

Declaration of Independence

When in the course of economic events it becomes apparent that traditional work arrangements stifle innovation, reward timidity, and offer at best a perilous prosperity it becomes necessary for persons of conscience and talent to break free from decaying tradition and declare their independence; and so we declare ourselves free agents and declare these truths to be self-evident:

(1) That work is personal; we're committed to unifying our personal interest and our business interests, our lifestyles and our work because we believe we'll be happier and more productive if we live and work as one;

(2) Nothing is permanent, security is an illusion; a work life based on workplace insecurity is no work life at all; in an economy of opportunity it is freedom that promotes security, therefore, the more we work in our own best interest the more secure we become, the more knowledge and skills we gain the more demand there will be for our services;

(3) The power to choose is the power to say no; as free agents we choose our own work paths, we choose the people we want to work with and the projects we want to work on; different from the old

workplace, we reserve the right to say no to unreasonable clients who underpay us, under appreciate us, and underestimate our value;

(4) Fear has no place in the free agent's experience, we've spent too much of our life running scared, scared we'll be blamed for something that wasn't our fault and we've learned one of the greatest lessons of all in life, that fear doesn't motivate but instead impedes our performance; free agents become great by living/working in their own terror free zone;

(5) The fun in work is a reason for work; as free agents we're not afraid of hard work but we like to work for the right reasons which include fun and pleasure to the point that we only work when we are off; the distinctions between life/work and on/off are blurred; friends, family and colleagues sometimes think our after-hours fervor borders on overwork but that is only because they do not understand the intimate relationship we have with the life/work experience; nor do they know we are more pleased by goal-achieving than by stress-relieving activities;

(6) We're no longer intimidated by large companies that

dominate our workplace. By rising above the crowd, the rubber-stamped methodology of the steadfast mass solution to real estate sales, our independent intelligence based action orientation make us the competition to be revered and feared by both the established agent and company within any region or locale we choose to work;

(7) We no longer equate our worth to what other people think about us, our work or methodologies; we no longer bind our self-image to what "I think you think I am" but instead to what we choose to be;

(8) As free agents we realize that want is a reaction-formation to lack, that when a person lacks nothing because self-generated financial resources abound, that wants diminish and subside; keeping up with the Joneses, a manifestation of lack, no longer binds us to the consumerist treadmill, instead, wealth and affluence frees us to pursue enlightened self-interest;

(9) We choose to be free to experience success by walking, talking and acting with power and authority; we speak through our words the intelligence which we are and manifest through action the life we choose to experience.