of an organization.



Someone who betrays the duties entrusted to them is in a condition of Treason.

By not knowing that he is the _____ (post name), he is committing treason in fact.

The results of this can be found in history. A failure to be what one has the post or position name of will result in a betrayal of the functions and purposes of a group.

Almost all organizational upsets stem from this one fact:

A person in a group who, having accepted a post, does not know *that* he is a certain assigned or designated beingness is in *treason* against the group.

The formula for the condition of Treason is:

Find out that you are.

The Condition of Confusion

The lowest condition is a condition of Confusion.

In a condition of Confusion the being or area will be in a state of random motion. There will be no real production, only disorder or confusion.

In order to get out of Confusion one has to find out where he is.

It will be seen that the progress upward would be, in Confusion, find out where you are; in Treason, find out that you are; and for Enemy, find out who you are.

Random, useless activity with no actual production indicates a condition of Confusion.



The formula for Confusion is:

Find out where you are.

Note: It is important that the person who is in Confusion fully understand the definition of Confusion as given below. This is done before the formula itself is started.

Definitions:

1. any set of factors or circumstances which do not seem to have any immediate solution.

More broadly, a confusion in this universe is *random motion*. If you were to stand in heavy traffic you would be likely to feel confused by all the motion whizzing around you. If you were to stand in a heavy storm, with leaves and papers flying by, you would be likely to be confused. A confusion could be called an *uncontrolled randomness*.

Only those who can exert some control over that randomness can handle confusions. Those who cannot exert control actually breed confusions.

A confusion is only a confusion so long as all particles are in motion.

A confusion is only a confusion so long as no factor is clearly defined or understood.

Confusion is the basic cause of stupidity.

2. all a confusion is is unpatterned flow. The particles collide, bounce off each other and stay IN the area. Thus there is no product as to have a *product* something must flow OUT.

The additional formula for the condition of Confusion is:

1. *Locational Processing on the area in which one is.*

Locational Processing is a Scientology technique done to orient and put a person in communication with his environment. This is done by pointing out certain objects and telling the person to “Look at that _____ (indicated object)” and acknowledging the person when he has done so. The objects could include such things as a tree, a building, a street, etc. This is done until the person is happier and has some kind of realization.

The full theory on Locational Processing is given in the “Assists for Illnesses and Injuries” booklet.

2. *Comparing where one is to other areas where one was.*

3. *Repeat step 1.*

CONDITIONS APPLICATION

A vital thing to realize is that the formulas of conditions exist. They are part and parcel of any activity in this universe and now that they are known they must be complied with. This takes about 90 percent of chance out of business operation or personal economics. The variables are only how well one estimates the situation and how energetic one is in applying the formulas.

The proper application of the proper formula works. It works no matter how stupidly it is applied only so long as the *right* formula is applied and the exact sequence of steps is taken. Brilliance only shows up in the *speed* of recovery or expansion. Very brilliant applications show up in overnight, sound expansions. Dull applications, given only that they are correct, show up in slower expansions. In other words, nobody has to be a screaming genius to apply them or dream up the necessary ideas in them. One only has to estimate the condition accurately and *act* energetically in applying its steps in exact order. The brighter the ideas, the faster the expansion, that's all. The expansion or gain is itself inevitable. However, if the dullness includes adding needless steps, then one may fail, and if one is so stupid that a wrong estimate is made of conditions and a wrong formula is applied and applied with its steps in wrong sequence, then one jolly well deserves to fail!

Another thing to know is that these conditions apply to a universe, a civilization, an organization, a portion of an organization or a person alike.

The final thing to know is that knowing the formulas carries the responsibility of using them. Otherwise one could be accused of willful suicide! For these *are* the formulas. And they *do* work like magic.

If these formulas are not known or used, expansion is totally a matter of chance or fate, regardless of how good one's ideas are.■

PRACTICAL EXERCISES

Here are exercises relating to the application of ethics. Doing these will help increase your understanding of the subject.

