

GDS OR GROSS DIVISIONAL STATISTICS

These are the names of the key statistics of the org, they reflect what has been produced in each division.

These key statistics are what is counted in the LRH Birthday Game. It is important that you have a basic understanding of these terms early as you will hear these terms used every day at musters and on post. More information may be obtained on these statistics from the Statistic Binders for each Division or by seeing your Senior.

DIVISION 7

PDC - Paid completions

A service has been completed successfully, points are given for the service.

C/B - Cash on Hand/Bills Owing

Cash -bills ratio of the org

The amount of cash or monies available as opposed to the amount of money that is owed.

PTF - Payments to Flag

How much has been sent to upper Management as exchange for the services they provide for us.

DIVISION 1

QSH - Qualified Staff Hired

Total number of qualified persons hired on staff contracts and started on staff status zero for that week.

FHS - Number of Fully Hatted Staff

Number of staff that have completed their Full-Hat which is a course giving all the applicable policy to their post.

SNA - Staff in Normal or Above

The number of staff whose post and study stats are in the condition of Normal or higher and who attended study for 12 and a half hours that week .

DIVISION 2

GI - Gross income

Gross Income is the total amount of money the org has received and invoiced that week.

GBS - Gross Book Sales

The amount of money value sold in books and related items.

PS - Paid Starts

The number of people who have paid and started on a service.

DIVISION 3

DPT7CL/BLSPD - Dept. 7 Collections Versus Bills Paid

Money collected by treasury Dept 7 for services etc, like a freeloader payment, this is opposed to amount of money paid out in bills.

AUDPTS - Audit Points Minus Backlogs

Auditing of treasury records.

ASSETRES - Total Assets and Reserves

Assets is the amount of worth the building and furniture etc that we own are and Reserves is the total monies held by the org in reserves (the bank, but can't touch except for special purposes)

DIVISION 4

VSD - Value of Services Delivered

At the completion of a service, the amount paid for that service is counted as its value, this stat reflects how much has been used.

STP - Student Points

The total amount of students points made in the tech division that week

WDAH - Well Done Auditing Hours

The amount of hours the auditors spent auditing that week in Div 4

DIVISION 5

MPT - Money Paid for Training

This stat includes money paid for any training the org delivers, including courses in Division 6.

QTSM - Fully qualified & Trained Staff Members

This is counted as staff members that are fully trained for their post, they are doing well on their post and in life.

GIBY - Gross Income Divided by Number of Staff

Take the income of the org and divide it by how many staff members there are in the org producing that money.

DIVISION 6A

BIS - Bodies in the Shop

The number of public on a paid service who were serviced that week in the org.

NBSRAW Number of Books Sold to New Public

This stat is the total number of LRH bookstore items sold that week to new public that have never purchased anything from us before.

NISC - Number of Introductory Service Completions

This stat is composed of the total number of public brand new to Dianetics and Scientology who complete a fast free service that is designed to interest them into signing up for a paid service in one week.

NNCF - New names to Central Files

The amount of people that have bought something for the first time and their name is entered into Central Files by having a folder made up for them and entered onto the computer.

DIVISION 6B**FIRSTARTS - First Service Starts**

The total number of brand new public that are started on a *paid service for the very first time*.

6BCOMPS - Paid Division 6B Completion Points

When a person on one of the courses designed for new public finishes that course and then signs up for another course a point is taken

RESIGNMAJ - Re-Signs from Div 6B onto Major Services in Div 4

When a person completes a service designed for new public and then signs up on a course that is delivered by division 4.

DIVISION 6C**FSMC - Amount of FSM Commissions Paid**

A commission that is paid to a Field Staff Member for getting another to do services in the org.

NMSU - Number of Members Signed Up that Week

number of people signed up for their membership that week.

ACTSCN - Number of Active Scientologists Delivering Dianetics and Scientology Services in the field

This statistic totals the number of our public who use the data from the Scientology Handbook to help another that week, examples would be Assists or applying study tech .