

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 22 DECEMBER 1982R  
REVISED 29 DEC 82

Remimeo  
All Orgs  
All Missions (Revised to include "PR" and  
Div 6 "Word of Mouth" on the route charts.)  
FSMs

IMPORTANT

SERVICE ROUTES FOR NEW PUBLIC

Streamlined routes are the key to a healthy volume of public flow up the bridge.

The Class and Grade Chart, of course, with Division 6 as its entrance point, is our major and time-honored route for all to travel.

But channels are needed within Division 6 itself if one is to create a flow. People, and especially new people, need direction. They need maps to follow. By maps we mean routes which clearly indicate which service to do now and which service to do next. If you don't give the public maps you lose them. And without such maps or routes, Div 6 staff in Orgs and Missions have nothing to organize around in order to flood people into the org, channel them successfully onto and through Div 6 services and from there on up to major services.

Division 6 is a service division, not just an Intro division.

The key to a full, thriving and effective Div 6 is STREAM-LINED SERVICE ROUTES FOR NEW PUBLIC, and these are now provided for Public Divisions in both Orgs and Missions.

This Policy Letter, with its attachments, introduces seven key service routes for raw public to follow:

1. The Book One (DMSMH) Auditor Training Route.
2. The Book One (DMSMH) PC Route.
3. The Purification/Objectives/Drug Rundown Route.
4. The Way to Happiness Route.
5. The Introductory Scientology Training Route.
6. The Group Processing/HAS Co-Audit Route.
7. The Basic Communication Training Route.

These routes give the main flows. They are not necessarily all of the possible routes, but they are the main routes and they are all highly workable.

You should first implement the one or ones that encompass the services you are already successfully delivering. If you already have a very effective lineup of standard, on-policy services that flow people through Div 6 onto major services, keep that lineup going full steam while you expand to add the other routes. You want lots of people moving on up the Bridge.

A person need not go all the way through any one route in Div 6 before he graduates up to major services. In fact, he can go onto Div 4 services at any time, even if he's straight off the street.

You will also have little side-currents where people choose to take one service from one route and one service from another. This is fine as long as the person is kept progressing. Some will need and want one or more of the many additional Dept 17B services not included as part of these routes. Public who don't immediately graduate onto Div 4 services are kept active by doing further Div 6 services. Those who do not have the time or money for major services in Div 4 are kept on Div 6 services and are kept winning with good high quality services that increase their abilities until they, too, can move up to higher processing or training levels on the Bridge. But these will be the small currents and eddies. Most of your public should flow right on up one of the key Div 6 routes and into Division 4.

An org needs a WIDE, EXPANDING and CONTROLLED FIELD from which to graduate people onto major services.

You have to have lots of people getting service in Div 6 on various things. Don't count on one little course as an answer to everything.

But even with floods of people in Div 6 on various actions, it is not enough to simply let them bounce or wander aimlessly from service to service hoping they will eventually find their way up the Bridge. A great deal of traffic can be lost, with resulting loss of income, unless people are channeled correctly.

The "answer to everything" is a lot of services which will interest and involve people and which are also laid out in clearly defined routes that the public can see and follow to keep advancing upward.

At this writing Div 6 is richer in available services than ever before in its history.

In establishing the main streamlined routes for these services we have now set Div 6es up for volume flow.

The only thing that could stop you now is the quality of your delivery. Deliver these routes with 100% standard tech and you will find yourself in a boom.

L. RON HUBBARD  
FOUNDER

Compilations assisted by

Div 6 Routes Project

Adopted as Official  
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by the

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