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(See other side for Bul. of  
3-17-60 re Org Boards)

CenO.

HCO BULLETIN OF MARCH 17, 1960

Free Case Assessments

Peter Williams, Association Secretary in Melbourne, has sent in an idea which has worked well and which other Orgs. might like to try out. He says the scheme has increased the number of pcs in Melbourne three-fold in three months:

"We put an ad for Free Case Assessment in our magazine, sent out circular letters, etc., inviting people to take a confidential Electrometer assessment of their case by the Hubbard Guidance Centre at no charge.

People are pleased to come in for this, for we are not threatening to do anything for them - only look. When a person arrives for a case assessment they are seen first by the Registrar, who takes a note of their name and address and sends them on to the D of P, telling them that she will talk to them after their case assessment. The D of P interviews them on an E-Meter (no need for an OCA/APA or IQ test) and asks the person questions designed to show him his case and that the HGC can handle his case. The D of P does not "talk" to the person, she actually shows the person that his state of being can be bettered.

The D of P then makes a rough estimate of the number of hours necessary to give the person lasting benefit, adds on a little to be on the safe side and says: "I recommend .... hours for you; go and ask the Registrar to sign you up for them." The Registrar does this then sends the person to the Accountant.

The only problem - we're getting short of auditors. I shall have to dream up something similar for the Academy."

issued by: PETER HEMERY  
HCO Secretary WW

PH:js:mg

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