

HUBBARD COMMUNICATIONS OFFICE

1812 19th Street, N. W.

Washington 9, D. C.

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HCO Franchise Holders.

HCO Offices

Central Orgs.

MA,

A Second Type of Franchise

A second and different type of HCO Franchise is now available in addition to the HCO H. A. S. Co--Audit Franchise.

The new type is the HCO Processing Franchise. It permits an individual auditor in practice to receive immediate bulletins, discounts, and tests, and requires that he remit 10 % of his income from Dianetics and Scientology to HCO WW. This permits the individual to run an individual practice or guidance center without running an H. A. S. Co-Audit.

THIS DOES NOT MEAN WE ARE ABANDONING H. A. S. CO-AUDITS. These are the backbone.

One auditor or several may have such an HCO Processing Franchise but if more than one are considered under such a franchise, the processing earnings of the group are considered collectively.

This makes two types of franchise. The first is the HCO HAS Co-audit Franchise which permits group processing, the running of an HAS Co-Audit, the processing of individuals and, eventually, training to professional level. The second is the HCO Processing Franchise where individual processing only would be done.

In the case of the HCO H. A. S. Co-Audit Franchise, HCO is going to do all it can to help set the Franchise Holder up on a permanent basis when he is proved out, helping to establish proper finance, quarters, publications and organizational assistance.

In the case of an HCO Franchise like the first type, we will issue now only an interim franchise. When it is made permanent after due test of the holder by his use of it, HCO will assist the holder to obtain proper finance, processing quarters and organizational assistance for the activity of individual processing in a guidance center.

There will be a third type some day but it is not available now. This will be an HCO Organizational Franchise where the individual works "outside" Scientology organizations to bring order into larger non-Scientology activities in which he will be helped by HCO as a special activity.

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Persons now holding HCO H. A. S. Co-Audit Franchises who wish to exchange their franchise for an individual processing franchise may do so. Where the person is not running an H. A. S. Co-Audit and sees no immediate chance of starting one, he is liable to cancellation of franchise. This offers such a person the right to remain a Franchise holder even though he is only processing individually.

Out of these enfranchised guidance centers we hope will grow clinics, hospitals, and sanitariums to cover that hole in the society now apparent. The very unable will need such assistance and we are here providing for it in the distant future.

An H. A. S. Co-Audit activity is basically more important and more immediately needed, but there are those in the society who are not up to co-auditing and we must also remember them.

If you transfer now you do, however, abandon your right to start an H. A. S. Co-Audit and get H. A. S. Certificates for your group. And with either franchise you owe HCO 10% of "All" you make from Dianetics and Scientology. The main advantage of transfer is apparent only in the fact that you won't lose your franchise right if you are not now running an H. A. S. Co-Audit and don't intend to. For all inactive franchises will be cancelled within the next 30 days. . . .

CABLE, Don't Phone

We are so few at HCO WW and covering so many fronts that we cannot accept the phone calls that keep coming in. In the first place a transatlantic call takes usually an hour or two of waiting by one of us before it is connected. Such calls have taken 12 hours to complete. And we have missed completion so often after such wasted time and have had such bad inaudible connections even with domestic calls in England, that it's no phone.

Use telegrams and cables instead, they're faster. They have a memory. We can handle them without missing data not put down after a phone call.

In the manor staff office we have a Telex. That's a teletype like in the telegraph office. About five minutes after you file your telegram or cable it comes complete and accurate out of our Telex, typed with copies. These don't get lost. They get instant attention from the Communication guard.

When a small group such as ours at HCO WW are handling indirectly, several hundred thousand people, and are handling directly, at any given time a few thousand and intimately a few hundred scattered all over Earth, we have to have a communication discipline to get anything done. You're part of that Comm. System, so if you want something done, be brief, to the point, and use:

- Airmail
- Airletters
- Cables
- Telegrams

And you'll be heard fast. Be pointless, use phones, come in person, and you won't be heard.

You are much closer to HCO WW at your letter box or the telegraph office than you would be standing at the Mayor's front door. We're proud of our comm. system. Use it!...

LRH:BRB:mg:shwb

Best,
Ron