

A FREE GUIDE FROM GLOBAL SOVEREIGN UNIVERSITY

SELF-RELIANCE

EARN IT · TRADE IT · BUILD IT



Trade skill for skill without money. Turn a trade into your own business.

Practice the owner's hard calls before you spend a dollar.

Every tool in this guide is free. Share this guide with anyone.

Global Sovereign University is a 501(c)(3) nonprofit and book sales are its only income.
A purchase is not a tax-deductible donation. This guide is free.

Stand on your own two feet.

A person with no cash still has something the world needs. **This guide shows six free ways GSU helps you use it.**

Six parts

1. Trade without money page 3
The Sovereign Barter Exchange and the Frankenstein Exchange: skill for skill, no money.
2. Every honest hour has dignity page 9
The Master Architect Curriculum, and passing it on to one working person.
3. Turn a trade into your own business page 13
The Trade Floor, Business-in-a-Box and the Disruption Trilogy.
4. The owner's toolkit page 18
The Owner's Forecast, two printable cards, and the book From Risk to Reward.
5. Practice before you play for real page 24
Open for Business: The Main Street Game, the Gauntlet, Checkers and the free certificate.
6. Coming next: Forge Your Future page 32
Earn three keys, and build a business plan for your own trade and town.

How to use this guide: every page has a QR code. Point your phone camera at the square to open that free tool, or type the address under it. No account. No fee.



Start anywhere. It is all free.

Global Sovereign University
globalsovereignuniversity.org/entrepreneurship

THE OLDEST ECONOMY ON EARTH REBORN



Enter the Barter Exchange free

read.globalsovereignuniversity.org/sovereign-barter-exchange.html



THREE IDEAS



**YOUR SKILL IS
YOUR MONEY**



**NO PERMISSION
NEEDED**



**WEALTH STAYS
HOME**

Trade skill for skill, no money

read.globalsovereignuniversity.org/sovereign-barter-exchange.html



FOUR DOORS

READ



MASTER



CERTIFY



TRADE



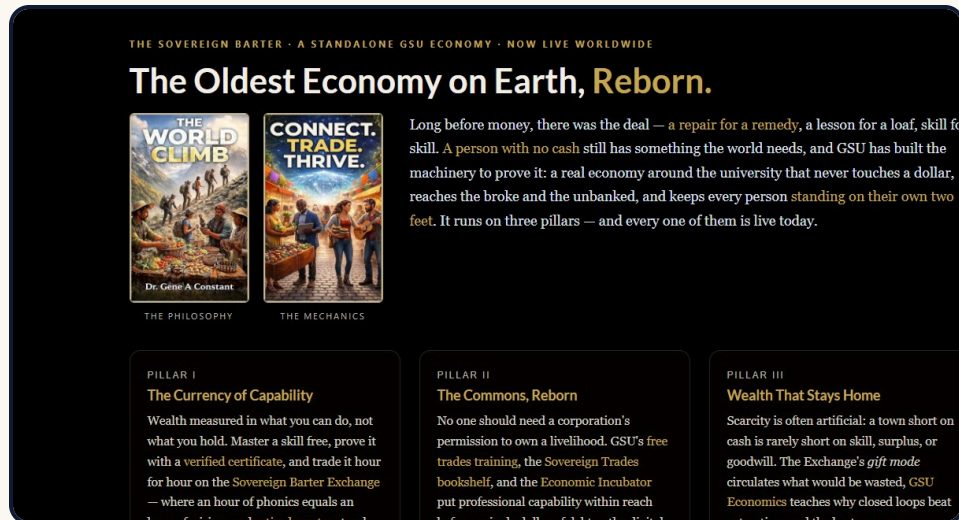
Start at the first door, free

read.globalsovereignuniversity.org/sovereign-barter-exchange.html



The oldest economy on Earth, **reborn.**

No cash? You still have something the world needs. **Trade skill for skill, hour for hour.**



Three ideas it runs on

IDEA 1

Your skill is your money.
Learn a skill free, prove it with a certificate, then trade it. An hour of reading help can equal an hour of wiring.

IDEA 2

No permission needed.
Free trades training and business tools put a livelihood in reach before you owe a single dollar.

IDEA 3

Wealth stays home.
A town short on cash is rarely short on skill. Trading keeps value with the people who made it.

Four doors, from free book to trader

1. Read

Any book on the shelf, free, or read aloud.

2. Master

GENO helps until you understand.

3. Certify

Pass a real exam. Get a numbered certificate.

4. Trade

Post it on the Exchange with a verified badge.

Two books teach it: **The World Climb** (the why) and **Connect. Trade. Thrive.** (the how). Both free to read on the site, \$3.99 on Kindle. Practice first with the free barter games, Sovereign Barter and Barter Up.



Enter the Barter Exchange.