- 1 Look around in your environment (your neighborhood, place of work, etc.) and find at least five examples of someone who has his ethics in. Then find five examples of someone who has his ethics out.
- 2 Look around your environment and locate an individual or activity which is in each of the following conditions: Non-Existence, Danger, Emergency, Normal, Affluence, Power. Do this until you are fully familiar with each condition as a state of existence.
- 3 Look around your environment and locate an individual or activity which is in a condition below Non-Existence. What condition is the person or activity in?
- 4 Using a separate sheet of paper, work out the statistic for some area of your life and show this on a graph. Determine what condition should be applied to that statistic.
- 5 Determine the condition of some aspect of your life, such as your job, your social life, your marriage, family life, anything. Once you have determined the correct condition, write down on a sheet of paper what you would do to apply each step of the formula for that condition.
- 6 Help someone you know determine the correct condition for a part of his or her life. When the correct condition has been established, show the person the formula for that condition and get the person to work out what he or she would do to apply that formula.

RESULTS FROM APPLICATION

Armed with the technology and tools of ethics developed by Mr. Hubbard, prosperity and a better life can be matters of certainty, not just chance or luck.

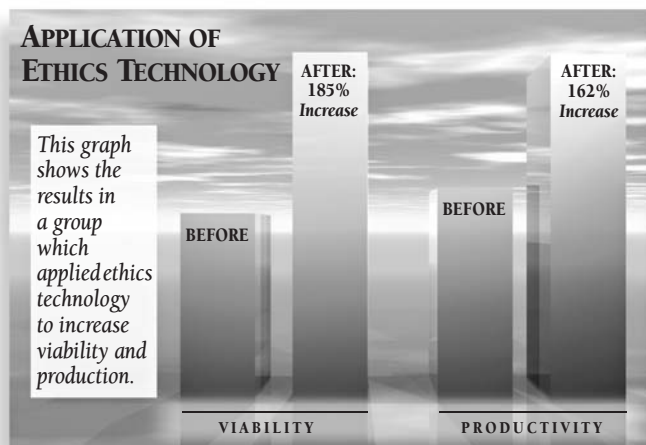
The use of ethics technology by the Director of the Juvenile Court in Greenville, Alabama, to deal with the problem of rehabilitating young criminals illustrates its workability. Statistics show that almost one for one, youngsters who embark on a life of crime remain criminals their entire lives. However, through use of Scientology ethics technology in counseling young offenders, this man achieved the unheard-of: 90 percent of the youths he has counseled have not returned to prison after release. More than 500 testimonials have been written by those he has worked with, crediting ethics with having changed their lives forever.

In Greece, a man on trial for car theft was introduced to Scientology ethics. He put the data to use, made a clean breast of his crimes and made many outstanding contributions to the community as amends for his earlier misdeeds. When the man's attorney presented evidence of his reform and new value as a citizen, the judge on the case dismissed all charges.

Visiting her parents for the first time in a number of years, a young California woman was distressed to find that they were having problems with their marriage and were contemplating divorce. Rather than sit by and let that happen, she used what she knew of ethics technology.

"I spent time with my father going over the different conditions and their formulas, as well as basic Scientology data on creating and expanding a marriage. We established his correct condition with regard to the area and he applied its formula with great success. Next I spent time with my mother, working out how she could apply ethics to the difficulties she faced in the marriage. She realized that she had earlier given up on handling a financial problem with my father, and determined to resolve it. Once they began applying the ethics formulas, my parents' troubles were sorted out and their marriage became happier and more successful than it had been in many years."

Being well versed in Scientology ethics, a community volunteer in South Africa was able to bring calm to an environment that had become turbulent after a series of unsolved thefts.



"I got into communication with the child who was suspected of stealing. Because I made it safe for her, she told me everything she had done. We worked out what she could do for the community to make up for the harm she had done, and she was happy about this. Because there had been so much upset about the thefts, I next assembled all the children (about seventy), and the young girl stood in front of the class and told them what she had done. I told the children that after the meeting there was to be no finger-pointing. They promised there wouldn't be any and officially forgave her. I was a little concerned about how the girl would feel after the meeting, but I found her playing happily with a group of children. I also found out that both the child's parents had been killed a few years earlier, and as she looked quite neglected I took measures to ensure she would be better looked after. The upset in the group was handled and the girl had a chance to become a true member of her group."

A man and his family opened a furniture business in Los Angeles; though they began with nothing, they achieved swift expansion by applying the conditions formulas.

