

BALANCE OF INVISIBLE TRADE

What is goodness?

Being good is any action which man does which may be contrary to his own self interest, but which helps the survival of others. Being good may therefore be said to be 'unnatural' since you give of your own time or wealth (which nature says should be used for your own survival) for the benefit of others.

Goodness cannot be seen or measured in material or physical terms - it carries no material reward - it is invisible. So when we see two people walking down the street, we don't know who has been good or who has been bad.

It's different from our normal 'game of life', because if you're successful here, you make lots of profit which generally can be seen in material terms. A successful man may buy many luxuries but if you are successful at 'being good', nobody can tell because your success is invisible.



BEING GOOD IS UNNATURAL

FIRE!

EEK!

YOUR NATURAL ACTION IS TO RUN AWAY FROM DANGER TO ENSURE YOUR SURVIVAL !

HELP!!

ALTHOUGH IT IS NATURAL FOR MOTHERS TO RISK THEIR LIVES TO SAVE THEIR CHILDREN, MOST OTHER ACTIONS WHERE INDIVIDUALS PUT THEMSELVES OR THEIR SECURITY AT RISK FOR THE BENEFIT OF OTHERS CAN BE TERMED UNNATURAL ~ SINCE NATURE TELLS US TO LOOK AFTER OUR OWN SURVIVAL PRIMARILY !

UNNATURAL = I GIVE MY WEALTH TO YOU !

UNNATURAL = GIVING UP YOUR OWN FREE TIME TO LOOK AFTER UNDERPRIVALIGED CHILDREN !!

ZOO

Yet being good is doubly beneficial for two parties gain - the one who receives and the one who gives. The advantage for the one who receives may be obvious, but the giver has his reward too. Although he may have nothing to show for it, any act of goodness will generally leave the giver with a pleasant feeling within himself. This is your invisible wealth and the more you add to this, the better person you will be and the better chance you have of learning to like or respect yourself.

We all know the opposite feeling - when you've been unnecessarily nasty or cruel to someone - or even have just done a bad day's work when you could have done a lot better. When this happens, you don't exactly glow with inner happiness or feel good about yourself. In fact you begin to hate yourself and, if you continue such bad actions, a lot of other people will hate you too!

So going back to the good actions, the more you practice goodness, the greater will be your surplus on invisible trade, and the easier you will find it to live with yourself, especially in later years.

And don't forget another important thing, INVISIBLE WEALTH never deteriorates, becomes rusty or second hand as in the case of all material wealth. And because of this it is the only wealth you can bargain with when you get to St. Peter's Gate. When you meet

your chief coach, all material wealth is left behind, and your only bargaining power is your bank balance of invisible wealth.

So remember, if you want to build up a large bank balance of invisible wealth, it is best to start being good when you are young because your early habits set the pattern of your life.

So just get into the good habit at an early age. The guidelines are simple and easy to follow. Remember, adding to your 'invisibles' is any little self sacrifice you make which benefits your fellow man, your fellow animals and your environment. This simply means showing basic good manners to your environment and fellow creatures and good manners are not exclusive to any race, age, colour, class or religion.

All of us, wherever we come from, should know the basics of good and bad, right and wrong.
How do you measure invisible wealth?

If the country's accountants can tell us just how much of our overseas earnings come from 'invisibles', why don't we form our own scales.....

Let's make a measurement of goodness by adding two basic ingredients together. The first ingredient is giving away your wealth. The points gained from this can be increased or decreased depending on the

relative importance of what has been given away. In other words, if the giver is a millionaire and gives away £100, he earns less points than the person who has £200 to his name and yet gives away half of it.

The importance of what you have given away is directly related to the feeling of goodness you feel within yourself, and that is the invisible commodity we are trying to measure.

This brings us to the second ingredient - the giving of yourself, which is the truly invisible giving. The giving of your time, your love or your life for the benefit of others.

This is probably more important than the giving of your wealth because your every action, each day, can build or detract from your invisible wealth. Just remembering to switch off the lights, turn down the central heating when you're out, or offering your seat on a bus to an elderly person can all add to your invisibles. You can be an awfully rich person in terms of 'invisible stock' at the end of the day, even if you are very poor, if you just practise 'small giving' on a regular basis throughout your life.

Why don't you have some fun and make your own chart of invisible wealth and see how many points you can accumulate today.

SCALES OF EVIL/BADNESS

Having looked at the scales of goodness, we can also take a moment to illustrate the scales of badness. None of us are angels. We all do bad or nasty things every now and then, but if we remember that these are going to lessen our invisible bank balance, we might do bad things less often! The main thing is to keep in the black, in banking terms.

