

Freie Scientologen
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Execs

Gross Divisional Statistics

Ich habe einfach einmal die verfügbaren Referenzen zu den GDSs aus den alten OECs zusammengestellt.

Mir fehlt: HCO PL 8 Nov 73R THE VFPs AND GDSs OF THE DIVISIONS OF AN ORG
Dieses HCOPL ist leider noch nicht in den alten OEC drin, aber auch nicht mehr in den Neuen. Es scheint mir sehr wichtig zu sein, es wird von x anderen HCOPLs und HCOBs und auch von vielen Einträgen im Admin-Dict. darauf verwiesen!!! – Es ist ein schwerer Outpoint, dass solche ein zentrales HCOPL einfach spurlos verschwindet!

Exec Division 7

Gross Income of the Org.

This of course reflects best the total Org operation and is what the Exec Division is promoted or demoted for so it is the Division 7 Gross Statistic. [HCO PL 30 SEPTEMBER 1965 STATISTICS FOR DIVISIONS]

HCO Division 1

Die Definition, wie ich sie im HCO PL 8. November 1973RA DIE VFPs UND GDSes DER ABTEILUNGEN EINER ORGANISATION dargelegt habe, ist korrekt und hier nochmals angegeben:

„GDS - Anzahl der Mitarbeiter der Organisation mit vollständigem Hatting.

Ein Hat besteht aus einem Checksheet und einem Pack, das vollständig wortgeklärt und zu einem Grade der vollständigen Anwendung seiner Daten verstanden ist. Dies entspricht dem Punkt 6 der grundlegenden Reihenfolge beim Hatting, wie es im HCO PL 23. Juli 1972, EstQ-Serie Nr. 23, DIE GRUNDLEGENDE NOTWENDIGKEIT VON HATTING dargelegt ist. (Anmerkung: Punkt 6 des HCO PL 23. Juli 72 ist nun Punkt 9 des HCO PL 23. Juli 72R, revidiert am 20.12.78.)

Instant und Mini hats zählen auf dieser Statistik NICHT.

Der Mitarbeiter muß in der Organisation anwesend und in der Mitarbeiterliste aufgeführt sein. Personal, das sich in Vollzeitausbildung befindet oder sich für Ausbildung oder Auditing in einer anderen Organisation aufhält, zählt nicht auf dieser Statistik."

Obige Definition ist die gültige Definition für einen Mitarbeiter mit vollständigem Hatting.
[HCO PL 16. JULI 1982 MITARBEITER DER ORGANISATION MIT VOLLSTÄNDIGEM HATTING –ABTEILUNGSHAUPTSTATISTIK VON HCO]

FULLY HATTED ORG STAFF MEMBERS, (HCO GDS) a hat consists of a checksheet and pack fully word cleared and studied' and known to a point of full application of the data

therein. Instant hats, mini hats do not count on this stat. The staff member must be in the org and on its staff list. Those on full-time training or in another org for training or processing do not count on this stat. (HCO PL 8 Nov 73RA) zitiert nach dem Admin Dict.

NUMBER OF RISING GDSes MULTIPLIED BY NUMBER ON STAFF, GDS for Division 1-HCO. Definition of this stat is as follows: **number of rising GDSes** will be **number** of the other divisions GDSes which are up that week. Number on staff does not include paying public interns or staff students off on full time training in the org or a higher org. It does not include A/G Office, FBO or Flag Rep, nor does it include casual volunteers or FSMs. It does include HCO expeditors. (HCO PL 8 Nov 73) [This GDS was changed to number of fully hatted org staff members by HCO PL 8 Nov 73RA, *The VFPs and GDSs of the Divisions of an Org.*] zitiert nach dem Admin Dict.

Total Org Letters In - Total Org Letters Out.

As HCO has personnel, Ethics and such matters, if they do their job there is a heavy outflow in of all mail types for HCO and the Org and a heavy outflow out from all divisions. If the Personnel Officer gets hard workers and puts their hats on and if Insp & Rpts and Ethics are quick off the mark and if the HCO Area Sec runs a good division and handles all about, the Letter In-Letter Out will tell the tale. HCO sees to it, Org pours out letters and mailing pieces. [HCO PL 30 SEPTEMBER 1965 STATISTICS FOR DIVISIONS]

In any set of statistics of several kinds or activities, you can always find one or more that are not "by luck" but can be directly caused by the org or a part of it.