No money changes hands.

read.globalsovereignuniversity.org/sovereign-barter-exchange.html

SKILL FOR SKILL NO MONEY CHANGES HANDS



Draft your first barter free

globalsovereignuniversity.org/frankenstein-exchange



Trade what you can build for **what you need built.**

The carpenter builds the electrician's bench. The electrician wires the carpenter's shop. **No money changes hands.**

THE MAKER'S MESH

How a trade actually happens

01 · THE NEED

Two masters, two gaps

A Gold-Certified carpenter needs their workshop wired. A Gold-Certified electrician needs a custom workbench. Each holds exactly what the other lacks.

02 · THE MATCH

Competence meets competence

The Exchange pairs complementary skills — a matching engine that reads mastery, not money. Your Gold Certification is what puts you on the board.

03 · THE TRADE

Skill for skill

A peer-to-peer barter is struck. The carpenter builds the bench; the electrician wires the shop. No invoice. No fiat. Value stays with the people who made it.

How can this help you?

- 1 Get work done without cash.**
Trade the skill you have for the skill you need.
- 2 Your certificate is your credit.**
No credit score needed. Your proven skill and kept word earn your place.
- 3 Grow a local economy.**
Each trade helps the next: the bench helps wire a shop that frames a store.
- 4 Practice the deal today.**
Try the free Draft-your-barter tool and see how a trade is written.

Honest status: the free book, *The World Climb*, and the practice tool are ready now. The live network of Gold-certified tradespeople is still filling. Gold (90%) on a trade certificate puts you on the board.



Draft your first barter.

Read *The World Climb* free on the same page.
globalsovereignuniversity.org/frankenstein-exchange

EVERY HONEST HOUR HAS DIGNITY



Every honest hour has dignity.

The cook, the driver, the cleaner and the surgeon all keep the world running. **This free curriculum starts there, and climbs.**

How can this help you?

- 1 Be proud of honest work.** No job title decides what a person is worth.
- 2 See how society really works.** The farmer, the driver, the cleaner and the boss are parts of one living thing.
- 3 Go from worker to builder.** Own your work and shape your own future.
- 4 Lead with respect.** Build fair pay and respect into everyday work.
- 5 Keep growing for life.** Let go of old beliefs that hold you back.
- 6 Prove it, free.** Pass six Rites and earn a numbered Architect's Charter.



The Infinity Snake: the mind that rises by letting go of what no longer serves it.

Four tiers, one climb

Bronze

The Spark: pride in every honest hour.

Silver

The Builder: own your work.

Gold

The Architect: build dignity into systems.

Platinum

The Entropy Killer: never stop learning.

The three volumes are being written now. The plan, the twelve chapter ideas and the six Rites are free to use today.



Start the climb free.

Read the curriculum and play the six Rites.
globalsovereignuniversity.org/master-architect

PASS IT ON

TEACH ONE PERSON



Begin the Apostle Track
globalsovereignuniversity.org/master-architect



The lesson is not finished until you give it away.

No test can grade this step. **You pass it by teaching one person.**

Take Volume I, the dignity of labor, the conduct of one hour, and give it to one working person in your life. **The cook. The driver. The cleaner. The apprentice.** Sit with them, and pass on what you now know: that their hour carries the same weight as any executive's.

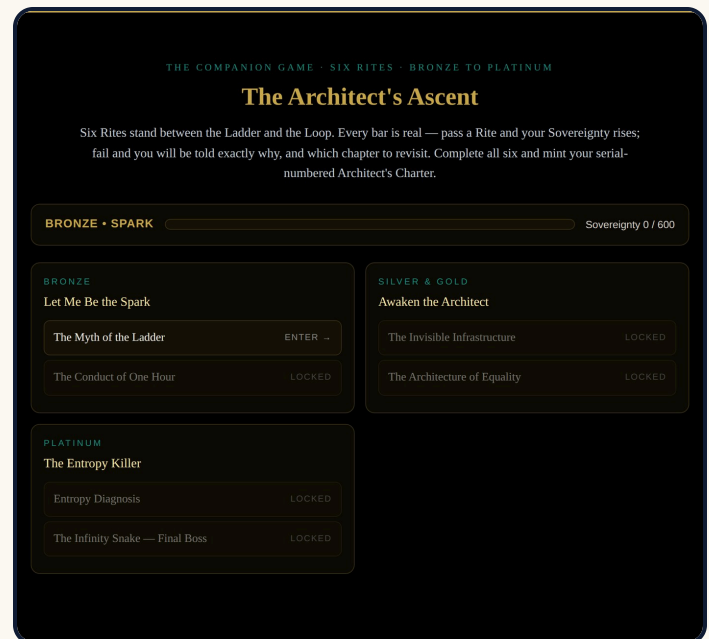
Dr. Gene A Constant, Founding Chancellor

How to do it

- 1 Think of one working person you know: a cook, a driver, a cleaner, an apprentice.
- 2 Sit with them for one hour. Share the idea of Chapter 2, **The Conduct of One Hour**.
- 3 Tell them plainly: your hour matters as much as anyone's.
- 4 Need help? GENO, the free AI tutor, coaches you step by step on the Apostle Track.

