

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 20 MAY, AD20
ISSUE IV

Re: memo
Public Divisions

AFTER TEST SIGN UPS

TEST - HAS ROUTING NOW USED

Testing is a successful activity used to sell training and processing. By selling training and processing to those who have been tested one gets New Names to C/F.

It has been revealed that to route people to a PE Course after testing is an unsuccessful action. Testing and PE are both free services and therefore fewer New Names and bought services result. In addition to this you can lose more public off the lines this way. In other words a percentage is lost off the test line of those who don't take any service and a percentage is lost off the PE line of those who don't sign up for higher service.

PE and testing are both public pulling activities. It would be an error to send a person just tested to a PE Course as he has already been pulled into the Org by testing. To conclude, it would be a double action.

THEREFORE 1 PERSON AFTER TESTING IS SIGNED UP FOR AND STARTED ON THE HAS COURSE OR SCIENTOLOGY PROCESSING. THIS IS IN FOLLOWING WITH ORIGINAL POLICIES.

The line is now Test - HAS and not Test - PE.

The HAS is a Public Comm Course, an immediate action and is paid for.

This will not only increase your new names stat but the Org's income too! It is a line whereby you can better serve the public and increase the effectiveness of public handling in your Org. Get this in. It is a winning action.

Lt. Cmdr. Diana Hubbard
CS-6

For

L. RON HUBBARD
FOUNDER

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