

Field Representative News

Volume 4

Special points of interest:

- The third installment of The Life Cycle and Mechanics of Addiction, written by Gary W. Smith, C.C.D.C., Executive Director, Narconon Arrowhead. With an explanation of how guilt can be a major factor in relapse.
- The success story of Chris Red, Director of Public Promotions, Narconon Arrowhead.
- The question of the month. Suggestions this month on how to handle insurance questions.
- The book, The Narconon First Step Program. This book provides the technology for getting someone off drugs. This technology can help ease the withdrawal symptoms and pain experienced in coming off drugs without the use of drugs themselves.

The Life Cycle & Mechanics of Addiction By Gary W. Smith, C.C.D.C.



Gary W. Smith
C.C.D.C.
Executive Director,
Narconon
Arrowhead

Part III

Guilt is another component in the life cycle of addiction. Most addicts are basically good people before they become addicts and have some sense of right and wrong with no intention of hurting others. As they become dependent on the chemical, they begin experiencing situations where they are doing and saying things they know deep down aren't right. They begin to lose their ability to control themselves. They become trapped in a vicious circle of using drugs, lying about it, stealing to support more drug use and at each turn the addict is accumulating memories of each these negative incidents.

The addict commits a negative action, he records a memory of that moment, which includes whoever he was involved with at the time. The addict knows these negative actions are wrong and so feels bad about them after the fact. These memories of guilt can then get triggered in the present or future when he sees the people and places that were involved when the transgressions were committed and he feels bad about it. In time, these transgressions are committed more and more often and the people in the addict's life where these transgressions have occurred become "triggers" of the dishonest act or deed. The people, family members, loved ones and friend's appearance to the addict triggers the guilt. Family or friends don't necessarily have to say a word to the addict, just the sight of them can trigger the guilt. To avoid these unpleasant guilt feelings, the addict will use more drugs to insulate themselves from the guilt. The addict will also begin to withdraw more and more from friends and family as the transgressions committed by the addict increase in number. They will eventually pull away from the family, seclude themselves and/or become antagonistic towards those they love.

Find Success in the Field Representative Course

Narconon Arrowhead's Field Representative Course participant numbers are expanding. More and more people are taking advantage of this useful free course that can be taken at Narconon Arrowhead in Canadian, Oklahoma. The course is useful in helping not only new field representatives but also can be utilized by persons who are already field representatives and would like to brush up on their skills.

The new field representative course teaches many different areas of useful information, such as reading and word clearing "The Downward Spiral

of Addiction" booklet. There are useful dissemination drills, for example a field rep script for verbal communication strengthening. The condition for states of operation and the condition for non-existence, a complete section for getting started with a lists of contact points that a field rep can use to help them get started. A listing of psychiatric medications, what they are and what they are used for.

Call DannaSue today at 918-339-5877 and set up a date to come and take the Narconon Arrowhead Field Representative course.

Narconon Arrowhead Success Story



Chris Red,
Narconon
Arrowhead
Graduate.
Photographed
before and after
completing the
Narconon
Arrowhead
program.



*"The real work
here is to put
man in a
mental
condition where
he can solve his
own problems."*

*-L. Ron
Hubbard*

*Filmed Interview:
An Introduction to Scientology*

This is a typical story of an average teenager going through life wanting to be a part of something and becoming a drug addict. When I was thirteen years of age I was at a summer party and was confronted for the first time with marijuana. I found myself in the predicament of, I want to fit in and be a part of this group but I don't think this is right. I then found myself thinking, it's just a little pot what's the big deal. Well needless to say I smoked pot that day which quickly turned into an every day habit.

