

Personocratia's Path

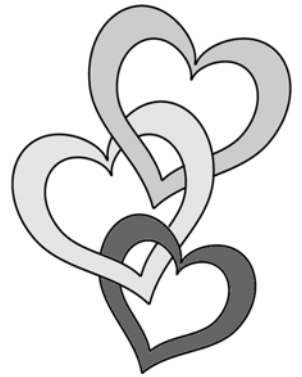
PERSONOCRATIA CREATES HER OWN FINANCING

It is false to assume that one needs the banking system to get a loan. Bankers are not the only ones with extra money. We can easily borrow from friends, family or conscious local lenders. Most people stay away from such solutions because, quite often, money loans made to friends or family members lead to unrespected agreements and bitter disappointment. To avoid such situations, Personocratia uses the Bank of Three Hearts for important loans.

THE BANK OF THREE HEARTS

It is a virtual bank based on the love-of-self and made up of three persons – the lender, the borrower, the heart-banker. These meet together for an exchange of circulation money agreed upon as a loan from the first person to the second. Based on justness (see Personocratia's Booklet on Law), the Bank of Three Hearts facilitates deals between individuals who know each other and are on the "same wavelength". All players must have the following qualities: responsibility, complicity, trust, transparency, truthfulness, and enthusiasm. Agreements within the Bank of Three Hearts rely on people's conscience and never involve court proceedings. The three hearts belong to the following persons.

- **The Lender** – Conscious that money is simply a tool to facilitate exchange, that person lends money without interest or invests in a business meant to help local economy and not generate profit at all cost. The lender makes sure that the borrower is not already dealing with commercial banks. If the risk seems too high, she chooses to refrain from making the loan or considers the possibility of a donation.
- **The Borrower** – Conscious that she is given access to circulation money, that person works hard at reimbursing the loan as quickly as possible, so that it becomes available to other borrowers. She agrees not to borrow more money or make a loan to another person until this particular debt has been completely repaid.
- **The Heart-Banker** – This third person is chosen by both of the above, or by the lender only. She is responsible for arranging meetings between lenders and borrowers. She becomes the witness of all the steps involved in each loan from beginning to end. Her personal qualities include good business acumen, logic, creativity, and intuition. She also needs to be proficient in interpersonal communication.



A typical Bank of Three Hearts agreement can be found on Personocratia's site, along with explanations¹. Here is a list of the important elements of such a transaction: location, names of lender, borrower, and heart-banker, amount being lent, reason for borrowing, type and frequency of repayment, guarantees, consequences in case of non-payment, and some remuneration for the time of both lender and heart-banker.

THE QUESTIONNAIRE OF INTENT

Some people decide to borrow when they could manage differently. To avoid such a situation, the heart-banker uses a series of heart-searching questions. Here are some typical examples.

- **Questionnaire For The Lender** – 1) Do you have any debts? 2) Did you spend what was needed to enjoy a comfortable life or fulfil old dreams (courses, projects, travels)? 3) Have you thought about reducing your workload or stopping work for good? 4) What amount of money would you like to lend and for how long? 5) Do you want partial repayments? How many and how frequently? 6) Why do you want to make such loans? Out of conscience, guilt, or a desire to participate to your neighbourhood's abundance? Out of fear that the system might collapse? 7) Who do you want to lend it to? Family, friends, neighbours? 8) Do you want a safe and easy-to-manage loan or several small and diversified loans? 9) Do you want guarantees or insurance? Would you be ready to lose the whole amount? 10) What would be a just compensation for your time? 11) If there were a breach of agreement, what would you do? What time limit would you respect before keeping or selling the object used as guarantee? Etc.
- **Questionnaire For The Borrower** – 1) What does your personal balance sheet look like? Do you already have other debts? What are your assets? Do you have pension plans, retirement funds, investment, cash, real estate (house, land), movable property (car, jewels, furs, motorcycle)? 2) What can you offer as guarantee? 3) How much would you like to borrow? What monthly payments are you ready to commit to repay? In this case, how long will it take you to give it all back? 4) Do you have a regular income that will allow you to make these payments without working as a slave? 5) Do you really want to go into debt at this time in your life? 6) What need will this loan fill? 7) Is your choice compatible with your present lifestyle? Is it a fair exchange for you and the lender? 8) If you had this money and you were the lender, would you lend it under such conditions? Would you consider this a fair exchange? Etc.

In these times of economic uncertainty, Personocratia avoids loans like the plague, as it is the best way to remain the slave of a dying system. She chooses to remain free in these important evolutionary times. However, if you decide to borrow money for a project or if you still have a loan with an official bank, you can choose to do things differently. Get financed or refinanced using the Bank of Three Hearts. The solution is in your hands... and your heart! - *Personocratia*

For more information, www.personocratia.com/

¹ www.personocratia.com/en/personocratia.php#banque