An example is the "Letters Out" and "Completions".

Gross Divisional Statistics. Whatever else is happening, the org itself can improve these as they depend only on the org, not on "fate".

So if you see the gross divisional statistics generally down or going down for the last couple or three weeks and yet see no beginning upsurge in the current week in "Letters Out" and "Completions", you know that the org's management is probably inactive and asking to be removed. For if they saw all stats going down they should have piled in on "Letters Out" and "Completions" amongst other things as the least they could do. They can push those up.

So amongst any set of statistics are those which can be pushed up regardless of the rest and if these aren't, then you know the worst-no management. [HCO PL 6 NOVEMBER 1966 I ADMIN KNOW-HOW – STATISTIC INTERPRETATIVE –STATISTIC ANALYSIS]

Für einen Recruiter gibt es ein differenzierte Punktesystem in folgenden TIFFs:

HCOPL 041176-1 ADD STATISTIC CHANGE,GROSS DIVISIONAL STATS_1.TIF

HCO Dissem Division 2

1. (a) **Bodies in the Shop** - Total number of PCs in the HGC, plus Total number of students in the Academy and HSDC, plus Total number of PCs and students in cramming and Review.

(b) **Advance Registration** – No. of services signed up and paid for (at least 10% of full price).

(c) **Gross Book Sales** - as before on HCO Pol Ltr 25 May 1968.

[MSH:PCS:dz.rd Proposed by Lt. Phyll Stevens: EXECUTIVE DIRECTIVE SO ED 43 INT 10 May 1970 DISSEMINATION DIVISION G.D.S.]

The GDS of the Dissem Division is Gross Book Sales. This does not include meters or any other oddities. It is just GROSS BOOK SALES.

Any interpretation of this statistic on previous policy is hereby cancelled.
[LRH: HCO POLICY LETTER OF 25 MAY 1968 GDS - DISSEM DIVISION]

An enrollment means simply putting a name on a roll. The stat of the Body Reg is special type enrollment. Stat is persons signed up fully paid and arrived for service.

Dir Reg stat is - **number of people contacted by Registration Dept** but not inclusive Div 6 stats.

Dissem Sec and GDS - total number of bodies in the shop plus Advance Reg.
[LRH: HCO POLICY LETTER OF 19 FEBRUARY 1968 STATS DISSEM]

(Addition to HCO Policy Letter of 19 February 1968): The GDS of the Dissem Sec is a dual stat- "**Total number of bodies in the shop plus Advance Reg/Gross book sales**". GROSS BOOK SALES means the Total Sales of BOOKS. This statistic no longer includes meter or other bookstore sales, other than book sales. The term Gross Book Sales does not mean gross bookstore sales-its original and correct definition is exactly what it says, "Gross Book Sales". This statistic has been obscured as a GDS by meter and other bookstore sales being added in. Book sales are our oldest index of future business. [LRH: HCO POLICY LETTER OF 5 JUNE 1968 STATS DISSEM]

Number of new Enrollments of Students and Pcs for the week, and gross Book Sales. Although this division has Registration, magazines, etc, etc, all these add up to enrollments, which of course is the final result of all magazines, letters, promotion and advance enrollment. Book sales are our oldest index of future business. [HCO PL 30 SEPTEMBER 1965 STATISTICS FOR DIVISIONS]

ENROLLMENT vs COMPLETIONS

If you see a statistic going up in "Completions" and see a falling "Enrollment" statistic you know at once the body repeat sign-up line is out.

People who graduate are not being handed their Certs and Awards by a Registrar but are being given them by Certs and Awards or in mass meetings, or in some way repeat sign-up is not being procured.

Thus the 40% to 60% repeat sign-up business is being lost.

