

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 15 NOVEMBER 1974
ISSUE II

Remimeo
COs/EDs
Dissem Secs
ARC Brk Reges

IMPORTANT

CF'S. ARC BREAKS IN

One hears now and then of an "ARC Broken Central Files." This is given as a reason not to use it or why an org's stats are down.

Actually that's a pretty crude generality.

But let us say, for example, that there are many ARC Broken public in some org's CF.

It got that way through no-auditing usually. Failure to actually deliver.

Wrong addresses; failure to file a CF up to date and keep it that way; violations of Letter Reg policy where the folder - up to date - is to hand when one writes the letter; putting information pack names in it in violation of the rule they must have bought something from the org; never writing it; sending out bad promo to it; or just not having a CF, all contribute to a messed-up field.

Any of the above can be remedied with some industry.

But where a CF does contain people ARC Broken with the org there is a time-honored way of handling.

One picks out a key area and from that area selects a person. The ARC Brk Reg and Auditor get them in. The Case Supervisor and an HCO Auditor do a bang-up job of handling rapidly. And a shiny product is sent back into that key area.

One keeps this up, area by area, putting out fine examples.

People will begin to come in from those areas.

It works every time.

A C/S53RI and/or a Green Form run on any pc or an HCOB 15 Nov 74 "Student Rehabilitation List" run on any blown student or student who failed in practice will return a person to service. (If done by an auditor who can make a prepared list read on a meter.)

The name of the game is Scientology. "No-auditing" can be run on a whole field. "No-training" can also be run on a whole field. Either or both will give the impression of an "ARC Broken CF."

Service the people well and in volume and all else will follow.

LRH:clb
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