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SEC E.D.

HCO POLICY LETTER OF JUNE 2, 1959

A COMMENT ON FINANCE

The history of finance in Dianetics and Scientology Organizations is an interesting one.

But a recent repetition of early financial history in Washington and London must bear comment.

In 1950 and 1951 I did not have financial control of Dianetics and Scientology organizations. I was, administratively, a figurehead.

In less than one year from start the early HDRFs were crowded into financial difficulties and went broke. In early 1952 I started the first organization I controlled, the "Office of L. Ron Hubbard" and the HAS. Impeded badly by the HDRF credit history, I nevertheless was able to build the HAS and its successor the HASI into a 6 1/2 million dollar organization, fully solvent.

Now in the past few months I have check signing and financial concerns over to others in Washington for the FCDC and for the past two years to London for the HASI London.

In these few months FCDC went \$19,000 into the red from a total pay up as of January 1, 1959 when I gave over. To go \$19,000 into the red and to show every sign of going deeper (while business volume remained fairly usual) took some hard work on somebody's part.

In HASI London the organization in two years of non-control went L18,000 into the red!

I am now busy making FCDC solvent and am sending Nibs over to see to it.

I have already cut the HASI London bills payable from L18,000 to L7,000 in the past 90 days. And this without even having an accounts department to help. I've also made HASI London pay me back L2,000 of the money it has owed me personally for six years.

In other words, we don't have many people who can handle finance smartly. That this sag was not accompanied by other slackening or increasing activities, is quite a comment.

Besides myself, only Jack Parkhouse and Julia Lewis Salmen amongst all of us have a proven record of good financing.

It might interest you how I do this trick: I disseminate like mad to lots of people and get in lots of money. I don't run up bills if I don't have money. I spend money freely only when it has been made and is in the bank. I don't worry about wasting money if I have made the money first. I never "plan for emergencies". I just make lots of money for the organization. To any financial problem I answer by making money. To any crucial organizational problem, I answer by disseminating like mad, improving service and getting in lots of money.

I answer money problems with lots of money, not with worry or sadness or impractical hope. I never count on any one source. I always plan to get the sum of all the money I need from each one of 3 or 4 ways or sources.

But most important, I don't run up bills if I don't have the cash in sight to pay them.

I am not parasitic on the organization. I always make many times the amount I may spend on hybrid horned toads with pink ribbons for the front hall.

I do now and then throw money away when it's been made and it isn't needed.

Now I've taught you many things. Let me also teach you to make tons of money for the organization. It's the one thing staffs do poorly - the making and spending of money. They can evidently spend it, they don't well make it. So let me teach you this: Disseminate like mad and make tons of money. Please?

By the way, both DC and London went completely sour in only two functions the buying of printing and the failure to send their magazine once a month to everybody in C.F. In other words, HCO printing hat and the Department of Materiel hats were to blame for the sag.

No ruin faces us. I'm still here, still working hard, still communicating.

But by golly you better learn to do this one for yourselves: disseminate like mad and make money: don't incur a single bill until you have the cash to pay it already in the bank.

I've put DC and London on tight budgets for current expenses and have other ways to float their barks. If need be I'll pay the bills out of my own pocket, which would be unjust, since I didn't incur in any way the more serious debts and repayments to me in both cases summed only a fraction of their total.

So get smart about money. It's only money. It's made and if you make it, you can have some. If you don't you can't: It won't be there to be had.

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