

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 1 FEBRUARY 1972

Remimeo
Flag Rep (Reference HCO F/L 12 Nov
Class IV Orgs 71 How to Raise Your Own
EDs Statistics And Pay)
Dist Secs
Staff Hat
Div 6 Hat

IMPORTANT

SURVIVE OR SUCCUMB

A PUBLIC DIV CHECKLIST FOR QUALITY

Upon the Public Division depends the survival of an Org. In this universe an entity can either contract, stay the same or expand. If an entity contracts or stays the same it will inevitably die and succumb by natural law. Only expansion leads to survival.

Only Division 6 provides that expansion to an Org.

A Dissem Div can't keep signing up the same old people -- there's only so many services to sign up and so much money in their bank accounts.

An HCO can't establish without new recruits and carry on with the same number of Org staff with ever increasing work loads. The lines would splatter and bust.

A tech Div can deliver and deliver to old customers and run out of people to deliver to.

The same goes for every division on the Org Board!

Each and every Division to survive and keep busy must have new people to deliver to, new people to handle. And, the main place where new people come from is Div 6; those new people = expansion. By providing floods of new people Division 6 can effect every stat on the OIC cable! By proven evidence a Div 6 can effect any GI or Paid Completion stat and quite violently too.

A functioning Div 6 will also have a big active Field full of groups, DCGs, Franchises, Field Auditors and FSMs. That field will evolve into FUTURE ORGS for Scientology. That's where new orgs come from. So we're not just talking about the expansion of one Org. We're talking about the expansion of Scientology and whether we Clear the Planet too!

The condition of your Division 6 is vital and important. Upon it depends Org survival and a Clear Planet or ruin with no hope left for Mankind.

There are three grades of quality.

POWER QUALITY

If all these are so, then the Public Division is Power Quality:

- A. The Director of Dept 16 and the Dist Sec are trained in surveying. _____
- B. Surveys are done correctly and often. _____
- C. The surveys are USED once done on every promo piece ___ every ad ___ every PR action ___ every press release ___ every public media appearance, speech or written release ___ every public or field campaign ____
- D. Org staff members are polite and friendly in handling the public. _____
- E. Org appearances and image are policed and acceptable. Staff ___ public ___ Letters out ___ all Org literature and promotion ___ notice boards ___ no admin enmest ___ phone calls ___ reception ____
- F. There exists a full up to date list of Opinion leaders and leading community groups in the area. _____
- G. All the above are regularly contacted, in good communication and on good terms with the Org and Scientology. _____
- H. All the above are used to sway public opinion in our favor and co-operate with us on public campaigns to bring goodwill and popularity to Scientology. _____
- I. PR Area Control is IN so that:-
 - A. Scientology is known and well thought of in the community. _____
 - B. Community authorities and businesses give us priority and respect, doing all they can to help fulfill our requirements, barring out unnecessary stops, arbitraries, red tape because "we're specially nice people". _____
- J. Public Media (TV, Radio, Press) is used to our advantage with many favorable interviews, public appearances, press releases whose statements are based on survey. _____
- K. Books are regularly advertised in public Media of the proper publics ___ Based on survey ___ Ads get response ____.
- L. Mailing lists are rented or purchased and on policy info packs based on survey are mailed in volume to them ___ Info packs get response ____.
- M. Street handouts and posters are based on survey attractive, effective and distributed in volume on testing ___ events ___ Introductory demonstrations ___ They get response ____.

- N. Voluminous promotion mailings based on current surveys go out on Div 6 services that are hard-sell effective and to the right publics ____ They get response ____.
- O. Testing is advertised as per survey in public media of the proper publics ____ Ads get response ____.
- P. Success stories are solicited in volume and widely published and posted.
- Q. Books are heavily pushed and sold in the org and at every event, demonstration or Div 6 service.
- R. Books are sold to public bookstores in volume.
- S. Bookstores selling our books are on file ____ given book promotion and posters they can use ____ collected from ____ followed up to sell them more books ____ and are kept in good comm ____.
- T. Lots of people are being tested with spot on evaluations resulting in immediate sign ups at the Public Reg.
- U. Attractive convincing Introductory demonstrations and events are regularly held ____ prepared and promoted in advance ____ well attended ____ with excellent sign ups ____.
- V. Public Course PE ____ Anatomy of the Human Mind HAS ____ HQS ____ Extension Course ____ are filled up with students who are winning and graduating with re-sign ups in every case.
- W. A single hatted Public Reg is on post doing her job and promptly getting the public signed up and on to services.
- X. A full list exists of all groups, DCGs, Franchises and FSMs.
- Y. All groups, DCGs and Franchises are contacted regularly ____ are in good communication ____ are given help and assistance ____ are active and selecting to the Org ____.
- Z. New groups, DCGs and Franchises are being encouraged to set up and are assisted in doing so.
- Aa. An on policy FSM Award programme exists ____ is well promoted ____ and many FSMs are winning awards ____.
- Ab. Excellent FSM Newsletters are mailed to FSMs bi-weekly containing lots of news and successes in the field, listing commission and award winners ____ pushing FSMs to sell books ____ to select ____ win awards ____.
- Ac. FSM Commissions are paid promptly ____ and FSM Commissions paid stat is at least 7-8% of the GI ____.
- Ad. FSMs are actively selecting ____ selling books ____ using Sen tech in the field ____ are well paid ____ and this is the case for at least 90% of all FSMs in the field.

