



# OFFICE OF SPECIAL AFFAIRS

---

## OSA Network Order No. 94

OSA NW  
All Execs & Staff

14 April 1993

### OCCUPY TERRITORY EVAL

(Originally written by LRH on 6 November 1972.)

*SITUATION:* Governments hold onto and nurse psychiatry and the mental health movement. Vital tech of Scientology not used by governments yet.

*DATA:* Psychs can't deliver yet governments hold on. Psychs just PR without delivery. Government still retains them.

*ADMIN WHY:* We have not PRed governments properly to make them offload psychs and onload Scientology.

*ETHICS WHY:* Governments not evaluating and accepting false reports.

*IDEAL SCENE:* Scientology has replaced psychs in all government zones.

*HANDLING:*

1. Continue to attack psychs everywhere.
2. Survey what governments want and also think they are getting from psychs and what governments don't like about psychs.
3. Compose and deliver campaign to inform governments properly as per sample

---

EXT AFFAIRS STAFF

---

PR BU

(unsurveyed) *brochure* attached. Note it does not mention religion. What we really can do in each zone of government interest should be stated calmly like business service card style. But a nice brochure. Caution: Needs survey.

---

PR BU

4. Do a leaflet that covers each point of the brochure so as to answer queries about that service. Use STATS.

---

PR BU

5. Train up new PR contact people on *Big League Sales Closing Techniques* AND USE THE TECHNIQUES TO SELL NOT COURSES BUT AGREEMENT THAT SCIENTOLOGY IS NEEDED. Use Big League to get agreement (not agreements), or some favor. The thing sold is the idea of Scientology. The exchange is acceptability (not money). Make THEM reach to orgs.

---

PR BU

**L. RON HUBBARD**  
**Founder**

ATTACHMENT

**SAMPLE (UNSURVEYED) BROCHURE**

PATRIOTISM—Removal of the causes of revolt and dissatisfaction.

IMPROVED PUBLIC RELATIONS

More efficient:

ADMIN SYSTEMS

COMM SYSTEMS

The message is, they don't need the stigma of the unpopular psychiatrist when they can have the services of a popular subject that does the job.

They don't need to buy the hope or promises of psychiatry as we have already resolved their field and are delivering real mental health daily.

The idea is to unsell states and financiers on psychiatry and sell them Scientology in its place. (Without betraying our own public.)

A Scientology brochure on what Scientology could do for the state and the worker:

Education—for more effective education, apply what they learn:

Illiteracy

Drop outs

Shorter Education

Health: More effective health programs

Psychosomatic alleviations

Better utilization of resource

Cure or control of the insane

Better data analysis

Production: Reduced absenteeism and breakage

Increased statistics.