

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 21 SEPTEMBER 1980
Remimeo ISSUE VI

(Originally LRH OODs Item of 11 June 1972)

Admin Know-How 38

Esto Series 46

PRODUCT OFFICERS

Worked last evening getting Tech to start shooting them through to completions.

The P/L on Selling and Delivering Auditing (HCO PL 28 Sept 71) tells Why you have to audit a pc all at once whole program. Dribbling it out means repairs due to life upsets before the guy made it.

So crowd it on and get a pc through. Then we'll have some products for our coins.

A product officer has to name, want and get his products.

This means one says "You there. Joe Blow. Want him completed. All right Get it DONE." Product by product. There is no general "audit these pcs." "Get up the hours." Hell, you never get a product that way.

"You there, George Thunderbird. I want you through your Primary and onto and through course and classified. Get going man, get going. Oh, you were told to weedle the toofle before you woofled by Dorance Doppler. Org Officer? Get that name - to FMAA, get the cross orders the hell off my lines. Now you George Thunderbird. I want you through your Primary and onto and through Course by 1 July. You got it? You got it now! Good. Well get with it. Get going!" Note on clipboard: Org Off to get cross order by Dorance Doppler Invest and report. "There's your slip." Note on Progress Bd. Geo Thunderbird HSDA 1 Jul. Now you Tobler Tomias, what's the tale how are you going?.... Well standing there smoking and looking at the scenery isn't going to do anything. If your girl doesn't like you anymore the thing to do is drown your sorrows in the Primary RD.... Okay you are to be an Exp Dn. All right, that's fine. I want you completed by 16 July... I don't care if that's a 16 hour day. Let's see, Primary RD by _____ and Class IV Acad by _____ and _____. Yes that's 16 July AT NOON. Man to hell with your PTPs. Get going, Man." And on the Progress Board. And from the Board _____ "And here's Bill Coal, he should be off the Primary today, where is he. All right Bill - ah, you made it that far. Now you're on schedule. That's great. HSDA. Get with it, man. You completed Primary 20 minutes ago and aren't on the next Course. Super! What the _____"

That's the way it goes for a Tech Prod Off. "We are finishing Agnes, Trop and Goshwiler today. Today. Yes today. Certified and off lines. Got it D of T? Well, do it!"

Push, debug, drive. Name it, want it, get it.

That's the only way you ever get a product.

Sad but true.

They don't ever happen by themselves.

And all the Public Relations chatter in the world is not a product. I know this product officer beat.

It's a piece of cake.

But it has to be DONE.

L. RON HUBBARD
FOUNDER

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