

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 13 NOVEMBER 1979R
REVISED 6 FEBRUARY 1980

Gen Non-
Remimeo

HCOs

Dist Secs

Dir of Clearing

FSM I/Cs

(Revisions in Script)

(Ellipses indicate Deletions)

FSM SECTION, DEPARTMENT 18 STATISTICS . . .

*Revised to restore TAFP as a
valid Department 18 Statistic.*

EFFECTIVE DATE 8 MAR 80

Modifies:

HCO PL 14 Jun 77RB I ALL CLASS IV ORGS OIC
Rev. 28.6.78 CABLE CHANGE
HCO PL 14 Jun 77RA II ALL SEA ORG ORGS OIC
Rev. 28.6.78 CABLE CHANGE
BPL 28 Nov 71RF II PUBLIC DIVISION STATISTICS

TRAINED AND ACTIVE FSM POINTS *is hereby restored* as a statistic for the FSM Section of Department 18 It was found that actions of public inflow being performed by FSMs (bodyrouting, testing line, handouts of promo, etc.) were influencing TAFP and abandoning this statistic could well adversely affect the public inflow lines.

Department 18 also retains the statistic of NUMBER OF ACTIVE FSMs SERVING THE ORG WHO SENT IN SELECTION SLIPS THAT WEEK.

This new statistic is calculated by counting the number of FSMs who sent in selection slips during that week. This does not mean one would count "number of selection slips received".

EXAMPLE:

1. FSM for an org disseminates to his friend.
2. The FSM fills out selection slips for his friend, selecting him to the org to take his next service.
3. FSM forwards two copies of the selection slip to the org and hands the original to his friend.
(NOTE: Full procedure on use of selection slips is covered in HCO PL 9 May AD15, FIELD AUDITORS BECOME STAFF.)
4. The selection slips forwarded by the FSM arrive at the org and the Dir of Clearing counts that FSM as "Active and Serving the Org that Week". This FSM now counts as "1" toward the FSM I/C's (and the Dir Clearing's) stat. NOTE: If the same FSM sends further selection slips to the org that same week, he is not again counted for that week.

This new statistic is not cumulative.

VALUE

The value of this new statistic is apparent in that anyone reading the stats will at once see the ratio between active FSMs actually selecting people and sending in selection slips and actual FSM Commissions paid.

NUMBER OF ACTIVE FSMs SERVING THE ORG WHO SENT IN SELECTION SLIPS THAT WEEK as a statistic . . . measures the actual production of the org's FSMs. It is also a valuable indicator of the number of active FSMs you ACTUALLY have in your field.

STAT REPORTS TO FLAG

Orgs are to continue reporting TAFP on their weekly OIC cables to Flag . . . in addition to NUMBER OF ACTIVE FSMs WHO SENT IN SELECTION SLIPS THAT WEEK. . . .

ABBREVIATION

NUMBER OF ACTIVE FSMs SERVING THE ORG WHO SENT IN SELECTION SLIPS THAT WEEK may be abbreviated to "NAFSS" where this is required.

POSITION ON OIC CABLE

The new statistic is reported on the weekly OIC cable immediately preceding FSM COMMISSIONS PAID and next to TAFP on the cable. . . .

FSM COMMISSIONS PAID

The *third* FSM Section statistic in Department 18 is AMOUNT OF FSM COMMISSIONS PAID TO FSMs THAT WEEK. *This is also the second Div 6 GDS in addition to PRPS.* This stat remains in force as a statistic for the FSM Section, Department 18, in addition to TAFP and the new statistic implemented by this Policy Letter.

L. RON HUBBARD
FOUNDER

Assisted by
Ed Bivins
FSM Chief International

Revision assisted by
AVC I/C Int

for the
BOARDS OF DIRECTORS
of the
CHURCHES OF SCIENTOLOGY

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