

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor East Grinstead, Sussex

Reminco
Registrar HAT
Tech Sec HAT
Qual Sec HAT
Org Sec HAT
Dir Accts HAT
Cashier's HAT

HCO POLICY LETTER OF 9 MAY, 1965

TECHNICAL & QUALIFICATIONS
DIVISIONS

DIVISION 4 - 5

URGENT

AUDITING FEES
PREFERENTIAL TREATMENT OF PRECLEARS
SCALE OF PREFERENCE

There is a definite and positive Scale of Preference for accepting and scheduling preclears (including students sent to Review) for auditing in the HCO and in the Case Cracking Section of the Department of Review.

Last on the list is any person who seeks auditing as a favour to demonstrate to others what it can do or because of importance as a person. The auditing of someone just because the result would prove something or other or because the person has money or power and might donate, by firm policy since 1950 has been relegated to the circular file, (the waste basket). Giving auditing away to such persons or their friends or children or psychotic brother in the asylum is in fact forbidden. Giving preference in scheduling to such persons is governed, when for pay, entirely by the Scale of Preference. Such bids are a snare, and a delusion; it sounds good, it doesn't work out. Mr. Big takes his place in line with Mr. Little, and the Scale of Preference alone applies.

The person who has to be audited AT ONCE for desperate reasons is also governed only by the Scale of Preference.

The person who will only be audited by a certain or special auditor is also governed entirely by the Scale of Preference (See A).

SCALE OF PREFERENCE

Assignment of Auditor and Preferential Scheduling is governed as follows:

A. Best Available Auditors, earliest possible commencement;

PCs Paying full rate Cash In Advance with the longest consecutive auditing period purchased. Where two pcs have to be chosen between for the best auditor, the one who has purchased the most auditing in consecutive periods is given the best auditor at the earliest moment. (It is obvious that to get a special auditor one should pay full public rate in cash even when entitled to Professional Rate. Otherwise there may be no pc requested auditor assignments. Buying additional auditing or offering a specified donation in addition to the full rate as per A can also influence the assignment of a requested auditor. The auditor does not have to accept.)

B. Skilled auditor, (but not specially requested auditor) early commencement;

Full rate pcs whose credit has proven excellent and prompt by past experience.

C. Good auditor, early commencement;

PCs paying cash in advance professional rate.

- D. Auditor staff available scheduling;
Full public rate pcs with 50% deposit and unknown or not established credit.
- E. Interne Auditor and any scheduling convenient to org;
Full public rate pcs requiring up to 75, credit credit unknown.
- F. Any Interne Auditor, and any scheduling convenient to org;
Professional rate requiring credit.
- G. Any student, any scheduling convenient to org;
Total credit at any rate, credit unknown.
- H. Students who need practice, cases not supervised except for student check sheet in Examinations, scheduled randomly or by waiting list, charity or pcs on full credit of a pcs unknown nature.

In scheduling there is also the problem of matching Interne Auditors in pairs so they can crack their own cases.

This is normally done by Case Parity. Cases more or less the same in state of case should be matched up.

Auditors who goof seriously in handling specially assigned processes in HCCs or Case Cracking Sections and are removed from active auditing because of it as dangerous, are normally paired with the last one who goofed and they are assigned as a co-audit team and they are permitted to slug it out, getting a better reality on goofs and their cases in shape as well. This is not disciplinary assignment. It is prevention of case damage to others, both by giving them a reality and by advancing their cases. Their folders are carefully watched by auditing supervisors for false entries on auditing reports.

The whole theory of the above is not Cash. It will be found that those who will pay were the most able to begin with and have the greatest value to others. Their worth as persons is greater. Thus good, swift auditing brings up even this value.

I have never thanked myself for giving any concessions on fees or scheduling not based on the above. I can say with complete case histories that giving free service to those who demanded it or sought it has never resulted in any useful gain for Scientology. On the contrary some of our biggest headaches administrationally come from those who continually sought free courses and free auditing.

In the case of award auditing or training it is a different matter. Here it was worked for and deserved before the fact. The Registrar is never faced with such persons as awards are given staff and staff has staff staff auditors.

The "the world owes me a living" proclear (or student) is a candidate for the Better Dead Club. There were two branches of this club, by the way - Better Dead for their own sakes and Better Dead for the sake of others. Demands by individuals for free service on any pretext should be given a light, airy laugh. It doesn't do anybody any good, often not even the person who received it.

Real charity cases who never pay are actually hard to find. In Charity Auditing one must always give them a chance to pay.

A Registrar's matter of fact attitude about paying for auditing or training is a valuable asset. Giving the person a problem about how and what they'll pay is poor Registraring. Don't make them choose about paying in full or not paying in full. Just tell them - Go to the Accounts Cashior. An evil laugh when they advance the idea of some tiny down payment on auditing and a remark, Well, that would put you on the waiting list and give you a new student, might be very effective.

Printing up the above preference scale for presentation to falterers on payment might be effective.

Accounts must always give Scheduling Personnel a copy of the invoice.

Accounts must mark the Invoice clearly as per the above preference scale.

Scheduling may only be done by scheduling personnel and must be done in accordance with the above Scale of Preference, and the prospective proclear already in the office (not on promotion lines) should be informed that the above scale exists.

L. RON HUBBARD

LRH:mh.pv
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