

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

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Franchise Holders  
Franchise Officer Hat

HCO POLICY LETTER OF 31 MAY, 1965

DISTRIBUTION DIVISION

FRANCHISE SUMMARY OF POLICY

Franchise is now under HASI Saint Hill the Distribution Division, (Division 6) Department of Field Activities, (Department 16), Franchise Section and is under the direct supervision of the Franchise Officer, the title Franchise Secretary being abolished.

All Franchise Holders now in good standing may retain their Franchises. Being in good standing consists of the Franchise Holder submitting weekly reports to the Franchise Section and paying their 10% the week it is received. Franchise Holders not doing so are removed from the Franchise List and all privileges are cancelled.

Franchise Holders receive weekly mailings from Saint Hill and advices and special book discounts.

Franchise Holders may teach certain courses, as permitted years ago, the HAS and HQS of those times. For a short while Academies taught an HAS and HQS course and these courses became level courses. This was after they had been allowed as non-level courses to Franchise Holders.

Despite any apparent change, the Franchise Holder may still teach these NON LEVEL HAS and HQS courses as first arranged years ago. These are no longer Academy Level Courses. NO FRANCHISE HOLDER MAY CALL HIS COURSES "LEVEL ZERO or LEVEL ONE". The Level Zero and Level One Courses are now HRS and HTS. The Franchise Holder was allowed to teach HAS and HQS and is still allowed to teach HAS and HQS. He has never been allowed to teach Level 0 or Level I Courses. A Confusion on this by the former Franchise Secretary has been discovered and corrected. LEVEL means an Academy Course.

To these we now add the BEGINNING SCIENTOLOGIST COURSE. This is the first, lowest course. It is the old PE Course. It is not a Level Course.

According to the Classification Gradation and Awareness Chart there are four certificates below Zero. One of these is by book (The HBA) and is therefore not taught but Scientology books and use of them can be recommended. The other three, BS, HAS and HQS are taught. HBA is not required for HQS.

Thus a Franchise Holder should teach from one to three courses. Beginning Scientologist, Hubbard Apprentice Scientologist, and Hubbard Qualified Scientologist,

The texts of these are fairly well known.

THE BEGINNING SCIENTOLOGIST

The B.S. Course is all evening P.E., covering the Problems of Work and stressing how people need Scientology being in a mess and their need for Change. It has no auditing. Just data. The people should understand the words used or they will wander off. So use a few principles, define every word, review the principle and definition often. DON'T teach any definition by agreement. It loses people like water through a sieve, according to actual data of attendance. The best B.S. Course hammers the few simple principles contained in Problems of Work, page by page from the actual text read to the students with pauses for their examples. Teach from this text only, not from "live lecture". Read the book page by page and assign work from it. The student is also given the 13 basic words for vocabulary as between session study assignment. Few data, lots of quantity about them, lots of examples. And stress that knowledge of them can change things and that people are in bad shape and that change is needed. IF THE PEOPLE CAN'T APPLY THE DATA TAUGHT IN THEIR DAILY LIVES, IT IS NOT A B.S. COURSE. A B.S. Course is now taught from this one text. And remember to tell them it isn't a level course, or an example of an Academy Course.

THE HUBBARD APPRENTICE SCIENTOLOGIST

This is another data course. It has no auditing connected with it. It is not a Level Zero Course and must never be called so as no Franchise Holder was ever given the right to teach any Classification Course.

It has two courses, really. The first course runs for a week or two of evenings - at least nine evenings or three week ends. (This time can be doubled if

you wish.)

The "Theory" part of the Course consists of a painstaking coverage of "The Original Thesis" page by page. It is gone over with great thoroughness and no word is left in doubt in the student's mind. You will find this book has far more data and appeal at this level than any other. It defines the mind and without it, a lot of students are left adrift.

The method of teaching is by reading a part of it and defining every word in it and asking the class to give examples of it in life. And then how the principle can be applied.

Using just this one text and covering it thoroughly will get you further than trying to go to glory on "live lecture" and tapes and all that.

The text itself must be possessed by the student as well as a dictionary and the student must keep a notebook of words he has defined and axioms and his examples. He gets his pass on his notebook. (PE can be taught the same way).

(The Original Thesis will be available much later reprinted as a Scientology text, by changing the word Dianetics to Scientology in it).

The HAS has a second stage course called the Practical Course. It is taught in another 9 evenings or 3 week ends. (This time can be doubled if you wish.)

It uses the TRS to teach people to Communicate. Between evenings, or week ends the class is given assignments of observing examples in the world around them of principles taken from the Original Thesis.

Note that there is no auditing. You will lose more people if you try to get a coaudit going than if you don't.

However, at this stage you carefully teach them the usual assists published from time to time.

You make them show you they can do them. You don't have a class auditing period in which to do them.

When they've mastered their TRs and done lots of examples of principles in the Original Thesis and mastered Assists, that's that.

#### THE HUBBARD BOOK AUDITOR

If a student wishes he can have his HBA instead of his HAS if he will submit 3 assists he has done successfully.

The application may be through his Franchise Holder.

#### THE HUBBARD QUALIFIED SCIENTOLOGIST

The first stage of this course (Theory) is the same length (minimum) as the 9 evening or 3 week end HAS. It can be doubled in time.

Its texts are Dianetics: Evolution of a Science and Dianetics the Modern Science of Mental Health. (These will be reissued as Scientology texts and edited much later but meanwhile they serve.)

