

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex.

All Franchise
Holders:

HCO POLICY LETTER OF JUNE 18, 1959

Services Owing to HCO Franchise Holders

An HCO Franchise Holder who has an interim Franchise in force is due the following services:

40% discount on all books, this would include 5/- books, OCA/APA Questionnaires and Manuals, Magazines, Minors and PABs.

All bulletins written by myself and HCO WW on the subject of recruiting and running HCO HAS Co-audit courses, answering personal questions and resolving difficulties.

Promotion campaigns.

Visits by trained experts in the handling of HAS Co-audit courses.

Checking out and issuing clear bracelets.

If at the end of a period HCO WW or Continental Offices are satisfied that the HCO Franchise Holder is making it, is paying his 10% regularly and is going over the top with his activities, the Franchise will be confirmed and other valuable rights will be assigned to the HCO Franchise Holder. If, however, royalty payments are laggardly, if use of the information is poor, if no real enthusiasm is shown by the Franchise Holder, no final contract will be issued and the interim contract will be cancelled.

L. RON HUBBARD

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BPI

HCO BULLETIN OF AUGUST 19, 1959

HAS Co-Audit - Finding Terminals

If the instructor switches around terminals endlessly on a HAS Co-audit course, then you have nothing but rising needles left on these cases. It is necessary to get the very first terminal that dropped on the PC and convert it to a general form and run that terminal with a Communication Process until the terminal is again reading on the tone arm at male or female clear (depending on the sex of the PC, not the terminal) and stays there.

This is why you don't fill up the Co-audit.

Regimen on this is find the first thing that dropped on the PC then state it in a general term - make sure it drops. Example: PC's first assessment was on his wife. Find it again and see if it stops the needle rising; if it does, run: "From where could you communicate to a wife?" Note that it is a wife, not his wife. If the needle dropped the first time he was ever assessed on Bill, we have to find out what Bill is and run it.

On new enrollees in the Co-audit, take a body part only. A body part is then run on the Communication Process, "From where could you communicate to a (name of body part)".

This is only considered flat when no matter what or how many questions are asked about that body part, it registers on the tone arm of the meter at male or female clear, whichever the PC is. Only then can you go on to a new process.

Communication Processes look so simple. They are in reality terribly tricky and terribly effective.

Pick the right body part on the PC and he'll stay in the Co-audit until he's clear on that part, that's for sure.

When you see a PC getting fouled up by lousy co-audit handling you are losing a student, and I am willing to confirm, gaining a victim computation.

L. RON HUBBARD

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