"We studied and applied the data on conditions by Mr. Hubbard and began

applying the Non-Existence Formula by the book. It was then that miracles started to happen. We opened up our communication lines and in the second month of operation two large loan companies offered us \$50,000 in credit each. We got up into Danger and applied that formula, then Emergency and then Normal. We continued to apply the conditions by the book, achieving more expansion in one year than other businesses normally experience in fifteen years or more. We were even able to open a second store in our first year! Our expansion is stable through the application of the formulas."

The owner of a large restaurant chain uses Mr. Hubbard's data on conditions formulas to help his employees be honest and ethical.

"I had one employee who stole some money and another who allowed a great deal of money to be taken. Both were demoted, assigned the correct ethics condition and allowed to work their way back to executive positions through application of the conditions formulas. Now one of them is a successful franchise owner and the other is a key executive. Had it not been for the conditions formulas, I would have lost two valuable people."

GLOSSARY

acknowledge: give (someone) an acknowledgment. *See also acknowledgment* in this glossary.

acknowledgment: something said or done to inform another that his statement or action has been noted, understood and received.

bank: reactive mind, that portion of a person's mind which works on a totally stimulus-response basis (given a certain stimulus it gives a certain response), which is not under his volitional control, and which exerts force and the power of command over his awareness, purposes, thoughts, body and actions. (A *bank* is a storage place for information, as in early computers where data was stored on a group or series of cards called a bank.)

beingness: condition or state of being; existence. *Beingness* also refers to the assumption or choosing of a category of identity. Beingness can be assumed by oneself or given to oneself or attained. Examples of beingness would be one's own name, one's profession, one's physical characteristics, one's role in a game—each or all of these could be called one's beingness.

bypass: jump the proper person in a chain of command.

communication: an interchange of ideas across space between two individuals.

communication line: the route along which a communication travels from one person to another.

condition: one of the states of operation or existence which an organization, its parts or an individual passes through. Each condition has an exact sequence of steps, called a formula, which one can use to move from the current condition to another higher and more survival condition.

determinism: power of choice; power of decision; ability to decide or determine the course of one's actions.

ethics: the actions an individual takes on himself to correct some conduct or situation in which he is involved which is contrary to the ideals and best interests of his group. It is a personal thing. When one is ethical or "has his ethics in," it is by his own determinism and is done by himself.

gradient: a gradual approach to something taken step by step, level by level, each step or level

being, of itself, easily attainable—so that finally, complicated and difficult activities can be achieved with relative ease. The term *gradient* also applies to each of the steps taken in such an approach.

justice: the action taken on an individual by the group when he fails to take appropriate ethics actions himself.

Locational Processing: a type of process which helps orient a person and puts him in communication with his environment.

motivator: an aggressive or destructive act received by the person or part of life. The reason it is called a "motivator" is because it tends to prompt that one pays it back—it "motivates" a new overt act.

overt act: a harmful act or a transgression against the moral code of a group. An overt act is not just injuring someone or something, it is an act of *omission* or *commission* which does the least good for the least number of people or areas of life, or the most harm to the greatest number of people or areas of life.

processing: a special form of personal counseling, unique in Scientology, which helps an individual look at his own existence and improves his ability to confront what he is and where he is. Processing is a precise, thoroughly codified activity with exact procedures.

reality: that which appears to be. Reality is fundamentally agreement; the degree of agreement reached by people. What we agree to be real is real.

Scientology: an applied religious philosophy developed by L. Ron Hubbard. It is the study and handling of the spirit in relationship to itself, universes and other life. The word *Scientology* comes from the Latin *scio*, which means "know" and the Greek word *logos*, meaning "the word or outward form by which the inward thought is expressed and made known." Thus, Scientology means knowing about knowing.

terminal: a person, point or position which can receive, relay or send a communication.

withhold: an unspoken, unannounced transgression against a moral code by which a person is bound; an overt act that a person committed that he or she is not talking about. Any withhold comes *after* an overt act.

ABOUT L. RON HUBBARD

Born in Tilden, Nebraska on March 13, 1911, his road of discovery and dedication to his fellows began at an early age. By the age of nineteen, he had traveled more than a quarter of a million miles, examining the cultures of Java, Japan, India and the Philippines.

