

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

Remimeo

HCO POLICY LETTER OF 30 AUGUST 1974

(A re-write of Board Policy Letter of 1  
December 1972RA Issue VIII.)

(Revised 30 August 1974)

"BIG LEAGUE" REGISTRATION

SERIES 10RA

REGISTRATION COMMISSION SYSTEM

Cancels HCO PL 1 Dec 72 and as  
revised 2 June 74. Cancels PL  
27 Nov 71R (Revised & reissued  
30 Oct 72) "Public Registration  
Bonus" and BPL 1 Dec 72R Issue  
VIII.

(Not valid in areas where working for a  
commission is contrary to local law.)

Four systems of registration bonus exist.

It requires a staff meeting to accept one of these  
registration systems and the staff meeting must have been  
attended by a majority of staff to be valid.

SYSTEM A: No Reg Bonus system of any kind, the reges  
being paid in accordance with other staff pay. This  
includes reges of all types.

SYSTEM B: The entire staff is given a bonus on  
every non-repaid, non-refunded signup of students and pos  
wherein 2% of the money paid at signup time and 3% when  
that signup becomes a completion with an acceptable success  
story for the service signed up. In the case of auditing  
this would be for hours and for training this would be for  
specific courses. The bonus becomes due and payable two  
weeks after the signup and two weeks after the successful  
graduation or completion. This is a lump sum of 5% per  
signup but becomes two bonuses, 2% and 3%. It applies to  
all staff, reges, auditors, supervisors, executives and  
every division. Distribution of the bonus is proportioned  
only by the number of persons on staff and is not different  
from one staff member to the next. The sum on which the  
bonus is calculated is 90% of the amount actually paid at  
the time of signup and at the time of completed delivery.  
Refunds, by which is meant a return of money after service  
and repayments, by which is meant return of money before  
service is taken, are refundable from the bonus amount,  
which is to say any bonus on them is deductible from other  
bonus amounts paid in the future. This gives staff a  
vested interest in seeing not only that signups occur but  
that people successfully complete their services. The  
3% is payable on all successful completions after the date  
of this HCO PL providing only that the cash bills of the  
org are not crossed, which is to say, that new money is also  
coming in.

SYSTEM C: Registrars are on usual staff pay for their post in accordance with other staff members but receive 1% of all monies they sign up. This applies to advance payment registrars, letter registrars who sign up through the mail, ARC break registrars and public reges. Commissions already paid on refunds and repayments are refundable to the org. The telephone bill is deductible from the gross amount signed up by the reg who uses the phone and all tours expenses are deducted from the amount before the commission.

SYSTEM D: Each registrar works for commission only and does not receive other pay but obtains 2% of the gross amount signed up. The telephone bill is deducted (or Tours expenses for tours) from the gross amount signed up before commission is paid for those reges using telephones. Where the sums on which a commission was paid are refunded or repaid, these are deducted from the registrars' commissions. Additionally any person who assists a reg with tagging receives half the reg commission.

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FOUNDER

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