There is no auditing on the Theory Course and no coauditing as we know it on any part of either one, Theory or Practical. Therefore the auditing part of Dianetics: The Modern Science of Mental Health is not covered in the Course. Thus Book 3 is omitted (page 165 on).

These texts are read to the students and clarified. Examples are asked for. The student must learn to think in these principles.

As in all courses the texts must be in the student's hand in class as well as a dictionary.

When these texts are completed, the Theory course is over.

The student now enrolls in his HQS Practical course. It is the same length as the Theory Course.

The Practical Course consists of The Body Steering Drill, the old Body Mimicry Process (where "auditor" and "pc" sit across from each other and the commands are hand signals which are answered by the same hand signal and the command is repeated by the "auditor" until it is duplicated by the "pc".) There are no other processes allowed and neither "auditor" nor "pc" may speak.

A feature of this Course is Group Processing. Tapes of The Group Processing I have given Congresses are being made into records or are available as tapes. They are not the Tone 40 processes. The students as a body do these Group Processes from the tape.

They purchase copies of the old Group Auditors Handbook and after a lot of processing by tapes they then learn how to Group Process.

They finish up their course capable of doing Body Steering, auditing by mimicry as above, and being able to do group processing.

They should realize as well that Group Processing brings people up out of their engrams and that awareness is thereby increased.

When they can do this, they are terminated from the course.

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The Franchise Holder will find that teaching people Scientology without following along the track of research and books gives people losses. DO NOT teach these students without books in their hands and read at them, don't try to live lecture it.

The principle here is entirely this, the student will get his biggest case gain from data and is most likely to become a problem if students coaudit.

In 1954 I taught a whole ACC without permitting any auditing amongst the students and GOT A HIGHER AVERAGE GRAPH CHANGE THAN ON ANY PREVIOUS ACC. The entire gain was from data carefully taught and my lectures!!!

Group Processing was very successful at these lower levels and it forms a good group spirit.

Do NOT try to use these courses only to get pcs. You will soon cave in from overwork and that will be that. You won't have courses or pcs. I ran a pilot on this via a Franchise Centre coauditing and getting pcs and auditing them, and the activity eventually folded up for the above reasons.

Send the pcs to your nearest org for commission and keep running courses.

#### AUDITING

The Franchise Holder can audit the occasional easy pc, of course. But beware - it looks like easy money. But it soon caves the place in. Every moment spent auditing is time one isn't promoting. Individual practice killed psychoanalysis.

One auditor or a team of auditors in one place teaching courses and promoting makes a solid future. Auditing individual pcs without a whole org to back you up never will.

DATA GIVES A HIGHER CASE GAIN THAN STUDENT PROCESSING.

#### CHARGES

Charge what you arrange with your Continental Director. DON'T charge for "An HAS Course". Charge for the "HAS Theory Course" and then charge for "the HAS Practical Course". Same with HQS, get two fees for an HAS and two for an HQS.

Don't pretend these are Academy Level Courses. Send your people for the Zero HRS to an Academy for commission.

#### FIELD STAFF MEMBER

You cannot afford not to be a Field Staff Member, your centre cannot exist long without a place to send pcs and upper students and you can't survive unless you just promote and handle small courses. The second you try to go into too many actions you will spread too thin, your delivery will worsen, your lack of promotion will cave you in.

#### DURATION OF FRANCHISE

You may have been told "Franchise was to be cut out." this was not true.

The Franchise Holder will do best who builds up his area, gets a lot of people up to HQS in it, sends some off for training to an Academy and gets them back well trained to help out and when big enough, convert to a City Office.

### DATA

The data outlined above, taught from the book, will be found sweepingly successful - tens of thousands travelled that road. If they don't travel the data road they won't have a clue. And data at these levels is safer case gain than student auditing of students. Assists and group processing done well, are safe to put in these students hands and from them they'll get results. Group Processing was seldom explored for all its uses. Raw meat loves it. And in the files I have huge numbers of people who list under "what auditing have you had?" "Ron's Congress Processing" like it was a 50 hour intensive. Good group auditing is good!

### TAPES AND RECORDS

You can have all kinds of tapes at these levels. They are being made, a lot of them into records. Hi Fi phonograph equipment is ordinary.

Beware of bad quality reproduction of lectures. It is deadly. Students go to sleep on poor quality, are bright and happy on good quality reproduction by actual test.

You can give public tape plays all you want. Don't skimp reproduction quality.

### BOOKS

You can buy books at a good discount and sell them to your students at a profit. Discounts are announced from time to time.

New texts will be coming someday, covering the exact ground as above. But don't wait for them.

Don't underestimate the effectiveness of teaching from a book. The data in these books needs no amplification or interpretation. It's there.

Don't try to teach Level Zero or Coaudits or pretend the qualification is greater than it is. Don't bar the door by skipping essentials. Data may be interesting to you only if its high level. But you aren't trying to interest you - you are trying to interest the public for whom these books were written.

### ETHICS

Your nearest org will help you with Ethics. Ethics exists to get technicology in. If your course has a suppressive in it you'll have a hard time and lose your students. So don't fool with it. Use Ethics Codes. Only then can you get tech in in your area.

You are saving your students from sickness and death. Don't let a suppressive do them in before they can be salvaged.

If you teach them as above and put their feet on the road, enough of them will make it to salvage the rest when the few get further across the bridge.

We're dead serious about this.

The Franchise Holder is a vital part of the bridge. It's open now. Help crowd them across it.

L. RON HUBBARD

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