Let's take a simple example, where it is easy to see cause and effect. Say a bus or train driver gets lazy and decides to stay off work. This will cause cancellations 'due to staff shortages' and during the day many people will be inconvenienced in various ways. In fact the sheer frustration of waiting around for transport may influence some people to go back to the motor car which pollutes the air. So INDIRECTLY a lazy bus driver can also adversely effect our environment in a very small way.

Cause



Effect



Every action in every part of life will count.

We all score a few minus points along the way. But if we carry a scoreboard in our minds, we may end up scoring fewer bad points and more good points - and that's good for you and everybody else!

Below you will see how I score some actions on the 'Scale of Badness. Why don't you make up your own chart.

<p>3</p>	<p>EVEN A FIVE MINUTE BURST OF UNNECESSARY ABUSE BY STAFF WILL CAUSE DISTRESS AND DETER PEOPLE FROM USING PUBLIC TRANSPORT !</p>	<p>-5</p>
<p>4</p>	<p>ILL MANNERED & ILL MOUTHED PASSENGERS WILL HAVE THE SAME EFFECT !</p>	<p>-5</p>
<p>5</p>	<p>THE MUGGER !!</p>	<p>-40</p>
<p>6</p>	<p>CRUELTY TO CHILDREN OR ANIMALS COUNTS DOUBLE BECAUSE THEY CAN'T FIGHT BACK !!</p>	<p>-80</p>
<p>7</p>	<p>DESTROYING WOODLANDS ! THOUSANDS & THOUSANDS OF OUR FELLOW CREATURES LOSE THEIR HOMES, HUNTING GROUNDS AND PLAYING FIELDS !</p>	<p>-500</p>
<p>8</p> <p>THE SELFISH NOISEMAKER</p>	<p>FIVE FAMILIES SUFFER THROUGH THE NIGHT . . . LOSS OF SLEEP, LOSS OF HEALTH !</p>	<p>-10</p>
<p>9</p> <p>POTHERINGAY, MY OLD FRIEND, I MAY INCLUDE YOU IN MY PRAYERS AT NIGHT. BUT RIGHT NOW I HOPE THAT YOU BECOME AFFLICTED WIT H A THREE SECOND ATTACK OF SAINT VITAS'S DANCE, YIP THAT PUTT AND SAVE ME FROM LOSING THIS GAME !</p>	<p>EVEN EVIL THOUGHTS CAN COUNT !!</p>	<p>-1/4</p>
<p>10</p> <p>THOUGHTLESS PRODUCTION OF CHILDREN ~ ESPECIALLY FOR GAIN (TO GET FREE HOUSES & STATE AID) IS PARTICULARLY BAD !!</p>	<p>AT THE END OF THE DAY, THE NEEDS OF MAN ARE GENERALLY ACHIEVED AT THE EXPENSE OF NATURE !</p>	<p>-50</p>

An Addendum to 'Invisible Wealth'.

The recent chapter on ' Invisible Wealth' showed us that we can increase it by the giving of our own time or our own material wealth for the benefit of others.

This is the most noble way of gaining invisible wealth since you are going against your very strong natural instincts of self-survival to help the survival of others.

Now let's twist this a little and talk of another form of invisible wealth that you can build up, and will be for your own benefit, and yet does not take away from or hurt others.

Herr Flutter - is this not a huge contradiction. This whole book has stated that where one man profits, others will suffer!

Yes, that true. If you profit yourself materially, you will be taking from someone else or this environment, but if you profit yourself 'invisibly' you will take from no one.

"Invisible Profit" is available to everyone, and is all around you. Seeking invisible profit is simply seeking **knowledge** and seeking **ability**.

Both of these things will benefit you as a person and yet will detract from no one.

Remember the phrase 'The Fountain of Knowledge'. What a tremendous concept it is. The added beauty is that the fountain of knowledge is inexhaustible. You, all your friends and all in the world who want to, can drink from it and the flow will never run dry.

In fact the more people who drink from the fountain, the stronger that fountain will become, because more and newer knowledge will be ploughed back into the fountain's source.

If knowledge is for the mind, so ability would be invisible wealth for the body.

Here we are talking about learning to paint, draw, play musical instruments, sing, play football and golf. There are so many things you can learn to do which will give you and your friends huge physical and spiritual pleasure -- which money cannot buy.

Every activity, played at every level will give pleasure and excitement to you the player and those you are playing with or performing for.

Remember, learning these skills will benefit you invisibly, and will not take away from anyone else. **Its pure profit with no loss** and doubly beneficial in that it can't easily disappear, doesn't become rusty or second hand, and can always be improved upon and handed on to others.

Sometimes the learning curve is difficult but the pleasure at the end will be worth it.

There are no barriers to anyone who wants to learn. Young, old, rich and poor can get involved.

Why not give it a go.