

Those statistics are made up of the individual statistics of the staff members.

Thus, low delivery and low pay come directly from the production on post of each individual staff member.

There is no vague "firm" that supports the staff.

The staff receives pay in proportion to what they themselves produce, each one of them.

If a staff as a group tolerates out ethics, loafing, poor delivery and low individual stats it will be badly paid. That's the way it is.

They not only will be badly paid but will be letting the whole show down. They are also denying their community and funds to forward progress on the continent.

It is not hard to raise one's own stats. A personal project can do it.

Read the Policy Letter "Reading Statistics" HCO PL 5 May 1971 Issue II.

- (a) Put up a daily statistic graph for one's own production.
- (b) Each morning set a stat ceiling, a bit higher than an earlier highest days output.
- (c) Achieve this ceiling as a target each day and try to better it.

You will become cause over your environment instead of effect.

You will find out you cause your own stats.

Begin a campaign amongst the staff to get people to do the above. You will wind up more highly paid. Of course there's always the chance that if you do this you will wind up as an executive.

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