

HUBBARD COMMUNICATIONS OFFICE
Saint Hill Manor, East Grinstead, Sussex

HCO POLICY LETTER OF 1 JANUARY 1978

Remimeo
All FOLOS
FSCs
FSMs
Orgs
Missions
Div 6 Flag
Flag Tours

(Reissued 21 February 1991. Only
change is to update the name of a
unit. Correction not in script.)

Field Staff Member Series 5

FSMs FOLOS COMMISSIONS

(This cancels Board Policy Letter 15 June 73R Issue I and
its revision 13 Mar. 75, Aides Order 434-1 of 21 Nov. 73
"Scn Org and FBO Collections," and all other orders,
verbal or otherwise that violate LRH HCO PL 9 May 65 "Field
Auditors Become Staff." There is only this addition to
that PL to fit the special case of Flag Service Org FSMs.)

Any Flag Field Staff Member (FSM) may take his selectee to a
Flag Service Consultant (FSC) in a Flag Operations Liaison Office
(FOLO) or to the CO or Purser of a FOLO for final regging and
payment of a donation.

Any Flag FSM may present his selectee to a Registrar of a Flag
or FOLO Tours when it appears in his area for final regging and
payment of the donation.

On the arrival of the selectee at the Flag Service Org for
service, the FSM will receive, direct from Flag, without fail,
10 percent of the donation.

The nearest FOLO will receive in addition to the FSM 10
percent, 5 percent of the total monies sent to Flag by that FOLO as
a result of such registration immediately upon its receipt and
invoicing. The FSM is not paid by the FOLO but by Flag on the
arrival of the selectee at Flag per FSM policy.

In other words, FSCs or Tours Reges or FOLOS are considered
Flag Reges at a remote point from Flag and are part of the Flag
Service Org. The FOLO is paid the 5 percent for its expenses in
supporting the Reg or sending out its tours or in support of its
general actions.

This does not in any way violate HCO PL 9 May 1965RA, FIELD
AUDITORS BECOME STAFF and all its clauses apply. The only
difference is that the FOLO also receives 5 percent.

A Flag operated tour that signs up prospects is another form
of a remote Flag Reg. The operation is the same. Where an FSM
presents his selectee to a Flag Tour or the selectee presents his
selection slip to the Flag Tour, the FSM receives his 10 percent
on the arrival of the selectee at the Flag Service Org without
fail. In this case, where the FOLO has been markedly cooperative
in assisting the Flag Tour, the area FOLO is paid 5 percent of the
total amount regged by the Flag Tour on its arrival at Flag. But
where the FOLO was not active, had no functioning FSC or lists of
names, the 5 percent is not paid.

In the case of orgs and missions they have the same status as
FSMs with regard to the Flag Service Org.

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Ex. III-4-L

Where a FOLO FSC or tour reges for a local org in its area, it can also require 5 percent from that local org. It may not reg for missions. As a FOLO is supposed to be supported by its nearest Central Org by policy, this 5 percent does not comprise the total of its collection from that Central Org.

PENALTIES

Where the FOLO FSC or FOLO Tours or a Flag Tour or any other remote Flag Service Org Reg is paid a commission and a check bounces or the person does not appear for service within a reasonable time (to be set by the FCCI Product Officer but no greater than 3 months) a double penalty is deducted from the commissions paid to that FOLO. It is the responsibility of the FOLO that the money it collects is good and, especially, that the person actually arrives for service. When either of these are violated, as above, the FOLO is at fault.

If a person has been selected by the FSM with unreal or false promises (such as a cure for some disease) or if the person is a visibly institutional case in violation of various policies and a commission has been paid, or if the check bounces, or the commission is part of some "credit-loan" deal, or if the commission is promised as a rebate to the selectee, the penalty is double the commission.

SUMMARY

It is not our purpose to cause a FOLO to become only a Reg for Flag or another org. The Flag Service Consultant is another source of support for the FOLO.

If a FOLO does not have an active and effective FSC, however, and does not send out tours or collect names or distribute literature concerning services, and if it is not making its orgs boom and deriving its income from the healthy state of its nearest major org, then the CO of the Flag Bureaux is instructed to turn a deaf ear to any pleas that the FOLO is insolvent and find the real reason for its state of inactivity.

It is every intention on this New Year's Day that FSMs, FOLOs and Flag have a prosperous New Year and many, many other years to follow.

L. RON HUBBARD
Founder

LRH:ba.dj