

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

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HCO POLICY LETTER OF 18 APRIL 1965

ALL SCIENTOLOGY

PRICES LOWERED BECAUSE OF NEW
ORGANIZATION STREAMLINE

COST OF TRAINING, PROCESSING
AND BOOKS LOWERED BY NEW
DISCOVERIES

Cancels HCO Policy Letters:

- 19 Oct 1964 - Pricing Formulas
- 30 Oct AD14 - Mailing List for Franchise Holders
- 31 Oct 1964 - Issue II, Current Policies, Orgs & Franchise
- 3 Dec 1964 - Pricing Meetings Final Policy
- 23 Dec 1964 - Field and Public Programming
- 15 Mar 1965 - Issue II, Only Accts Talks Money
- 22 Mar 1965 - Saint Hill Services, Prices and Discounts

Scientologists may now have a Membership Free.

And all prizes and sign up procedures revert to 1964 levels and conditions. We are returning all that was good of the programme such as obtaining funds and heavily advertising books. We are only cutting out discount puzzles and raised prices.

I have answered your request that we do so by streamlining orgs, and I have returned you to the 1964 arrangements that you did like and wanted. We can do this because of costing lowered by our new organizational pattern.

All International Memberships recently purchased will be extended 6 months free.

The Professional Auditors' Bulletins (the PABs) will no longer be shortened and will be restored to their old format and are to be sent to all International Members regularly. They will contain the tremendous backlog of invaluable data of HCO Bulletins of 1964. HCOBs printed in it will come on up to present time and will continue to issued as PABs as before.

The higher prices and discount plan of early 1965 are rendered unnecessary because of technical and organizational advances.

LOWER LEVELS

The technical advances which came from the level above Clear when I contacted it, opened not only the top, but the bottom of the Levels and I found many new "sub-zero" levels and developed many of the processes that go with them. This lets us undercut the toughest cases we've ever seen in the fastest possible TIME.

DISSEMINATION FORMULA

Also, I have discovered and developed the long awaited dissemination formula which makes it a walk in the park to easily present Scientology to even the roughest objector, much less decent people.

It's drills just need to be written up in Bulletin form and they will be part of the PABs in due course. You will get the PABs with your International Membership.

FIELD STAFF MEMBER

With the Field Staff Member programme and lots of book auditors we don't want a complicated price programme to stand in anyone's way now.

FIELD AUDITOR PRICES

All Field Auditors and Centres are now being required to return to the 1964 price level of their Continental Organization and may not charge more or less than those prices.

Such auditing is not supervised from Saint Hill. Only HGC and Academy auditing and training is supervised by me.

To charge a fee an auditor must be Classified up to the level being run for fee.

ORG PATTERN

The new org pattern makes for a somewhat less costly org per person trained or processed so the prices can be dropped back.

Also volume will be rising.

NEW BOOKS

I am holding up new books here until orgs are better able to care for very heavy traffic flows. The new books will increase the volume again.

Before we start pouring new public in we want to clean up all our old clearing contracts and our existing field auditors and Scientologists. This should take about a year. After all, they have first call on org services and we'd better not start such a heavy flood of business that the old timer will be crowded out before his case and training are up.

PLANNING

I've been working to remove any obstacles in the way of the training or processing of any old time Scientologist.

If we can get all our present people well up while we still have breathing space, their help will be invaluable as we spread out.

Therefore, consider the 1965 discount programme run out and erased. We don't need it and you found it hard to understand

Things are as they were in 1964 - same prices, same services, same courses - same people, but the orgs with a new streamlined pattern based on technology taken from the high levels above clear.

I'm glad to be able to give you this break.

And I'm going to need every last Scientologist in the world as highly trained and processed as possible.

And so I have swept aside all the blocks I could. We must we can get the show on the road in time.

So let's get the show on the road!

L. RON HUBBARD

LRH:ml:mas
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