- Ae. Auditors Assn is active achieving its objective with large membership. All members are active ____.
- Af. All members of the Div comply with P/L 21 Feb 61 Choosing PE and Reg Personnel and P/L 9 Oct 70 PR Personality, are hatted and working on the basis of DRIVING IN MORE PUBLIC THAN THE ORG CAN WASTE. _____
- Ag. New names to CF actually get to CF get filed in CF and used by Div 2 ____.

A Power Division 6 consists of standard actions. It takes hard work and back up from other areas of the Org, too.

The Org that has such a Division 6 will grow strong, expand and win. This Division is priceless. Do all you can to back up and reinforce it.

POOR QUALITY

If any of these are so, the Public Division has poor quality.

- AA. No one trained to do surveys and no surveys done. _____
- BB. Appearances and image not policed and no responsibility taken for such. _____
- CC. No PR Area Control flaps but then PR Area Control is given little attention and mostly "left up to the Guardian Office." _____
- DD. Scientology is not well known in the Community. _____
- EE. A. Poor promo outflow and little use of Public media. _____
 B. Success stories not widely posted or published ____ Key questions not in ____.
- FF. Dist Sec not getting volunteers but is going out on the streets alone to hand out promo ____ or ticket distributors are messy and downstat ____.
- GG. Few info packs going out ____ or else some other substitute is being used instead ____.
- HH. Few books being sold ____ or books are crush sold ____ or books in the wrong language are forced on people ____.
- II. Books are not sold to public bookstores ____ or bookstores that were sold books are not followed up ____.
- JJ. Not handling people for tests now but sending them away with appointment cards. _____
- KK. Test evaluations are so poor that few people sign up at the Public Reg (less than 80%) _____
- LL. Reception misrouting the raw public. _____

- MM. Events and demonstrations are poor and disorganized on any of these points:-
 - A. Promo is too little or too late or goofed up (FP hassels, pieces omit vital data like time and place etc.) _____
 - B. Inadequate planning or set up. _____
 - C. Troubles with running events ___ guest speakers not briefed or don't show up or lousy M.C., equipment failures etc. _____
 - D. Lines and routings not drilled in - no body routers, or people don't know how to invoice or what to sell or booths and desks dispersing etc. _____
 - E. Poor attendance or wrong public. _____
 - F. Poor sales (one Org held events just to get "VGIs" and drink tea!) _____
- NN. Events and demonstrations are just tape and film plays instead of doingness and demonstration ___ tapes and films played are poor sound quality, outgradient or confusing or in the wrong language anyway ____.
- OO. Introductory demonstrations are confusing, don't answer people's questions or are out gradient - like giving out data on exteriorization or the Sea Org etc. _____
- PP. People are pushed and routed on Public Courses with no R-Factor on Scientology. _____
- QQ. Public Reg held from above or by Dissem. _____
- RR. Public Courses poor and anyone of these points exist:-
 - A. Spaces highly inconvenient - no heating or lighting or too small or impossibly allocated. _____
 - B. Lack of supervisors. _____
 - C. Poorly trained supervisors. _____
 - D. Scruffy or inadequate materials. _____
- SS. Sending out FSM Newsletters that sell training or processing to FSMs ___ or sending FSM Newsletters to selectees ___ or sending FSM Newsletters that contain no push on selecting and selling books ___ or FSM Newsletters limp and irregular ____.
- TT. FSM Commissions paid stat below 7-8% of the GI. _____
- UU. Not keeping in comm with groups, DCGs, Field Auditors and Franchises ___ or not providing or keeping them on policy by training and assistance etc _____
- VV. Failure to promote and get lots of new groups and Franchises formed. _____

A Public Div of this type is usually unhatted, UNDERMANNED and tries madly to cope. Everyday this condition exists an Org will be losing tens of thousands on future income. Remedy is overhaul and ESTABLISH.

TREASON QUALITY

If any of these are so, then the Public Division is Treason quality.

