

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF APRIL 10, 1964  
(Reissued as amended on 23 June 1967)

All Course Staffs  
Tech Secs Hats  
Qual Secs Hats  
Us of T Hats  
Academy Staff Hats

SCIENTOLOGY COURSES

There are three zones of responsibility in course management. These are:

- (1) Providing valuable subject materials;
- (2) Organizing and codifying those materials so that they are highly effective and comprehensible; and
- (3) Supervising the student in those materials to a point of high comprehension and competency.

In Scientology (1) has been done, fully and completely. There are now no gaps or unanswered questions.

In (2) the very best of Scientology has been selected out for supervision and is being written in such a way as to minimize any confusion and maximize the communication and practice of the data.

In (3) we have our largest potential randomness. And it is this with which this Policy Letter is concerned. The Supervision of the student is a personalized matter. Students require answers to their own questions and clarification of their own understandings. The burden of this falls on the Supervisor.

In auditing it has taken us a long time to learn that there are no bad preclears. There are only auditor errors.

We have now learned a similar thing about Supervising. There are no slow students. There are only slow Supervisors.

The length of time a student is on a course is a direct index of the quality of Supervision on that course.

A fast course is well supervised. A slow course is poorly supervised.

A bad course gets bad enrolments. A good course gets good enrolments. If enrolment is down, the course is a poor course. That has been observed continually in Academies for years and has no variations. If you want a full course, provide a well-supervised course.

If course enrolments are down, don't ponder beyond this how to improve the course. And you'll win if you improve the course.

This is a brick wall datum: a poor course will become an empty course.

The speed with which a student can go through a course depends only on (1), (2) and particularly (3) above. It does not depend on the student.

Don't blame students. Look at (1), (2) and (3) above.

There are no slow students. There is only slow supervision.

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The future of Scientology courses depends on getting the student rapidly through the course and graduating him or her at a good level of competence.

Scientology course futures do not depend on lowered rates.

You are already selling pearls for pennies.

Just make sure you are selling pearls.

I have taken care of (1). (2) is very thoroughly in hand. (3) is up to you.

A fast course is a well supervised course. A full course is a well supervised, fast course.

That's all the mystery there is in it.

LRH:jw:jp  
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