HCO POLICY LETTER OF 14 JUNE 1977RB

ISSUE I

Remimeo
Cl IV Orgs    (BPL 16 SEPTEMBER 1974RJ, ISSUE II)
OIC WW              REVISED 28 JUNE 1978
FOLOs
Ext Comm Hats       (Revisions in Script)
HAS Hats
OIC Hats


ALL CLASS IV ORGS

OIC CABLE CHANGE

Effective 1400 hrs *20 July 78*
for reporting W/E 1400 hrs *27 July 78*


        *(This is revised to include INTENSIVES SOLD (abbr: ISO)
and INTENSIVES COMPLETED (abbr: INCO) per LRH ED 293 INT
BIRTHDAY GAME 1978-1979. Also to include GROSS BOOKSALES in
proper location as a GDS.)*

HCO Cable Number

Stats I/C Flag info Mgmt Rep Flag, Mgmt Rep FOLO _____,
Stats I/C FOLO _____

Stats

Week ending (abbreviated W/E)

Date of week ending in code (Day/Month/Year)

Day (for Day Org)

Fdn (for Fdn Org)

1.    (Div 7 GDS)  (CO's and ED's stat) (per LRH ED 153RK and
      HCOB 14 June 77).  Fully Paid Completion accompanied by
      an acceptable success story with additional points for
      the last service as a bonus for a fully paid sign-up for
      the next or additional service, as verified by HCO.
      (AOSHs only:   AO_____/SH_____/.)

2.    (Div 1 GDS)  Number of Qualified Staff Hired for That
      Week.

3.    (Div 2 GDS)  Gross Income of the Organization.

4.    *(Div 2 GDS)  Gross Booksales.*

5.    (Div 3 GDS)  Cash on Hand.

6.    (Div 3 GDS)  Bills Owing.

7.    (Tech Sec Stat)  Value of Services Delivered.

8.    (Div 4 GDS)  Student Points.

9.    (Div 4 GDS)  Well Done Auditing Hours.

10. (Div 5 GDS)  Fully Qualified and Trained Staff Members
    in the Org, Cumulative.

11. (Div 6 GDS)  Public Reg Paid Starts.

12. (LRH COMM)  Situation/Handling Points.

13. Admin Personnel.

14. Tech Personnel.

15. Number of Persons Hired and Started on Staff Status 0
    That Week.

16. Letters In.

17. Letters Out.

18. Bulk Mail Out.

19. Out Rudiments Individuals Contacted.

20. Out Rudiments Individuals Handled.

21. Staff in Normal or Above.

22. Number of Different Types of Promotional Pieces
    Produced for the Week in the Hands of Promo Outlets.

23. Number of Books Sold to Individuals.

24. Pre-Payments Used.

25. Pre-Payments Received.

26. Paid Starts.

27. Reg Interviews.

28. *Intensives Sold.*

29. Corrected Gross Income.

30. Dept 7 Collections.

31. Gross Bills Paid.

32. Audit Points Minus Backlogs.

33. Value of Inventoried Stock.

34. Student Completions.

35. Completed Intensives and Completed Courses.

36. *Intensives Completed.*

37. Paid Releases.

38.  Pcs Completed or Out of Hours Routed to Dept 6.

39.  GI Divided by Number on Staff.

40.  Money Paid for Student Training.

41.  Success Stories.

42.  New People Brought Into the Org.

43.  New Names to Central Files.

44.  Number of New People Interested - Interest Stat (A).

45.  Number of New People Interested - Penalty Interest
     Stat (B).

46.  HAS/HQS Course Points.

47.  HAS/HQS Completions.

48.  New People Routed to the Reg.

49.  Trained and Active FSM Points.

50.  Value of FSM Commissions Paid.

51.  (KOT)  Posted, Hatted Personnel in Tech, Qual & Dept 17
     Minus Refund/Repayments.

52.  TTC Student Points.

53.  Org Rudiment Number.

54.  FR Reports/Compliances.

55.  FR Percent Paid Comps Increase.

56.  Estates Repair, Construction and Renovations.

57.  Estates Weekly Inspection.

58.  Payments to Flag.

59.  Total Amount in Dollars of Refund Requests Made That
     Week.

60.  Total Amount in Dollars of Refund Requests Sent Up
     Lines to CVB That Week.

61.  Signatory.

62.  Org Self-Assigned Condition.

The format of the above will appear as below as of *27 July 78* with the actual stat values in place of their respective stats.

*270701* EQUATOR STATS IC FLAG INFO MGMT REP FLAG, MGMT REP FOLO ___, STATS IC FOLO ___.  STATS W/E *27/7/78* DAY PDC/QSH/GI/GBS/CASH/BILLS/VSD/ST PTS/WDAH/QTSM/PRPS/ SIT HAND/AP/TP/PHS/LI/LO/BMO/ORC/ORH/SNA/DTPP/NBSTI/PPU/ PPR/PS/RI/*ISO*/CGI/COLL/GBP/AUD PNTS/VIS/STC/CI & CC/*INCO*/ REL/CPC/GIBY/MPT/SS/NPI/NNCF/NPINTA/NPINTB/HHP/HHC/PTR/ TAFP/FSMC/KOT/TTC PNTS/RUD/FR R&C/FR%/RCR/INSP/PTF/RR/ CVB/SALLY/COND.

## FOUNDATIONS

Foundation Organizations follow the same format as above with the exception of starting Fdn, instead of Day.  Fdn Orgs do not report Cash/Bills, Gross Bills Paid, Audit Points nor Value of Inventoried Stock since the Day Org Treasury reports these combined on the Day Org Cable.

Foundation Organization format would be:

.../QSH/GI/*GBS*/ - / - /VSD/ST PTS/.../CGI/COLL/ - / - / - /STC/CI & CC/...etc.

not:...QSH/GI/*GBS*/VSD/ST PTS/.../CGI/COLL/STC/CI & CC/ ...etc.

nor:...QSH/GI/*GBS*/NR/NR/VSD/ST PTS/.../CGI/COLL/NR/NR/ NR/STC/CI & CC/...etc.

HCOs are to have their Mimeos run off a form of the OIC Cable to reduce any possibility of error by a Stats I/C or Telex Op.

L. RON HUBBARD
FOUNDER

*Revision assisted by Data Aide FB*

for the

BOARDS OF DIRECTORS
of the
CHURCHES OF SCIENTOLOGY