

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 20 SEPTEMBER 1976-1  
ADDITION OF 17 APRIL 1977

Remimeo

All Staffs (Reissued 5 Dec 1977, to clarify the point that this PL only clarifies HCO PL 20 Sept 77, THE STAT PUSH and does not cancel it.)

Org Series 35R

Executive Series 17R

STAT PUSH CLARIFIED

This policy letter is revised. The second paragraph of the original said that it was dangerous to talk about the subject because somebody could do an immediate make-wrong by saying "This means don't try to raise any stats."

Well, exactly that happened. There was a heavy campaign run into all Flag Operations Liaison Offices and to orgs designed to discredit asking for raises in stats. (The person who did it and failed to push production quotas is suspended and under comm-ev.)

The whole point seems to have been missed. It was this: you can't ask for a NUMBER, you CAN and MUST ask for a SOMETHING.

That something is a product. It is a thing, a tangible item.

Right at this minute, as a result of a mission, HCO PL 16 Nov 76, Production Quotas has now been provided with thoroughly researched Sub-Products one has to push in order to get the PRODUCTS. These are the real tangible actions you have to take to get a number of actual products. In other words, by getting many exact minor products, you then can achieve the valuable final product.

STATISTICS are those numbers which simply count the products attained or obtained.

Stat management is the only kind of management you can do on a production scene. Management by statistics was brought to a fine art in Scientology admin tech. To discredit it is, of course, to court failure.

Abusing statistical management is also something of a crime. It has been done by some managers who said "Get the stats up" without ever saying what sub-products you had to get that would then make up the product.

Stat management is a valuable tool and has gotten us over the years. To discredit it first by saying first just "Get the stats up" without saying how or what or why was one side of the pendulum. Then the pendulum swung clear to the extreme and people were being made guilty for even watching stats or demanding or working to raise them.

So let's get a little middle swing of the pendulum now.

It is perfectly all right to demand that stats rise so long as one says what sub-products and products make up those stats and gives some indication of what people should do to get the stats rising.

It is perfectly all right to do stat management.

And it is perfectly okay to come down hard on people or orgs who fail to get their stats in viable range.

So long as you give them some idea of what small products (sub-products) they have to get to make up the real products, you are NOT doing a stat push.

So long as you give people some direction and guidance, you can yell for stat increases all you want.

And you better.

L. RON HUBBARD  
FOUNDER

for the

BOARDS OF DIRECTORS  
of the  
CHURCHES OF SCIENTOLOGY

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