

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

Franchise

HCO POLICY LETTER OF JUNE 16, 1964

Staff

FRANCHISE  
WHAT IT IS AND WHO MAY HAVE IT

Franchise is awarded to active, productive auditors only.

Up to now there have been very many auditors allowed to remain on Franchise who have not been very productive, or who did not remit 10% to HCO WW regularly.

This will no longer be allowed.

In order to retain a Franchise an auditor must do the following:

1. Produce case gains on individual preclears and co-audit preclears.
2. Produce well trained HAS and HQS certificate holders. (HQS only if a St. Hill grad.)
3. Sell books.
4. Produce evidence of 1, 2, and 3 above by sending regular reports to the Franchise Secretary, HCO WW as requested; and by remitting a contribution to HCO WW consisting of 10% of income derived from 1, 2, and 3.

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The amount of activity may vary from auditor to auditor, but the Franchised auditor is expected to produce. Franchise is reserved for the most productive auditors.

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In view of this policy, a number of Franchises have been cancelled. Several of these are cancelled because the auditors failed to report or remit 10%'s, although they were busy auditing and training.

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And classified auditor may apply for Franchise. Application is made through the local HCO to the Franchise Secretary, HCO WW.

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Franchise holders are mailed bulletins each week usually; are entitled to a 40% discount on books and tapes; may write the Franchise Secretary HCO WW for advice and consultation; may have a Franchise Certificate, and have priority on technical help and information from Central Orgs.

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Franchise holders are the elite of Scientology Field Auditors and are treated as such by HCO WW.

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Leading Field Auditors are only appointed if the appointee is Franchised. If an area has no Franchise holder, then it has no Leading Field Auditor.

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Note: Where two or more auditors are working together, as in a Franchise Centre, each must individually apply for a Franchise if they each wish to have Franchise privileges. However, they may report and remit 10%'s collectively, as long as each auditor's name is included in the report.

LRH:cl  
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