1. Staff unfriendly and fights between staff occurring in public areas. _____
2. Appearances and image totally out-ethnic, eg. mini-mini skirts, hippy looks, long hair, enmest, sloppy premises. _____
3. No PR Area Control at all or PR being badly mishandled. Org under attack or getting bad press and Guardians Office having to handle PR flaps. _____
4. Promotion goes out if at all, totally unreal and even APC breaking (promo pieces looking like traffic tickets put on car windows is an example). _____
5. Not keeping PR in with police and getting ticket distributors arrested _____ or leaving handouts dropped by public in the street causing municipal authorities to get upset ____.
6. No Info Packs going out at all. _____
7. No books being sold by Div 6. _____
8. No book ads in Public media. _____
9. Selling Scientology books with ads in them for non Scientology books by promoting non Scientology books in any way. _____
10. Testing not being done. _____
11. Every line in testing physically blocked including the entrance. _____
12. Test Evaluator telling people they're in good shape and don't need Scientology. _____
13. Receptionist or Div 6 so confused that people just walk out. _____
14. Reception or any other terminal pushing public out as "too many" and "didn't buy enough". _____
15. PE Lecturer pushing another practice or subject (one lecturer pushed Anglican Church on public). _____
16. Few events or introductory demonstrations if at all. _____
17. Cards wanting training and processing left in the demo hall uncollected. _____
18. No cards handed out or filled in at all or collected after event at events or demonstrations. _____
19. Public Reg telling people she doesn't sign up people for those services and they must go to the other Reg. _____
20. No registrars posted at any event or Intro demonstration _____ or Reg is telling people to come back and get signed up later in any way ____.
21. Crowds of people showing up on the wrong night are sent away because its the wrong night _____

- 22. Having known SPs as guest lecturers. _____
- 22A. Allowing SPs to ruin public events or demonstra-
tions. _____
- 23. Hostile heckling allowed on public courses and
no ethics used by supervisor. _____
- 24. Squirrel session demonstrations, groups process-
ing or co-audit allowed to occur. _____
- 25. What is a Course P/L is majorly out on all Public
Courses and students are blowing. _____
- 26. Keeping on a lousy HAS Supervisor with no hat-
ting after all the students have blown. _____
- 26A. High Crime policy out on Public Courses _____ or
Supervisors running TRs who aren't qualified
per P/L 28 Jun 71 TR Course High Crime. _____
- 27. Never answering any comm from the field. _____
- 28. No FSM Newsletters _____ or Award Programme _____ or off
policy Award programmes that are unfair or cost-
ing the Org its shirt ____.
- 29. FSMs not utilized because "there only a few" or
"they're all ARC broken" or "The Guardians Office
keeps them too busy". _____
- 30. Dir of Clearing is not in constant communication
with FSMs, not acking yellow selections slips
copies, not writing FSMs or holding FSM rallies. _____
- 31. Squirrel groups or Franchises are allowed to oper-
ate and mess up the field. _____
- 32. Firefights and unjust ethics attacks are occurring
between the Org and field. This includes illegal
seizure of Franchises or groups, converting such
to "City Offices" or stopping without just reason
Franchises or groups being formed. _____
- 33. Allowing DBs to have posts in Div 6 _____ or staff
not on post, not there ____.

Such a Public Div is a crime against every staff member. It is busy wrecking an Org's future.

The Org will be under heavy attack. GI will slump. Paid Completions will slump. Staff member morale will be broken to pieces. The Org will eventually be destroyed.

Anyone running such a Div 6 should be assigned Treason. This condition is brought about through willful, destructive crimes.

SUMMARY

A Power Public Division is worth its weight in gold. Reinforce and USE it. Your Dissem Div will be rich rich rich with new names and people to sign up. Tech will have floods of people to deliver, deliver, deliver to. Your Org will be able to recruit, recruit, recruit new staff and every staff member will have an easier time of it. Overloads can be cleaned up. You will be booming in business and expansion.

A poor Public Div is a sad story. It's usually undermanned or filled with DBs who can't cope. A poor Public Division is MADE. Constant denial of personnel, constant dumping of unsuitable personnel in Div 6, no hatting, denying it space, facilities and money in FP and the Div 6 heavily coping, loaded with Dev-T and non-standard actions will result in a poor Public Division. This situation needs fast handling, not only of Division 6 personnel but HCO and executives responsible as well. The two latter deserve severe ethics handling for ruining staff member pay and morale. So don't just slam Div 6, slam HCO and those executives who have omitted establishing or are acting to deny the Org a proper Div 6 and therefore the Org's prosperity.

A Treason Div 6? Get a new Dist Sec and man it up with decent ethical personnel.

INSPECTIONS

A Division 6 must be carefully and regularly inspected. Use this checklist and do a very thorough inspection, looking into file and desk drawers, actually see the surveys, the promo, the lines to other Divs to see if those are goofed up etc. It's a LOOK DON'T LISTEN inspection.

Any executive or staff member trying to see why he's getting low pay is welcome to do these inspections. Dept 3 must inspect. A Dist Sec would be wise to inspect.

Don't underestimate the power and effect of a Division 6. If they don't make it you'll be wise to take heed of this P/L. Don't ruin or let all there is be destroyed. If they do make it, pat them on the back, give them facilities, a good dinner and validation. For they are the kings of the expansion world.

CS 6

for

L. RON HUBBARD
FOUNDER

LRH:DH:ne
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