This also means, if continued over a long period of time, that bad technology is present as poor word-of-mouth advertising is going around. [HCO PL 6 NOVEMBER 1966 I ADMIN KNOW-HOW – STATISTIC INTERPRETATIVE –STATISTIC ANALYSIS]

Org Division 3

Div 3 GDS is now **CASH/BILLS** – [HCO PL 8 Nov 73R THE VFPs AND GDSs OF THE DIVISIONS OF AN ORG]

1. TOTAL ADVANCE PAYMENTS AND TOTAL CREDIT COLLECTED FOR THE WEEK.

2. TOTAL BILLS PAID FOR THE WEEK.

3. TOTAL ORG MATERIAL AND LIQUID ASSETS.

ADVANCE PAYMENTS is defined as a payment well in advance of readiness or arrival for service

CREDIT COLLECTED includes collection for Qual Services and any other services given on credit, Freeloader collections, and any monies OWED to the org for services or sales.

Credit collections and Advance payments are plotted separately on the same graph.

BILLS PAID include all field creditor bills, and staff salaries paid, but does NOT include FSM Commissions paid, as these are reported separately as a Public Div stat.

ORG MATERIAL AND LIQUID ASSETS include all org reconciled balances, any cash on hand, value of properly inventoried assets, properties and material, and value of bookstocks and inventoried supplies.

The asset value of any item is evaluated against its purchase price, its present state and condition, and annual depreciation.

[LQ:HE HCO Aide and Treasury Aide for LRH: HCO POLICY LETTER OF 12 MARCH 1971 Issue II TREASURY DIVISIONS GDSes – ALL ORGS]

Credit collections vs Bills paid.

It will be seen that gross income is established by many in the Org but collections as a special income is purely the Org Division's. Bills paid require gross money in, so reflect the gross-no money in, no bills paid. This is a dual statistic which shows the industry of the division in general. It even touches materiel as no bills paid equals no supplies. Monies paid into Reserve Payment do not count as Bills Paid. [HCO PL 30 SEPTEMBER 1965 STATISTICS FOR DIVISIONS]

Tech Division 4

Tech Sec and GDS:

1. Total number of well done auditing hours in HGC. **WDAH**
2. Total **points of all students** in the Dept of Training for the week past based on the Flag Authorized point system.

Dir of Tech Services:

1. Total of new students and pcs scheduled and to whom service was being delivered in the past week, a newly purchased intensive or course if scheduled and being serviced, counting as one, a 5 hour intensive counting however only as 1 /6th of a person.

Director of Training:

Combined points of all students on courses based on Flag Authorized point system.

Supervisors:

Combined points of all students on their particular courses.

Director of Processing:

Total number of auditing hours less 5 for each pc backlogged more than 3 days.

Auditors:

Total hours audited for each auditor + 1 point for every very well done session.

Tech C/S:

Total number of TA Divisions for the week less 25 points for every pc not making his grade at Examiner.

[HCO POLICY LETTER OF 17 JUNE 1970 Issue II URGENT OIC CHANGE CABLE CHANGE]

The statistic for the HGC and the Tech Division is changed from PC Completions to number of successful auditing hours delivered. This is in line with HCO Bulletin, 29 July 1969.

TECH DIVISION

The statistic is the number of successful auditing hours delivered.

Number of student completions.

DEPT OF PROCESSING

The statistic is the number of successful auditing hours delivered for the week.

This is the statistic of the D of P and the HGC Case Supervisor with the HGC Auditor having the same statistic on an individual basis.

"Successful auditing hours" are judged solely by the thoroughness and exactness of technical application and are the total of sessions for which the Case Supervisor gives the auditor a "well done".

[R.C. Ash - Org Exec Sec UK for LRH: HCO POLICY LETTER OF 22 SEPTEMBER 1969 HGC STATISTIC]

Number of **Students and Pcs completed in the week.**

The number enrolled is really only partly the Tech Division's as if they give good service they will get enrollments. However, the completions are the real index of a Tech Division and show up any weakness of the division. So their statistic is only total completions of courses and auditing. This of course includes graduations from any course and completion of any result for the pc that brings a Grade Cert or just ends intensives.

Completed of course means only certified or classed or graded. However completion of a 25 hour intensive which satisfied the pc (no review at end even if one occurred before the end) counts as a pc completed. Five hour rehabs which did not result in a Grade are not completions. Five hour assists bought as assists are done of course in Qual and so are not a Tech statistic. [HCO PL 30 SEPTEMBER 1965 STATISTICS FOR DIVISIONS]

Qual Division 5**Qual Sec and GDS:**

1. The amount of **money paid for student training** into the org for a certificate course. (All solo excepted.)
2. The number of **creditable success stories** turned in less 2 points for every no-story and less 2 more points for every ethics action taken on a student, pc or staff member.