"You don't own knowledge until you can give it away."

The Architect's Ascent



Six Rites, Bronze to Platinum. Miss one and you are told why, and which chapter to read again.



Begin the Apostle Track.

Every person who teaches one more doubles the loop.
globalsovereignuniversity.org/master-architect

YOUR TRADE YOUR BUSINESS



Walk the Trade Floor free
globalsovereignuniversity.org/trade-floor



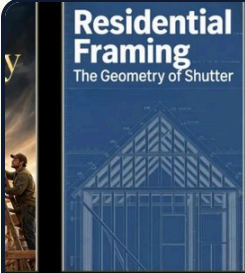
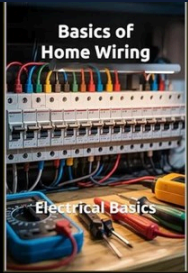
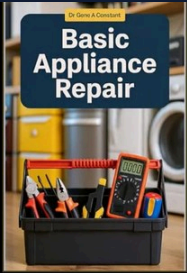
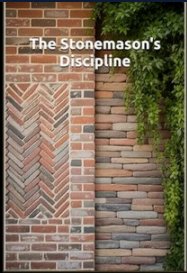
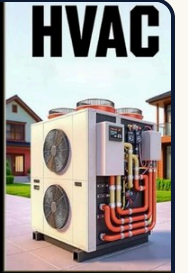
Turn a trade into **your own business.**

Many tradespeople work for themselves and run the business from home. **GSU gives you every step, free.**

The path, free from start to finish

1. Read Sixteen trade books by our founder.	2. Practice Fourteen trade simulators.	3. Certify Free exams with a numbered certificate.	4. Open the vault Gold unlocks a Business-in-a-Box.	5. Trade Swap skills on the Exchange.
---	--	--	---	---

The books behind the classes

 Residential Framing The Geometry of Shutter	 Basics of Home Wiring Electrical Basics	 Basic Appliance Repair	 The Stonemason's Discipline	 Home Plumbing Basics Plumbing Maintenance Basics Guide	 The HVAC Apprentice Field Guide
On Amazon →	On Amazon →	On Amazon →	On Amazon →	On Amazon →	On Amazon →

Walk the Simulator Floor

Welding MIG, TIG, Stick & metallurgy	Carpentry Framing, finish & joinery	Concrete & Masonry Mix, slump & rebar
Lineman High voltage, transformers & grounding	Roofing Pitch, flashing & fall protection	Ironworker Rigging, crane signals & steel
Millwright Alignment, bearings & hydraulics	Elevator Mechanic Traction, safety circuits & A17.1	Boilermaker Welding, rigging & pressure vessels



Walk the Trade Floor.

Every trade in one room.

globalsovereignuniversity.org/trade-floor

EARN GOLD

OPEN YOUR BUSINESS



See what is behind the gate

globalsovereignuniversity.org/sovereign-economic-incubator



Earn Gold in a trade. Open your business kit.

Anyone can copy a book. Not everyone can earn Gold. **Score 90% and the vault opens.**

