

The Organization Executive Course

by
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**EXECUTIVE
DIVISION**

**VOLUME
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HCO POLICY LETTER OF 29 AUGUST 1957

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GOVERNMENT PROJECT STABLE DATA

(Originally written by LRH as HCOB 29 Aug. 57 and as
Sec ED 168 on 30 Mar. 59. Issued as an HCO PL on 14 Oct. 87.)

To any government official or on any government project the HASI stable data for negotiation and discourse are as follows:

WE ARE THE EXPERTS ON HUMAN ABILITY AND ENDURANCE. WE OFFER *ONLY* SERVICES. WE DISCUSS ONLY RESULTS, THE NEED OF RESULTS, THE CONSEQUENCES OF NO RESULTS, THE SINCERITY OF THE ORGANIZATION AND ALL CONCERNED IN OBTAINING RESULTS, AND INTERESTING RESULTS.

REASON: You cannot communicate in 25 minutes something which took 25 years to develop. Scientology really takes some time to learn. To try to *teach* someone Scientology at a luncheon table or in an office is difficult, since prejudice and mental illiteracy are barriers. To talk about Scientology, however, using the above stable data, is easy.

We know already that in a discussion with uninformed persons, these attempt to learn all about Scientology in 25 minutes. To stop all further learning by them, try at once and instantly to fully educate them. To lead them to further learning, read again the stable data given above.

The importance of these data will be realized when they will be published to all personnel on a project as a must.

L. RON HUBBARD
Founder