

HUBBARD COMMUNICATIONS OFFICE  
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 2 AUGUST 1990

Remimeo  
Execs  
Treas Secs  
Registrars

AUDITING DISCOUNTS

Refs:  
HCO PL 27 Apr. 65 II      PRICE ENGRAM  
HCO PL 27 Sept. 70 I      Org Series 6  
                                 CUTATIVE PRICES  
HCO PL 13 Nov. 76RA      PROFESSIONAL RATES  
    Rev. 9.11.89  
HCO PL 19 Jan. 79RB I      SCHOLARSHIPS,  
    Rev. 30.5.89              NO DISCOUNTS  
HCO PL 21 Mar. 79R        SLIDING SCALE OF  
    Rev. 6.12.89              PRICING

From time to time orgs offer packages of services as a marketing incentive in order to further increase the flow of public up the Bridge. These packages are based on surveys and must be authorized by International Management before they can be implemented.

In offering today-only packages, etc., it is okay to offer courses and Solo grades, but it is never okay to offer auditing. Auditing is very costly for the org to deliver and when you half-price it, the org is gotten into delivery trouble.

It is firm policy that auditing may not be sold at half price or included in special offerings or packages.

This also applies to FSM awards. These awards should only consist of courses, never auditing.

This policy does not change or modify the sliding scale of pricing of auditing intensives as covered in HCO PL 21 Mar. 79R, SLIDING SCALE OF PRICING, nor does it modify professional rates as given in HCO PL 13 Nov. 76RA, PROFESSIONAL RATES.

L. RON HUBBARD  
Founder

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