

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex.
(Re-issued, HCO LA.)

Post all B.B.'s
STAFF HAT
FRANCHISE

Franchise HCO POLICY LETTER OF SEPTEMBER 27, 1962

A RESUME OF FRANCHISE POLICY

Franchise is for all who want it. Must be a valid HCA/HPA (Minimal) certificate holder, have International Membership in force, and be in good standing with the Org.

Weekly reports no longer mandatory, However, regular reports are appreciated, especially those submitted in duplicate on the format set out. This greatly facilitates fast handling and replying.

Franchise Report Forms are available free of charge, in any quantity, from Franchise Secretary.

HCO is not greatly interested in each pc result of each Franchise-holder. HCO is far more interested in the overall effectiveness of each Franchise-holder.

Therefore, don't send voluminous pc reports to us.

However, for any outstanding results which you obtain which you wish to submit, give a brief resume of processes used, time spent, before and after profiles, physical changes, cognitions and anything you wish to include, and we will more than likely publish this.

For technical queries, use the Franchise Report forms where possible, and in duplicate. If you wish to write a letter with a number of technical queries in it, please do send the letter in in duplicate too. Reports and letters sent in duplicate receive top priority, and greatly facilitate speedy handling.

Letters are always welcome especially those of interest to other auditors and these will always, where possible, be published.

A group of Franchise-holders operating together are a much more effective unit than a lone-operator. No great emphasis will be made--infact, probably none--on the need to form Franchise Centers as this will come about naturally.

The amount of activity you engage in, as a Franchise-holder, in your area will be up to you.

Franchise is for the part-time participant and the full time professional.

The Franchise-holders who are the most active and effective in their areas and who are doing a good job, who are up-to-date and who are sending reports in regularly will naturally get the best service.

These get all their mailings by airmail and get publicity as much as possible. Those on Franchise-Airmail are either Saint Hill graduates or students actively aiming for Saint Hill.

It is very helpful for Franchise-holders to have a Central Org. or City Office in their area. City Office will be established by Central Orgs. It's up to Franchise-holders to create enough activity and interest in their area to warrant a Central Org. to establish a City Office there.

No professional course (HPA/HCA and above) or retread of any such course may be offered or run outside a Central Organization Academy. This includes the HPS (Hubbard Practical Scientologist) course, as this is run concurrently with the HPA/HCA Course in an Academy. Saint Hill Graduates are not permitted to run professional courses or Class II or other special courses in the field.

Reason: Inadequate facilities and administratively difficult.

Elementary training is OK privately for auditors.

No Saint Hill Briefing Course tapes are available outside a HASI.

Saint Hill Graduates may, however, listen to these tapes at a Central Org. for their own information, by arrangement with the HCO of their area.

One of the aims of being awarded a Franchise is to encourage the establishment of a stable datum in an area.

A very small percentage of Franchise-holders seem to have an inherent desire to go on whistle-stopping tours.

Unless officially appointed, itinerant Franchise-holders are not encouraged.

Also not encouraged are those who desire to promote themselves in every place but their own area.

Those who desire to go "walk about" or who desire to broadcast far and wide in order to get business, reveal their inability to be effective in their own areas.

No Franchise or Field Auditor should charge less for services than the Central Organization. They may, however, charge more.

No responsibility need be accepted and no legal help nor advice need be given where, on investigation of a complaint, it is found that an auditor has given auditing for fees that are less than those charged by the Central Organization for that area. In the event of pre-clear complaints in such circumstances, severe disciplinary action may be taken against the auditor concerned.

However, in the case of complaints against an auditor, if it is found that the auditor has conscientiously applied standard procedures to the best of his ability, and has not charged less than the recognized fee for the area, he may expect some support from the HCO, HASI and LRH.

Any Franchise-holder known to be mixing other practices with Scientology e.g., psychotherapy, naturopathy, chiropractic, yogi, etc., etc., will have his Franchise cancelled and his certificates suspended. Examples: Using processing to "help" colonics, using chiropractic to run engrams.

This is a break of the Auditor's Code clause number 15: Never mix the processes of Scientology with those of various other practices.

The use of advanced clearing techniques, unless closely supervised by fully qualified auditors (St. Hill graduates) is hazardous and dangerous to the pc. One UK untrained in 3GA field auditor found using 3GA has had his certificates suspended. Running 3GA unknowingly is a highly irresponsible act, and finding and running the wrong goal could be fatal. Finding the right goal demands a highly skilled auditor with superb metering.

A Franchise-holder can be extremely effective with the data at his disposal and within his skills.

All that is expected of Franchise-holders is to let their friends and business associates know of Scientology, to keep up to date, to audit and run elementary basic courses (P.E., HAS Co-Audit, Anatomy of the Human Mind) when they can, to keep in good comm and good standing with the Organization and remit 10% of all Scientology income to keep the service and research going.

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by Robin Hancocks
HCO Franchise Sec. WW

LRH:dr:nll
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