

## BOARD POLICY LETTER

5 JULY 1972R  
REVISÉD & REISSUED 11 MAY 1975  
AS BPL

Remimeo  
All Orgs  
FBO Network  
Tours  
All Registrar  
Hats

CANCELS  
HCO PL OF 5 JULY 1972  
SAME TITLE

### DEFINITION OF A HOT PROSPECT

There are two definitions of a Hot Prospect, One is for a Class IV Org. The other is for an SH and AO.

The Class IV Org definition is:

SOMEONE WHO HAS EXPRESSED A WANT TO BE TRAINED AND/OR PROCESSED.

The SH and AO definition is:

SOMEONE WHO HAS SAID HE IS COMING TO SH OR AO FOR SERVICE.

What is NOT the definition of a Hot Prospect is: "Somebody with a lot of loot". This wrong definition not too long ago derailed the whole US area.

### THE RICHNESS OF CF

Your CF and waiting room are full of hot prospects.

E-V-E-R-Y-B-O-D-Y in CF is eligible for org services, not just the selected few who are "well-off financially".

E-V-E-R-Y CF folder has equal value - each one is priceless. Individuals in CF are basically all rich people, treat them as such.

Psychiatry only specializes in rich people - and look at them, they are fast going out of business and are already insolvent.

### EVOLUTION

The ability to develop a Hot Prospect and to master the principle of how to handle and help the Hot Prospect get what he wants and see he does get it, is what counts in Clearing this Planet.

The cycle of action for developing a Hot Prospect and then turning that Hot Prospect into a Paid Start is covered in:

HCO PL 18 February 1973 Issue IV "Enrollment Cycle" for AO/SHs

and

HCO PL 8 July 1973 "Enrollment Cycle" for All Orgs except AO/SHs.

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There is no limit to the number of Hot Prospects.

Lt. Cmdr. Robin Roos  
CS-2

Approved by:  
Guardian WW  
Board of Issues  
Commodore's Staff Aides

for the

BOARDS OF DIRECTORS  
of the  
CHURCHES OF SCIENTOLOGY

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