Returning to the United States in 1929, Ron resumed his formal education and studied mathematics, engineering and the then new field of nuclear physics—all providing vital tools for continued research. To finance that research, Ron embarked upon a literary career in the early 1930s, and soon became one of the most widely read authors of popular fiction. Yet never losing sight of his primary goal, he continued his mainline research through extensive travel and expeditions.

With the advent of World War II, he entered the United States Navy as a lieutenant (junior grade) and served as commander of antisubmarine corvettes. Left partially blind and lame from injuries sustained during combat, he was diagnosed as permanently disabled by 1945. Through application of his theories on the mind, however, he was not only able to help fellow servicemen, but also to regain his own health.

After five more years of intensive research, Ron's discoveries were presented



to the world in *Dianetics: The Modern Science of Mental Health*. The first popular handbook on the human mind expressly written for the man in the street, *Dianetics* ushered in a new era of hope for mankind and a new phase of life for its author. He did, however, not cease his research, and as breakthrough after breakthrough was carefully codified through late 1951, the applied religious philosophy of Scientology was born.

Because Scientology explains the whole of life, there is no aspect of man's existence that L. Ron Hubbard's subsequent work did not address. Residing variously in the United States and England, his continued research brought forth solutions to such social ills as declining educational standards and pandemic drug abuse.

All told, L. Ron Hubbard's works on Scientology and Dianetics total forty million words of recorded lectures, books and writings. Together, these constitute the legacy of a lifetime that ended on January 24, 1986. Yet the passing of L. Ron Hubbard in no way constituted an end; for with a hundred million of his books in circulation and millions of people daily applying his technologies for betterment, it can truly be said the world still has no greater friend. ■

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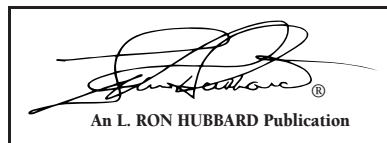
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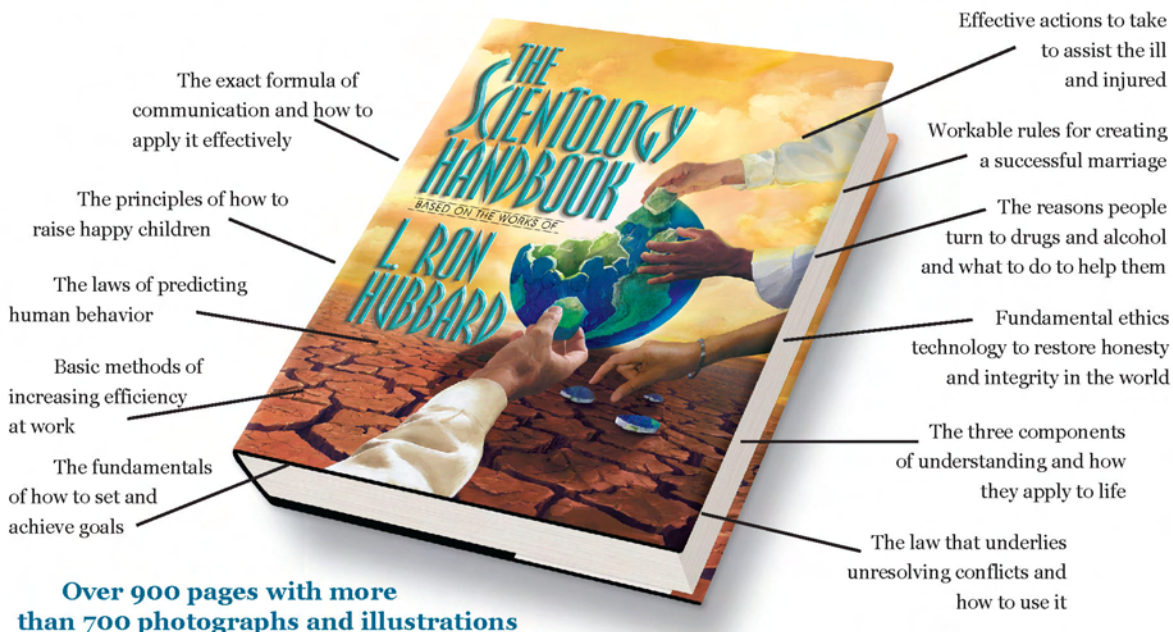
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L. Ron Hubbard

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