Dir Exams:

1. 1 point for every non F/N Examiner Report. (It being understood that an Examining Report is done after every session.)
2. 10 points for every uncertain or flunked student. (It being understood that students are given meter checks by Examiner and spot Exams for every theory or practical completion.)

Note: Each of the 2 Examiner stats loses 100 points for each proven instance of evaluation, invalidation of students or pcs by expression or statement by the Examiner, instances of penalty to be decided by Qual Sec. Div 6 Sec and a third member agreed upon by the two.

Dir Review:

1. Errors discovered and corrected in pcs' folders, 1 point for each plus 10 points for each student completed with VGIs.
2. Number of falsely signed off items on Div IV checksheets corrected in Cramming.

Cramming Officer:

See No. 2 Dir Review.

Staff Training Officer:

1. GI divided by the number of people.
2. Course completions by staff members.

Qual Consultant:

1. Number of staff, students and pcs spotted in the org during week with BIs.
2. Number of BIs routed or handled.

No Qual C/S Stat as there now isn't one.

Review Auditor:

1. Errors discovered and corrected in pcs' folders, 1 point for each.
2. 10 points for each pc completed with VGIs.

Dir C&A:

1. Number of classifications rejected by reason of inadequate case gain or false representations.
2. Number of awards refused by reason of inadequate hours or abilities for the level not attained.

[LRH in HCO POLICY LETTER OF 17 JUNE 1970 Issue II URGENT OIC CHANGE CABLE CHANGE]

THE IDEAL SCENE OF QUAL (Correction Division Five) and the QUALIFICATIONS SECRETARY

To see that any departures from the Ideal Scene of the Org, its staff and quality of results and products are detected and quickly corrected.

STATISTIC: Number of Div V correction cycles successfully completed.

Calculated: For Org corrections, one point for every Org situation recognised, written up as a fully targeted correction program and then all targets having been completed with the situation handled and the Ideal Scene established.

For Product Validity corrections, one point for every successful completion of a correction program which was written in target form to correct an auditor, case supervisor, pc, pre OT, supervisor, student, staff member or any other non-optimum Org product and which resulted in increased ability. [HCO POLICY LETTER OF 22 SEPTEMBER 1970 Issue II IDEAL SCENES AND STATISTICS –FOR CORRECTION DIVISION FIVE]

In dem [HCO POLICY LETTER OF 22 SEPTEMBER 1970 Issue II IDEAL SCENES AND STATISTICS –FOR CORRECTION DIVISION FIVE] finden sich weitere Daten für jedes Department und Section. von Qual.

1 . The total amount of money paid for student training into the org for a Certificate Course (all Solo excepted).

2. The total number of creditable success stories turned in, less the number of people not passing Key Questions, and less 2 for any Ethics action taken on a student, preclear or staff member for the week.

3. Gross Income divided by number of persons on staff for the week. [HCO PL 5 FEBRUARY 1971 Issue V ORG GROSS DIVISIONAL STATISTICS – REVISED]

Cash Collected by reason of the Division for the week.

This division's certs and grades and awards are all really the Tech Division's work. But we early found that a Qual Division's various services were paid for when good and not when bad. So this division's gross statistic is how much cash was paid-not later collected, for Qual Division services. [HCO PL 30 SEPTEMBER 1965 STATISTICS FOR DIVISIONS]

Look in such a case at a third statistic, Qual Collections. If this is poor or very, very high, you can be sure that lack of enrollments is caused by bad tech.

A very high Qual Collections statistic and a low enrollment statistic is a terrible condemnation of the Tech Division. Gross income will soon after collapse as tech service just isn't good. [HCO PL 6 NOVEMBER 1966 I ADMIN KNOW-HOW – STATISTIC INTERPRETATIVE –STATISTIC ANALYSIS]

The statistic for the Word Clearer in Qual is:

NUMBER OF WORD CLEARING COMPLETIONS FOR THE WEEK.

