



19 STEPS TO SURVIVAL

They say that necessity is the mother of invention. As an immigrant and one who has been marginalized and disenfranchised from many opportunities, I have been forced to be very creative in developing the standards that may ensure my own survivability. It requires a certain creative and positive mindset to do this; one found in many successful entrepreneurs. Below are 19 steps to grow out of displacement and into success in any environment.

1. FORAGE

Wherever you land the first needs are the basic necessities of life and in the practical sense this means food, water, and whatever your body needs to negotiate the environment that you are in. You will not be able to determine what of these are available unless you become ambulatory. Neither knowledge of your needs, nor the resources to meet them will come to you unless you get moving. If you study naval combat for example, one of the first things you will realize is that whenever a ship is in combat, it does not engage that combat standing still; there is always power being supplied to the engines. So it is, get up and move about and explore your environment, tasting its pains as much as its pleasantries, for then you will know your needs and how to navigate your environment.

To do this, be quiet and move steadily, taking note of what people, places and things there are about, and how they relate to you – that is important. By remaining discrete about you, you will protect yourself somewhat from infliction of other peoples' perceptions of you, their profiling, which invariably you will fall victim to. The quicker you recognize their profiling the better it will be for you, but the response at this juncture is not to be stern, but to remain calm, subtle, and evasive if necessary.

2. FOOD

Invariably you will grow hungry. Do not under any circumstance if you can help it, allow for more than four hours to pass without the acquisition of food and water. Remember that you are not just feeding your body, but also your brain, and remember to not subject yourself to too many bodily stresses, because the slightest illness at this juncture can cause the death of you, even while others more familiar with that environment may consider the wound inflicted upon you to be otherwise but a trite thing.

If you fail to acquire food in a six hour period, you must continue foraging, so go back to Step 1, because that's where you are.

3. PLACE TO BE

Once you are pretty sure that at least once per day you can eat, (having obtained not less than three avenues from which to acquire food) you may consider yourself to be among the *poor* in that environment.

The next thing to consider is where you can be at peace to meditate and sleep. Obviously, if you have some money this is not a daunting task as for the interim a hotel or cheap dwelling may suffice. If you have no money however, then this is not an option, nor is any bargaining for dwelling without money, for any such disclosure may subject you to become a slave of some sort. Your next best option then is to head for semi-rural (not suburban) land and be as inconspicuous as possible. A wetland area with a muddy creek is best because you may be able to figure out two things upon attempting to rest there:

1. The lay of the land, and
2. The state of war in the land.

This latter state can be discerned by observing the frequency with which armed men (police, soldiers, construction workers, and other uniformed personnel) pass by observing signs that others are or have been there. This includes zoning signs. If you see them, do not doubt, they are there to capture people who are in your situation, and that means YOU. The nature of these men can give you a good guide into who rules the land and what their policies are. Do not sleep for more than 5 hours at any one time,

preferable in the morning before 8 am. Even when the environment is hostile, those who are in control are usually too at ease to be about chastising the likes of you in the wee hours of the morning because they are busy sleeping or having sex.

If you can't find a place to be, at least stick to your food sources until you do. Your freedom life span upon being unable to find such a place is 36 hours. Your best bet may be to go back to Step 1, or zero rather, because you will need a new environment.

If you find others who are displaced, stick with them a little but always look for pockets where you can get away and change your outfits. This leads to the next three issues:

4. PLACE TO WASH

You will not be able to go more than eight hours without beginning to accumulate some kind of scent no matter how clean you are. Once again if you have no money to secure lodging quarters, look for community baths, pools, ponds, and abandoned houses with clean running water, in that order. If none of the above, find where you may acquire clean water without becoming conspicuous, and find a place where you can go for a period of 15 minutes to strip and pour the water from a large bottle from head to foot, without leaving a mess. Stay away from fountains, because many societies attach profiles or other observances to fountain waters.

