

9 May 1986

F:ILT

SMS ADMIN SCALE

GOAL: TO BRING ABOUT A CLEARED PLANET AND GET LRH MANAGEMENT TECH KNOWN, WELL THOUGHT OF, AND WIDELY USED BY PROFESSIONALS AND BUSINESSES.

PURPOSES:

1. TO INTRODUCE PROFESSIONALS IN THE HEALTH CARE FIELDS AND OTHER BUSINESS FIELDS TO LRH TECHNOLOGY, CREATE A WANT FOR IT, MAKE IT KNOWN, AND GET THEM USING IT TO IMPROVE CONDITIONS IN THEIR ENVIRONMENTS.
2. TO GET PROFESSIONALS FROM ABOVE FIELDS ONTO THE 1ST DYNAMIC BRIDGE.
3. TO MAKE SMS A MODEL OF ADMIN KNOW-HOW PER WDC INTENTIONS.

POLICIES:

1. "To place new programs into action, two prior actions are necessary:
 - A. Put in a whole new system paralleling the old existing system.
 - B. Survey the old system and its existing programs to preserve them, eradicate them or combine them with the new plans."HCO PL 14 Sept 69 AKH Series 22 THE KEY INGREDIENTS
2. "There's lots of trial and error in developing a program. Any new program should only be a "special project" for awhile, off the org main lines really, under special management. If a "special project" starts to show up well in finance (and only in finance), then one should include it "in" with its new staff as an org standard project."

HCO PL 24 Dec 66 AKH Series 10 HOW TO PROGRAM AN ORG

3. "Following policy is a matter of grasping situations and knowing policy well enough to apply the right policy to the right situation - where no policy covers, an experienced, quick person can easily extend the idea of general policy to cover it, knowing it isn't covered."

HCO PL 13 Mar 65 THE STRUCTURE OF ORGANIZATION
WHAT IS POLICY?

4. Other LRH Policies in OEC Vols and Management Series Vols which apply to running a business and a WISE Org.
5. The specific successful actions of STERLING which build the company and raised income and delivery as recorded in existing SMS Directives and bat write-ups.

The overall Strategic Plan of the Company is currently being worked on and will be made available to you as soon as it's complete.

Deborah Hughes
Executive Director
Greg Hughes
Chief Executive Officer
STERLING MANAGEMENT SYSTEMS