A word Clearing Completion is defined as: A Method No. I End Phenomena FIN on all subjects on the list including added subjects, done in sessions with in Ruds and carrying an F/N VGIs at Examiner with Success Story. [HCO PL 2 AUGUST 1971 ADDITIONAL QUAL STAT]

STAT FOR CLASS VIII C/S QUAL IS NUMBER NAMES IN CF.

[L. RON HUBBARD in HCO POLICY LETTER OF 29 OCTOBER 1968 CLASS VIII C/S QUAL STAT]

Qual Sec:

1. GI divided by total number on staff.

2. Total number of creditable success stories received less total number of poor success stories received.

Dir Exams:

1. Total number of pcs completed on a grade, intensive or review action with very good indicators.
2. Total number of outnesses reported.

Dir Review:

1. Total number of auditors who have an "OK to Audit" and total number of Supervisors who have an "OK to supervise" who are actually auditing and supervising.
2. Total number of students or pcs corrected who paid in full, plus staff corrected with VGIs.

Qual C/S:

Total number of active auditors on staff.

Dir C & A:

Total number of certs issued.

Cramming Officer:

Total number of students completed less total number of students back to Cramming on the same level of training.

Staff Training Officer:

Total number of hours attended by staff on staff training divided by the total number on staff.

Qual Consultant:

Total number of students routed back on course.

Note that these statistics stress the inter-dependence of Tech and Qual with the rest of the org and reflect the actual production in terms of result.

It may not be realized that the Qual statistic "GI divided by total number on Staff" is in fact an industrial statistic which accurately shows the value of each staff member.

[Judy Ziff D/CS-5 for LRH: HCO POLICY LETTER OF 29 MARCH 1970 QUAL STATS REVISED]

Dist Division 6

Public Planning Division: Number New Names in C/F

Public Activities Division: Number of People interviewed by Registrar

Distribution Division: FSM Commissions Paid

[Tom Morgan, Public Exec Sec WW for LRH: HCO POLICY LETTER OF 20 JANUARY 1969 Issue II PUBLIC DIVISIONS GROSS DIVISIONAL STATISTICS]

Public Planning Division: Number new names C/F

Public Activities Division: Number of People interviewed by Registrar

Success Division: Number Attendees Sunday Service

[DH Lt. Diana Hubbard Public Aide for LRH: HCO POLICY LETTER OF 25 JUNE 1968
PUBLIC DIVISIONS STATS]

The Gross Division Statistic of Div Six is a triple statistic:

(a) Number new names CF.

(b) Number attendances Sunday Service.

(c) Number people interviewed by Registrar.

[LRH: HCO POLICY LETTER OF 10 SEPTEMBER 1967 STATISTIC GDS DIV SIX]

DIVISION 6 - PUBLIC RELATIONS¹

Ideal Scene.- The Org has established PR Control over its business contacts, local community, mass media and profession leaders, community groups, necessary VIPs and people who count who are now on our side, in our favour reaching for Dianetics and Scientology; with such alliances achieving safety for Dianetics and Scientology to expand in the area free of third party actions or enemy attack, past, present or future. In essence PR Area Control exists in the fullest sense of the term attained and maintained with regular PR activities, PR programmes and broad public promotion projecting a highly acceptable Image carefully aligned to what is publicly popular and needed and effective in bringing masses of people into the Org reaching for service.

Stat: No. of **New Names to Prospect Files.**

[LT. DIANA HUBBARD AS DH CS-6 for LRH: HCO POLICY LETTER OF 20 AUGUST 1970 Issue III DIVISION SIX –THE PUBLIC RELATIONS DIVISION] – hier finden sich noch weitere Daten zum Orgboard, Departments und Sections und ihren VFPs und Stats dieser Division.

PUBLIC SERVICES DIVISION - DIVISION 7²

Ideal Scene: Lots of well attended public events which generate high interest and result in numerous enrolments, and excellent basic services which effectively and rapidly demonstrate Dianetics and Scientology and the results which can be achieved therefrom and produce large quantities of new people in increasing numbers who are well introduced to Scientology and want higher training and processing.

