

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 23 OCTOBER 1980

Remimeo
Div 2
Div 3
Div 6
Exec Div
FBOs
AGFs

PREPAYMENT DISCOUNT REINSTATED

CANCELS:

BPL 1 Mar 79 BPL CANCELLATIONS
BPL 27 Mar 78 II DISCOUNTS
BPL 20 Oct 71RC SELLING INTENSIVES

REFERENCE:

SEC ED 89 SH DISSEMINATION DIVISION
8 Sep 65 REGISTRATION PACKET
OEC Volume 2, page 384

For many years, a successful registration action was to give the advantage of a discount of 5% on prepayments received well in advance of taking service. This especially applied in Registration Packets sent to the person requesting registration.

This prepayment discount was cancelled by BPL 1 Mar 79 because "well in advance" had not been clearly defined earlier and some public who could have started their services immediately were given a prepayment discount and then were made to wait for weeks to make the prepayment discount valid. By defining "well in advance" any confusion on this is removed, and the past successful action of rewarding public who planned in advance their trip up the Bridge can be re-instated.

PREPAYMENT DISCOUNT RULES

The 5% discount on service donations is now again available to public who donate in advance for services. "Well in advance" is defined as a minimum of two weeks prior to starting the service, but it may be months in advance and this would be encouraged. The prepayment discount also applies to auditing purchased on a sliding scale (as issued in HCO PL 21 March 79 SLIDING SCALE OF PRICING and HCO PL 21 March 79-1R SLIDING SCALE OF PRICING - REINSTATED). Advance Registration packets are to contain a notice to this effect and the discount may also be offered by Registrars where it is applicable to help close a person for future services.

The prepayment discount is not allowed on any other discounted services such as professional rates, staff rates, etc., as this would constitute a double discount.

SERVICE CALL-IN COMMITTEE

REF: HCO PL 9 Aug 79 III SERVICE CALL-IN
COMMITTEE

The Treasury Secretary would ensure the Service Call-In Committee and Tech Services are immediately supplied with lists of those who have made prepayments in full, with the date of payment.

Tech call-in terminals should keep in comm with all who have fully prepaid for service to ensure the person is scheduled for service, is prepared to start and then starts! The ASR and ASR Call-in Unit would get public, who have started to pay for service (in advance), fully paid up and then into the org.

Utilize this policy to keep people firmly postulating their goal to move up the Bridge and then deliver the services to make that goal a reality.

L. RON HUBBARD
FOUNDER

Assisted by
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Commodore's Staff Captain

At the request of the

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of the
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