

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

Remimeo HCO POLICY LETTER OF 22 NOVEMBER 1973

ESTO SERIES 30

All persons doing Esto work may only use the title "ESTO I/T" (In Training) until he has successfully and honestly completed:

1. HCOB 21 Nov 73 "The Cure of Q and A".
2. The PRD. (Primary Rundown.)
3. The OEC.
4. The Esto Series.
5. Has shown on post the ability to see situations and handle them terminatedly.
6. Gets staff members actually producing by increased stats.

Any reasons for failure of the Esto system anywhere have derived from (a) A dishonest "completion" of the PRD and (b) Qing and Aing instead of seeing and handling situations terminatedly.

An Esto must be at CAUSE.

L. RON HUBBARD
FOUNDER

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