Stats: Dual (a) Number of people routed from or at a public event to a Registrar. (Includes Public Reg, Body Reg and ARC Brk Reg.)

(b) Number of **basic courses and basic processing completions.**

[T.D. C/S 7 for LRH: HCO POLICY LETTER OF 20 AUGUST 1970 Issue II DIVISION SEVEN – THE PUBLIC SERVICES DIVISION] – hier finden sich noch weitere Daten zum Orgboard, Departments und Sections und ihren VFPs und Stats dieser Division.

¹ Entspricht der heutigen Div 6A

² Entspricht der heutigen Div 6B

DIVISION 8 - PUBLIC SALES DIVISION³

Ideal Scene: Has internally a Public Registrar, fast and efficiently signing up a great inflow of public bodies for public courses, channeling them to their first major service, and has externally through good briefing, training, goodwill and helpfulness, a smooth operating mass sales force in the form of active FSMS, groups and franchises who are in communication, selecting lots of public into the Org for Dianetic and Scientology services, who are getting each selectee actually enrolled, and selling books by the ton. Its field is vast and expanding to ever increase the large number of higher services sold.

Stat: GDS No. of **new names to CF**.

[LT. DIANA HUBBARD AS DH C/S 8 for LRH: HCO POLICY LETTER OF 20 AUGUST 1970 Issue II DIVISION EIGHT – THE PUBLIC SALES DIVISION] – hier finden sich noch weitere Daten zum Orgboard, Departments und Sections und ihren VFPs und Stats dieser Division.

The Gross Divisional Statistic for Division 6 and Division 8 are changed with the advent of the Public Registrar in Division 8, as follows:

Division 6 No. of New Names to Prospect Card Files

Division 8 No. of New Names to C/F.

The value of **FSM Commissions Paid** stat (former GDS of Div 8) will be the Dept stat of Dept 22. It will continue to be reported by OIC and watched closely.

DEFINITIONS

New Name to C/F: A NEW NAME TO C/F IS AN HAS GRADUATE OR SOMEONE WHO HAS BOUGHT A MAJOR SERVICE (from the Org concerned). This is as per HCO PL 30 July 1970 "Important Registration Breakthrough".

New Name to Prospect Card Files: Is someone at the Org for the FIRST TIME who has done any of the following:

- (a) Bought a book
- (b) Attended an Intro Lecture
- (c) Attended a Public Event
- (d) Attended a Sunday Service
- (e) Received Testing Service
- (f) Bought a Public Service before graduating HAS or buying a Major

Service from the Org.

A new name to Prospect Card Files can be anyone of the above categories PROVIDED he is not already in the Org's C/F, and PROVIDED he is not already in Prospect Card Files in Dept 24 of the Org.

Prospect Card Files, how they are filled in and get to Dept 24 are covered in HCO PL 30 July 1970 "Important Registration Breakthrough".

³ Entspricht der heutigen Div 6C

[LT. DIANA HUBBARD AS DH CS-6/8 for LRH: HCO POLICY LETTER OF 19 AUGUST 1970 DIVISION 6 DIVISION 8 – GDS]

Number of field staff member commissions paid/ number of new addresses added to CF both for the week.

This dual statistic reflects a healthy Dist Div. The number of new addresses added to CF means of course new people buying things from the org. Therefore its advertising quality and basic services can be judged even though assisted by other divisions as well. The number of field staff commissions paid reflects its leadership of field staff members.

New people is the business of the Dist Div. [HCO PL 30 SEPTEMBER 1965 STATISTICS FOR DIVISIONS]

Kurzübersicht

Div 7

GI – Gross Income

Div 1

FHS – Fully hatted Staffs

LILLO – Letters In / Letters Out

Div 2

BIS – Bodies in the Shop

AdReg – Advance Registration

GBS – Gross Book Sales

Div 3

Cash/Bills

Div 4

WDAH – Well Done Auditing Hours

STP – Student Points

TOTA – Total TA Divisions

Div 5

CSS – Creditable Success Stories

GI/Staff

Div 6A

NNPF – New Names to Prospect Files

Div 6B

BCPC – Basic Courses – Basic Processing
- Completions

Div 6C

NNCF – New Names to CF

FSMC – FSMC paid

———— Das wärs !