As I became older my drug use continued to grow as well. By the time I was fifteen I was doing cocaine, acid, crack, and pain pills. Not only was I using these drugs but I was also selling them as well. I had the popularity that I was looking for but at what cost to myself, my body, and my life. The great relations that I had with my family slowly began to fall away as I sought to separate myself from them in hopes that they would not discover my addiction to drugs. Physically my body began to deteriorate and my performance in school began to decline greatly. I went from being a straight A student to barely passing my classes, when I attended them at all. Eventually my family caught on to my addiction and confronted me on it. This led to family therapy, which did not even come close to handling the true problem at hand (my drug case). I was then kicked out of my home for a period of one week in hopes that I would wise up and seek the help that I so desperately needed. Of course at age fifteen I did not think I had a problem and had the typical teenage attitude of, I am invincible and immortal nothing can hurt me.

As several more years passed my drug habit increased along with all the negative effects it had on my body and my family. When I was 18 years old I was arrested for misdemeanor possession of marijuana and placed on probation for a year. During this time my drug use increased and I found myself now using heroine. My probation was revoked due to violation of probation conditions and I was sentenced to 100 days in city jail. After I was released from jail I instantly returned to my old habits of selling and using drugs.

By the time I was 21 years of age I was shooting up 300 to 400 dollars a day worth of heroine along with using cocaine and marijuana on a regular basis. Through my selling of drugs I was able to purchase a house, spa, big screen TV and live a life of wealth and women. Yet, I was still living the nightmare of my drug addiction and eventually lost everything that I had worked so hard for over the years. I finally came to the realization that I had to do something about my addiction but had no idea where to turn for help. I decided to call my mom and let her know, fully, the condition of my drug addiction. That's when we found Narconon Arrowhead's drug and alcohol rehabilitation center.

I admit that at first I was scared and skeptical about the success that I would have overcoming my addiction, yet as my time at Narconon Arrowhead progressed and I completed more steps of the program, I quickly began to realize that there was a great possibility I would be able to live my life without drugs. I graduated from the Narconon Arrowhead program on March 23rd 2001 and have been completely clean and sober since then.

The Narconon Arrowhead program has completely changed my life for the better. I no longer have any doubt in completing anything I wish to accomplish and have the ability to confront anything that I am faced with. The relations between my family and I are more than I could ever have hoped for. I am in complete communication with all members of my family and am an inspiration to them. Since the Narconon Arrowhead program I have become a successful contributing member of my family and society.

I received so much out of the program that I made the decision to stay on as a staff member and help those who are suffering from the same dwindling spiral of addiction that I suffered through myself. Since my time with Narconon I have been able to help hundreds of individuals confront and overcome their addictions. I can honestly say that Narconon helped me save my life and continues to do so for people on a daily basis.

Chris Red-Graduate

Question of the Month

As a Field Staff Member sometimes it is hard to know what to say and what not to say. You want to answer questions in the most effective but correct manner. This month's most commonly asked question is: "Will my insurance cover the Narconon Arrowhead program?"

Staff Answer: Narconon Arrowhead does accept most forms of insurance. Although we do not depend on insurance as a form of payment.

Staff Suggestion: To find out if the insurance will cover part of the Narconon Arrowhead program call the following information into one of the Narconon Arrowhead registration specialists. Give them the person's full name, billing address, social security number, insurance identification number, insurance type, and insurance contact number. The insurance company will be contacted and then you will be informed of the results.

Win of the Month

"I was excited and proud to have the opportunity to come out to Narconon Arrowhead and be present for a graduation where one of the students, that I referred and escorted to the facility, graduated. In addition, I observed other students that are at cause and are taking back control of their lives. They are now able to help themselves. That is what this is all about."

J.B. — Field Rep

Throughout your experiences as a field representative you are going to have wins. Your wins not only make you feel good, but make others who you share those wins with feel good also. If you have a win that you would like to share, please mail it to:

DannaSue Kelley, Field Rep I/C
Narconon Arrowhead
HC 67 Box 5
Canadian, OK 74425



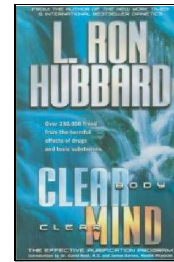
Successful Field Representative Activities

Contact and communication with people who are looking for rehabilitation services is vital to the survival of any Field Rep. You must make contacts with the public. As with any activity the field representative needs to have confidence with whomever they speak to, that the service they are recommending works and is valuable. The individual also needs to remember that he is communicating and attempting to get others to communicate with Narconon Arrowhead. You should have a business card with an available phone number and the best times to reach you. There are numerous services in every city that see the damage of drugs and would be a possible referral source. Therefore, the first action would be to let them know who you are and what you are doing.

