

TRILOGICAL ENTERPRISES: TRUE WORK

From the book ABC's of Analytical Trilogy by [Claudia Pacheco](#) available here www.healingthroughconsciousness.com

Many people imagine that simply because they are working in schools, businesses, banks, financial institutions, scientific research, the civil service, or for that matter, any type of job, they are doing as much as they can for themselves and others.

This is true, to a certain extent, for the people are the only ones who actually work, producing foodstuffs, means of transportation, clothing, services, and so on. Most important, however, is the fact that the people neither enjoy the fruits of their labour, nor are they free to produce the best for others. Much to the contrary. Not only do the returns from their labour go directly into the hands of those who have social and economic power, but what they produce must conform to the interests of the dominant class as well, which means that such work must yield the greatest possible profit for the powerful.

The people work uncomplainingly and obediently without realizing that this furthers the insane social structure that allows the most unbalanced individuals to shackle and exploit the more sane.

Work, as it is structured today, is immoral; it serves immoral causes. Yet the people are not aware of this. In fact, any person who works to serve a powerful institution is doing his part in allowing the sickest individuals to continue to indulge their craziness, which makes the people, whom they hold in bondage, unbalanced as well. Anyone in the employ of the powerful is contributing to the steady worsening of living conditions; to a society where the number of people living in poverty increases daily while the wealth is concentrated in fewer and fewer hands; where ecological disasters are becoming so flagrant that soon we may even lack oxygen to breathe. This is the corrupt social mechanism which few are able to escape.

My readers may wonder what these economic concerns have to do with psychotherapy, psychosomatic medicine, and Analytical Trilogy. The point I am making is that under the present system, the individual is not free to live and act in accordance with his essence, which embodies truth, goodness and beauty. If he is not free to be human, he will never be physically, psychologically or spiritually free; he will perish along with his rapidly crumbling civilization.

Whether scientist, artist, thinker, or industrialist, it is practically impossible for an individual within our present socio-economic structure to do honest work that brings him the financial rewards he deserves. Capitalism protects the power of those who have capital in their hands;

Marxism and communism protects the power of the government and the group that controls it. Hence, the people are always at the mercy of the establishment of their nation. And until now, those individuals who have attempted to break away from this situation have not been successful in gaining any support from the prevailing social and economic structures.

To remedy this social schizophrenia, Keppe has created a business model that can be utilized by one or an infinite number of individuals in any type of activity: services, art, agriculture, industry or research, a model in which everyone who works has control of the business and where there are neither bosses nor employees.

The two principles around which a business must necessarily be structured to be trilogical are:

- Capital — All partners invest an equal amount of capital, thereby eliminating the exercise of power based on percentage of controlling interest. Partners who may invest more capital than others in the beginning do so as a loan to the business, the difference to be returned to them as soon as possible. A prospective partner who does not have sufficient capital to invest, may gradually contribute his share as the business begins to turn a profit.
- Division of profits according to work — In the Trilogical Enterprises there are no fixed salaries as in other businesses. The system used is the following: first, all business expenses, which include new equipment, improvements, and maintenance, are paid from the overall gross profits of the company. The remaining capital, the profits, are divided proportionally among the partners according to each one's production, the quality and importance of his work for the company, and the number of hours worked.

This provides fair compensation for the most productive workers — a system heretofore unknown in traditional enterprises where everyone earns according to his job description of number of hours worked, whether he is productive or not. This is just one of the options available to the partners. Most important of all is the prevailing spirit of the Trilogical Enterprise: Profits go to those who do the work (the owner/partners). And it is up to them to decide what they want to do with the money they make. They may use all or part of it to increase the capital of their firm; they may decide to purchase new machinery. Each partner may use it as he pleases. In short, it is the people themselves who decide how they wish to administer and benefit from the profits of their work.

In order for justice to prevail within the enterprise, regular meetings must be held for orientation by experienced trilogical leaders, for it is essential that all decisions be made and problems resolved by the partners as a group. Dishonesty, competitiveness, sabotage, power-struggles, and envy among the partners must also be brought to awareness in order to be controlled. Individual and group psychoanalysis under trilogical psychoanalysts is

recommended, so that the owners/partners problems can be analysed effectively. Business meetings are never used as group psychotherapy.

The trilogical type of business frees the individual to work to his maximum potential, increasing his production capacity in both quantity and quality, and thereby creating an atmosphere characterized by satisfaction and progress. Each partner not only benefits directly from the profits generated by his work but his accomplishments also benefit him individually at the same time that they benefit the other partners and society in general.

No one needs to depend any longer upon job availability, salaries or bosses. Each person can be his own boss, decide what he wants to do and what he wants to offer to his people. Eventually the people will have a greater choice of services at their disposal, because the Trilogical enterprise puts an end to the monotony and restrictions of the monopolies created by capitalist and socialist economies, in which either a few capitalists or the state decides what or how the people ought to produce.

Another important aspect of the Trilogical Enterprise is the absence of hierarchical prerogatives. Because everyone has a voice in the decisions of the enterprise, there is greater security and a broadening of consciousness of the partners who, as entrepreneurs, become integrated into society as a whole. Because there are no bosses or employees, the schizophrenia that dominates society today, as seen in the division among classes, will automatically be remedied.

The Trilogical Enterprises support each other financially and also in terms of know-how, client referral, etc., because they know that unity brings strength. This is contrary to capitalist and socialist business structures, in which workers feel angry, if not humiliated, because they know that they are being exploited and their freedom is being restricted. Indeed, as owners of businesses, capitalists and the state are solely interested in maintaining control and exploiting the people.

A variety of businesses are now applying the Trilogical model in Brazil, the United States and Europe. Their experiences will be detailed in a forthcoming book about Trilogical Enterprises.

The underlying philosophy and basic structure of these businesses, based on a new type of Trilogical Economy, are described in the books: *Liberation of the People*, and *Work and Capital*, by Norberto R. Keppe.

Trilogical Enterprises are the means whereby the human being can finally achieve dignity in his work, for here the individual sells his services, not himself, as opposed to traditional enterprises and jobs where the employer acts as though he owns his employees.

Trilogical Enterprises are a means whereby the individual can be independent, for he is free to determine:

1. The hours he works;
2. The price he charges for his services;
3. The type of work he wishes to do;
4. Where he wishes to work (city, country, etc.) and for how long;
5. with whom and for whom he wishes to work.

In addition, the social parasites and the lazy cannot attach themselves to jobs in which they are supported by the work others do, since in the Trilogical Enterprise, those who produce the most, earn the most.

Finally, Trilogical Enterprises are a means by which the human being can realize his ideals by working in ways that will truly help society and at the same time compensate him. He can live and support himself without relinquishing his ideals, putting into practice that which will also help untold numbers of other human beings, directly or indirectly. Only through honest work can humanity finally achieve the material, psychological, social and spiritual conditions it deserves.