

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

Remimeo  
Registrar  
Hats  
Income  
Hats

HCO POLICY LETTER OF 21 MARCH 1979

SLIDING SCALE OF PRICING

The Sliding Scale of Pricing of auditing intensives is hereby confirmed as valid.

An "Intensive" is hereafter defined as any one single period of 12 1/2 hours or 25 hours of auditing delivered all within one single week or weekends on a set schedule.

Class IV Orgs in their most affluent period in the early sixties were selling auditing only by such intensives. There were no sales "by result" and no sales of individual hours or 5 hours blocks.

THE MINIMUM BLOCK OF AUDITING WHICH AN ORG OPERATING ON THE INTENSIVE SYSTEM IS ALLOWED TO SELL IN THE HGC IS A 12 1/2 HOUR BLOCK.

A sliding scale of pricing is established which provides a rebate on the total cost, in cases where several intensives are bought and paid for in a single block.

The sliding scale is as follows:

12 1/2 hours	-	full price
25 hours	-	full price
50 hours	-	5% reduction off full price
75 hours	-	10% reduction off full price
100 hours	-	15% reduction off full price
125 hours	-	20% reduction off full price
150 hours	-	25% reduction off full price

SELLING POINTS

The sliding scale of pricing should be heavily stressed by Registrars as a selling point: "IT PAYS OFF TO BUY MORE AUDITING."

Preference rates for preclears (HCO PL 9 May 1965 AUDITING FEES SCALE OF PREFERENCE) should also be well known and stressed heavily by Registrars.

DISCOUNTS

There are no membership or professional discounts on the sliding scale of prices. Professional discount is only valid when full price is paid in full for intensives, NOT on the sliding scale pricing and in accordance with HCO PL 13 Nov 76 PROFESSIONAL RATES.

ADMIN TIME

"Admin time spent on C/Sing, FESing and FF table making should be deducted from the Intensive Hours purchased by the pc. This must be made known to the public when purchasing the service." LRH - HCOB 4 April 1971-1RC, C/S Series 32RA-1RC. Additional reference C/S Series 19, HCOB 6 Oct 1970.

EARLY POLICY

Early policy covering scheduling of pcs, public lines from the Registrar to the D of P, and the functioning of an HGC, should be assembled and made known to all on public and service lines. They contain all the data which made the successful HGCs of the early days.

L. RON HUBBARD  
FOUNDER

As assisted by  
CS-3

for the

BOARD OF DIRECTORS  
of the  
CHURCHES OF SCIENTOLOGY

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