This is the fourth installment of a series of helpful suggestions that will be provided to you.

Suggestion Number 4:

Other drug programs: Most local drug rehabilitation programs are short term programs and are willing to refer persons that are in the need of long term treatment. Most of these short-term programs are required to keep a list of long-term programs on hand. Call each of these programs and ask to speak with whomever is in charge of referrals for long term programs. Provide the facility with your information and let them know that you represent a long term rehabilitation program located in Oklahoma that has over a 70% success rate. Call them on a regular basis and keep them updated with any new pamphlets and brochures. Be sure to answer all their questions. If there are any questions that you do not know the answer for, please call the Field Representative In Charge and get the correct answer.



By purchasing books and videos you as a Field Representative are able to expand your knowledge. It is in your best interests to keep yourself educated about the Narconon Arrowhead Program and the technologies that are used.

Books and Videos

Narconon Arrowhead has a wide variety of books and videos that can provide you with valuable information when working in the field. This week's featured item from the Narconon Arrowhead bookstore is:

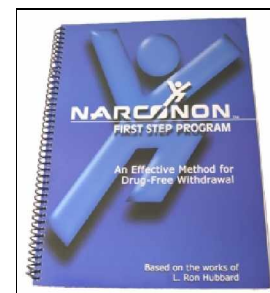
The Narconon First Step Program Book.

The Narconon First Step Program Book is intended for use in real life. The First Step Program has the only proven methods that can help to ease the withdrawal symptoms and pain experienced in coming off drugs

without the use of drugs themselves. This book would be an excellent addition to your personal library and is a perfect source of helpful information to you as a Field Representative.

The Narconon First Step Program Book is being offered at the low price of \$19.95 plus shipping and handling.

For ordering information please contact: DannaSue Kelley/Phone: 1-918-339-5877.





Drug Rehabilitation and Education Services

HC 67 Box 5

Canadian, OK 74425

Phone: 1-800-468-6933

Phone: 1-918-339-5800

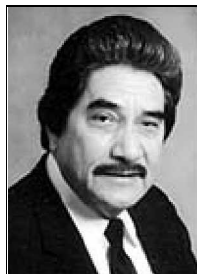
Postage

www.stopaddiction.com

To: _____

Delivering a new, proven approach to Drug Rehabilitation and Prevention.

The Origins of the Narconon® Program



**William Benitez,
Founder of Narconon**

Understanding the history of Narconon and how the Narconon program began is essential in being able to effectively promote the Narconon Arrowhead rehabilitation program.

On August 2, 1965, William Benitez, an inmate at Arizona State Prison jumped down from his double bunk in the old cellblock where he was housed and made the following notation on his wall calendar: "Decision to set up Narcotic Foundation." He also circled the 18th of the same month, his target date to approach prison officials to request permission to set up a drug rehabilitation program inside the prison walls.

Officials denied permission for the following six months. Mr. Benitez's request to start a program

consisting of twenty convicted drug addicts caused concern to officials who feared such a program might pose a security problem (such programs were rare in prisons during that decade). Officials had little reason to believe that the request of a habitual drug addict and repeatedly convicted felon would result in one of the nation's most successful rehabilitation programs for substance abusers.

Mr. Benitez persisted and finally assured officials the program was needed and would not pose a threat to the safe and orderly operation of the prison. After being allowed to start the program on a trial basis, he founded the NARCONON program (NARCOtics-NONe) on February 19, 1966.