



## THE CYCLE OF BOOMS AND DEPRESSIONS

By L. Ron Hubbard

The cycle of a boom and depression is created by the outflow and answer cycle of the department. You don't have any answers coming in so you sit there and outflow very heavily.

Then your mail beefs up and you spend your time answering the letters and you don't outflow and after a while business drops off and goes in the trough\* on the curve and then you get anxious and promptly outflow which brings in lots of business and replies but no outflow.

**Trough:** A low point for a business or organization. On a stat graph this could be represented as a low point or "drop" on the graph.

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