If you can't find a place to wash go back to Step 3. If you can't find water, go back to Step 1.

5. WARDROBE

Washing and changing go hand in hand. Go for casual dressing, then a tad dressier. Not more any five outfits stashed in five different places. Seek out all the places where you can get clothes as often as necessary. Change to a different outfit at least once each day, and never wear the same outfit in a period of three days.

If you run out of clothes you must repeat Step 1.

6. PLACE FOR STOWS

Okay, so you have food, a place to be, a place to wash, and some clothes. Your first step to civility is to now find a place to put all this stuff, that is a bag of food (where and how rats won't eat it), at least five outfits, and if necessary, some water. If you find this, it becomes your squat spot. It can be different from where you sleep. Do not tell anyone where it is. Places to consider are old buildings, shrubs, and fences. Do not put your stuff in sewers, or under grates. With or without success in this step move immediately to the next step.

7. CIRCUIT

You may now consider yourself to be among the '*working poor*' in that environment, and the first work for you to accomplish is to develop a durable circuit that may at least sustain you at this level.

Based upon your condition you will need to develop a schedule of places to be based on two things; your needs and your potential. Develop an itinerary for replacing food and clothes, and for storing your wears and washing. Remember try to wash at least once every 24 hours. Within these confines go out and mix and mingle. Go regularly to the places where people don't look at you with a side glance. Do not discriminate between the very rich and the very poor. You may go to the poor and they look at you funny, but you go to the rich and they like you – then you know you may fare well among the rich in that environment. But if you go among the rich and they look at you funny but the poor don't then you know you may fare well among the poor in that environment. But if both the rich and the poor look at you funny go to those who are neither rich nor poor. The same rule applies for the regular folk and the renegades in that environment. Make it snappy in melding in – develop your circuit in seven days or less. Regardless of your circuit, do not let anybody know you are displaced.

Go immediately to Step 8.

8. ASSESSEMENT

Observe them for what they consume; this may include the following: property repair, clothes, hauling services, information, information paraphernalia (papers, pens, computer, telephones, etc.), security, legal information, aphrodisiacs, small crafts, art, weapons, pleasantries, maintenance and cleaning services, and child/pet care; or something else in relation to the dominant industry. Based upon the proclivities of the members of your circuit, list their observed needs.

9. PRODUCT/SERVICE

Based upon your assessment, determine from the list what needs you are best able to provide. In making this determination, consider the other things available to you in that environment. This may include libraries, computer access, some factory, tool, or land space. Set your focus on the top three products or services and develop a plan. This plan will incorporate two parts:

- How you intend to sell this product or service, and how you intend to get paid (your Terms and Conditions), and
- How you intend to produce the product or service in the first place (your operations plan). Disclose the Terms and Conditions, keep the other one hidden.

Keep repeating your circuit until you hone your Terms and Conditions, and your business plan, then

Go immediately to Step 10.

10. MARKET PACKAGE

List your credentials, state your product or service, add your Terms and Condition, set up your transaction forms and process, marinate this stuff in pretty graphics and you will have a market package. Don't forget to add whatever registration or certification you need to keep the authorities off your back. If you don't know who the authorities are, ask your circuit. If you can't pay for the registration and certification, modify your plan and run to a judge, unless, of course, they are merciless, in which case, go to your underground circuit. Every environment has an underground circuit.

Go to Step 11.

11. MARKET

This should be self explanatory. Eventually this should lead you to Step 12.

12. CONTRACTS

Stick to your Terms and Conditions, no matter what and continue to market your products and, or services until you find someone who will enter into agreement with you to obtain your wares, based upon your terms and your conditions. Upon doing so, you may celebrate a little because you have just moved up in the social echelon to be among the *'lower working class'*, as opposed to merely the *'working poor'*.

If you are not getting contracts, reassess the nature of the people in your circuit, then and only then should you consider adjusting your Terms and Conditions, thus

Go back to Step 8.

