

Q

TO: CIC DIR ABLE INT
via V.P. for CONSULTANCY ABLE INT

FROM: [REDACTED]

Dear Sir,

Here is the weekly report for APS (NT) INT, for Week
(entity name)

Ending 22/3/90
(date)

NOTE: This form will provide CIC ABLE INT with the basic data we need to see how your INT office is performing. This form is to be completed and turned into the CIC DIR ABLE INT, via the V.P. for Consultancy ABLE INT, no later than Friday after each week ending.

- 1) List out any major situations in your area, including specifics on any handling(s) done or handling(s) proposed.
- 2) List out any attack(s) going on with your area giving specifics on what the attacks were all about and how the attack(s) are being handled.
- 3) List out the establishment actions done for your office (Per HCOPL 7 Mar '72 Establishment: "consists of quarters, personnel, training, hutting, files, lines, supplies and materiel and all things necessary to establishment.")
- 4) List out the PR/Media actions done in your area such as acceptances and recognitions which would include written endorsements, proclamations, press gotten, etc. Attach copies of these.
- 5) List out any major sales actions that were made in your area. Please include specifics on the sale, i.e. to whom, what for, where, etc.
- 6) List out what progress was made in getting the Cont Entity office set up, i.e. staff gotten, training, space, advisory boards, etc.
- 7) List out anything else going on in your area, not covered in the above, that you feel is of significance, with appropriate details.
- 8) List any new groups opened up this week.

[REDACTED]

(signature of reporting terminal)

[REDACTED]

(post title of reporting terminal)

WEEKLY REPORT
W/E 15.3.90

1. Not enough money to cover brochure bills. The brochure was originally estimated to cost \$28000 when the cycle began. As the cycle went on the costs increased to where it is now over \$45000 and still rising. Not enough money has been coming in to cover this and our reserves are insufficient to cover it. Although, through the sale of brochures this will more than cover the costs, at this present time we have not been able to sell enough.

Handling: We are having a fundraising seminar and some of the proceeds from this can go into promo to cover the brochure costs. Also need to get Tito active in selling courses to boost income.

2. None known.
3. Nothing specific.
4. [REDACTED] did a 30 minute radio interview show, to do with education, by phone in Peoria, Illinois. He is booked for 6 more.

[REDACTED] is booked to do a TV interview on Channel 34 on Mar 16th to promote an intro lecture on study and ARC which he is doing to hispanics in the local area. It is hoped to get 100 people to the lecture and then sign them up for the learning book course.

Other wins attached.

5. Nothing major.
6. See attached non-e letter from the new ED APS ITL.
7. I put out an urgent directive to get Org Pgm No.1 in by making [REDACTED] the HES and [REDACTED] the OES. This was intended to take the load off me so I wasn't holding all exec posts. This has not actually made very much difference and I am beginning to think it is a complete mistake. [REDACTED] is not a good student. I need to check if she is even exec qualified. She gets stuck in Treasury for the first few days of the week and this prevents proper management of the area. [REDACTED] has ended up doing more HES functions in addition to everything else and I am doing more PES functions. Apart from that, it has made no difference. The solution is to get more staff rather than switch people about. I still think [REDACTED] should be an O/O cum troubleshooter until we have personnel for the 3 exec sec posts and then she should

probably go off and get trained as a PR for us or an ESTO type post. [REDACTED] should stay as the Treas Sec for now.

8. One more was reported in Europe but I don't have the details of it yet.

CIC DIR ABLE INT

TREAS TWTH

WEEKLY REPORT W/E 15 MAR 90 TWTH FDN.

I AM SENDING YOU A COPY OF THE REPORT [REDACTED] SENT TO THE ED ABLE AS IT CONTAINS ALOT OF DATA ON THIS PAST WEEK.

1. [REDACTED] WAS SENT TO SWITZERLAND TO GET OUT THE REMAINING TWTH BOOKLETS IN THE COUNTRY THAT WERE DUE TO BE DELIVERED. HE WAS SUCCESSFUL AND 45,000 BOOKS TOTAL GOT OUT IN THAT COUNTRY TO RESIDENTS IN BERN, BASIL, AND LUSANNE. [REDACTED] WAS SENT TO BOGATA, COLOMBIA TO GET ETHICS IN ON THE FINANCE LINES AND TO HELP ON THE SALES LINES SO AS TO INCREASE THE OUTFLOW OF BOOKS DOWN. HE REPORTED THAT THEY ARE SETTING UP A TELETHON FOR TWTH FDN TO RAISE MONEY TO GET BOOKS OUT IN COLOMBIA. [REDACTED] WORKED ON SELLING TICKETS AND GETTING DONATIONS FOR SOUTH AFRICA CAMPAIGN. [REDACTED] WENT TO SAN FRAN MISSION AND REGGED FOR SCHOOL CONTEST, GOT 1000 INVOICED THERE, WHICH WAS NOT VERY GOOD. HE CLOSED [REDACTED] TO HELP RAISE MONEY FOR AND PUT ON THE EVENT. SHE HAS A FAST TRACK OF PUTTING ON MAJOR SUCCESSFUL EVENTS WITH [REDACTED] AND [REDACTED] IS HAPPY TO BE WORKING WITH HER. THE CF IS 75% IN PT. NEXT IS PUTTING THE ADDRESSO IN PT. THE INVITATIONS FOR THE EVENT ARRIVED JUST BEFORE 2:00 TODAY AND THEY ARE REALLY BEAUTIFUL. WE HAVE 5000 AS THE FIRST PRINTING. [REDACTED] STILL RECRUITING FOR AN ED AND EXEC COUNCIL. SHE WAS SENT TO CRAMMING AFTER A FAILED CLOSE WITH A HOT PROSPECT AT ABILITY SCHOOL IN ORANGE COUNTY AND IS OUT THERE AGAIN TODAY. [REDACTED] WORKED PRIMARILY ON GETTING THE DISTRIBUTION STAT WAY UP. THIS WAS THE LAST WEEK OF THE BIRTHDAY GAME 1989-90. A SMALL BMO WAS DONE THIS WEEK WITH THE NEWSLETTER. GREENBERG AND JACKSON ARE FILING AN EXTENSION FOR OUR 1989 TAX RETURN. OUR AUDITS ARE IN PT SO IT WILL NOT BE A PROBLEM TO GET THIS FILED VERY QUICKLY. WE HAVE ALOT OF BACK LEGAL AND ACCOUNTING BILLS THAT NEED TO GET HANDLED, AS WELL AS SOME VERY PRESSING PHONE BILLS AND LEASE BILLS. THE CGI HAS NOT BEEN THAT GREAT IN LAST FEW WEEKS. THE HANDLING FOR THIS IS MORE VOLUME OF SALES, AS OUR CGI IS ABOUT 20-25% OF THE TOTAL SALES.

2. ATTACKS. THE BANK IN CLEARWATER SENT A CERTIFIED LETTER SAYING IF WE DIDN'T COVER A \$30.00 OVERDRAFT THEY WOULD TAKE LEGAL ACTION. THE OVERDRAFT HAS BEEN HANDLED, AND I WROTE BACK THAT I DIDN'T APPRECIATE THEIR THREAT OF LEGAL OVER \$30.00.

3. [REDACTED] BACK ON THE BRIEFING COURSE. [REDACTED] ON THE REG SALES COURSE. CENTRAL FILES BEING PUT IN PRESENT TIME.

5. ATTACHED LIST SHOWS NAME, AMOUNT, WHAT MONEY IS FOR AND
THE REG. [REDACTED]

6. NONE

7. NONE

[REDACTED]