No contract is valid if it does not result in a sale (Step 13). Otherwise go back to Step 11.

13. INCOME

Eventually your will begin to engage trade based upon the contacts that you have procured. Based upon the amount of products or services that you are able to sell, you should see some kind of income coming in. Continue to market your wares and deliver your goods and in due time a certain amount of income should begin to pour in, sufficient for you to move from your squat spot and obtain more durable lodging. The amount of income you will need will vary depending on the environment that you are in. You should have enough money coming in to make a significant change to your circuit in order to reach a more proficient market. Upon so doing know that you have repositioned yourself again as you are no longer a

member of the 'lower working class', but of the '*working class*'. If this is not possible, you have to keep at it. No sale is valid if it does not result in income (Step 14), and if your income does not appear to be durable, then you must re-negotiate your contracts. You have nothing to risk in doing so. If someone refuses to re-negotiate a bad contract then dissolve it any way you can; it is to your benefit. Part ways with that individual and keep marketing (Step 11).

14. CAPITAL

Set aside some of the money you get from the sales to plug back into business. Set aside some more to make upgrades to your circuit relative to the appearance of your image. That means you are going to try to shelve the places where if you are seen it harms your image relative to closing contracts. No money? – Stick to your Terms and Conditions. If you thought them through then there is nothing wrong with them.

Eventually you may be able to move on to Step 15.

15. BASE STATION

This is your business headquarters – it has three main components: your office where you keep the files to keep you out of trouble, the mini production plant, and a back room to house your stuff – for you. Do not keep your archives at the headquarters.

If you are able to secure a base station and hold it then know that you have attained the social position of being among the '*lower middle class*'.

If after some time you are not able to secure a base station, or if you do get one you are not able to keep it, then your circuit is no good. Go back to Step 7.

Otherwise, upon setting up go to Step 16.

16. INDEMNITIES

You already know now what you need to stay in business, and what you don't need. What you need to do here is to make your Terms and Conditions enforceable. For the first time you may have a little leeway in staring down authority. The most important issue here is to pay attention to the values and perceptions of those who hold government power. If you like them, pave their butts with money and gifts, no accolades, speak harshly, but throw a party and invite them. Assign others to speak softly to them.

If you don't like them, then your options in dealing with them vary depending on your strengths and what they say are your rights and includes: funding their opponents, suing them, charging them with crimes, embarrassing them with publications, or setting others on them. There are other options which I will not discuss here.

If you can't cement your Terms and Conditions into law, and you have no way to enforce them, go back to Step 7.

If you can you may go to Step 17 if you feel secure enough.

17. DOMICILE

If you attain this step it means you have enough working capital to engage an entirely new circuit if necessary, or to introduce an entirely new line of products and, or services into the same circuit. A simple way to look at this is that you can go six months without money. If you can do this, then you are a member of the '*middle class*'. This is where you get the big mansion. Your mansion should always include a duplicate headquarters with a better production facility regardless of whether it houses your nuptials.

If you can't afford the mansion, and keep it, go back to Step 16 very, very quickly.

If you screwed up between Steps 16 and 17, don't worry, you may end up in a big house.

18. ENHANCED PRODUCTS

Once you are settled into your mansion, your real work of passion may begin. Consider yourself to be '*affluent*'. Immediately invest in R&D to develop superior products, superior services, a diversified portfolio, and better marketing techniques. This includes advancing your education regardless of your age. The goal here is to attain a level of hegemony in the market.

If you fail go back to Step 16.

If you succeed, go to Step 19.

19. ENHANCED INDEMNITIES

You enhance your indemnities by using your market share and your newly derived hegemony therein as well as your Terms and Conditions and apply all this to government interaction in order to secure the interest of your diversified portfolio. You will know when you get there because if you do you will be able to switch environments with ease without having to repeat Steps 1 through 10.

If you can do this, you are *wealthy*.

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