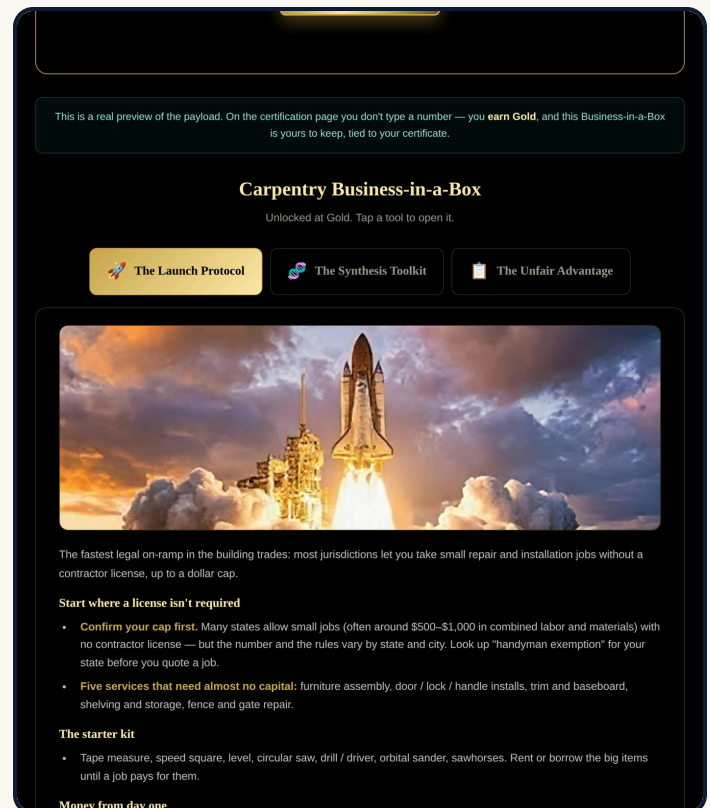
How you unlock it

- 1 Study a free trade class: carpentry, plumbing, electrical and more.
- 2 Take the free certificate exam. 80% earns Silver. **90% earns Gold.**
- 3 Gold opens that trade's Business-in-a-Box: **the Launch Protocol, the Synthesis Toolkit and the Unfair Advantage.**

What is inside

Real steps to start legally, a starter tool list, how to set prices, how to keep money separate, and an honest note on what needs a licensed pro.

Honest status: you can preview every trade's vault on the page today. Automatic unlocking from your Gold certificate is being connected now.



See what is behind the gate.

Pick a trade and preview its vault.

globalsovereignuniversity.org/sovereign-economic-incubator

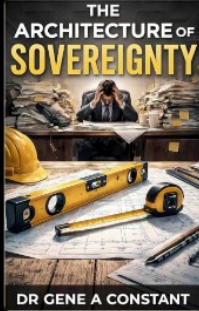
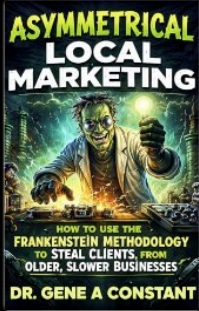
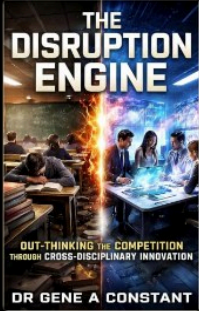
THE DISRUPTION TRILOGY

The biggest prize on campus.

Three free books teach you to out-think anyone standing still. **Behind them waits a vault of real business tools.**

The Biggest Prize on Campus

Three books teach you to out-think anyone standing still: **The Disruption Engine**, **Asymmetrical Local Marketing**, and **The Architecture of Sovereignty** — every one free to read, cover to cover. Behind them waits the **Sovereign Economic Incubator**: a vault of real business templates that opens for one key only — a **Gold Certificate of Comprehension (90%)** in a trade. Earned, not given.



[Read the Trilogy Free →](#)[See the Vault →](#)

Free to read on the trilogy page - \$3.99 on Kindle - Gold Certification is free to earn, forever

The three books, free to read cover to cover

BOOK 1 · THE MINDSET

The Disruption Engine

Out-think the competition by mixing ideas from different fields.

BOOK 2 · THE PLAYBOOK

Asymmetrical Local Marketing

How a small local business wins customers from bigger, slower ones.

BOOK 3 · THE STRUCTURE

The Architecture of Sovereignty

Build a business that stands on its own.

Free to read on the trilogy page, \$3.99 each on Kindle. The vault behind them opens with one key only: a Gold certificate (90%) in a trade. Earned, not given.



Read the trilogy free.

Then earn your way to the vault.

globalsovereignuniversity.org/disruption-series

From paycheck to **owner**, free.

Have you ever wanted to start your own business, but did not know where to begin? **GSU gives you the tools to practice first, free.**



How can this help you?

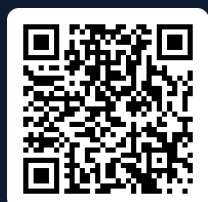
- 1 Test your idea before you spend money.**
Run your plan a thousand times on the screen and see what could happen.
- 2 See why profit is not cash.**
Many businesses make a profit and still run out of money. Learn why, and how to stop it.
- 3 Set prices that keep you open.**
Practice margin and break-even with real numbers that change every round.
- 4 Practice on Main Street.**
Open shops in a free board game and learn to survive the slow months.
- 5 Plan for what could go wrong.**
Two free cards help you think it through on paper, with a pencil.
- 6 Earn a free certificate.**
Pass a 30-question exam and get a serial number anyone can check.

Four steps from paycheck to owner

- | | | | |
|--|--|---|--|
| 1. Play
Games with real numbers. | 2. Learn
Lessons from the books. | 3. Prove
A free certificate exam. | 4. Build
Plan your own business. |
|--|--|---|--|

Made for:

- Anyone with a business idea Side hustlers Teens starting out Shop owners
- Teachers and homeschool families



Start free. No sign-up.

Scan or type the address below.

globalsovereignuniversity.org/entrepreneurship

A THOUSAND FUTURES

BEFORE YOU SPEND A DOLLAR



Run the Owner's Forecast free
globalsovereignuniversity.org/entrepreneurship



Run your business a thousand times before you spend a dollar.

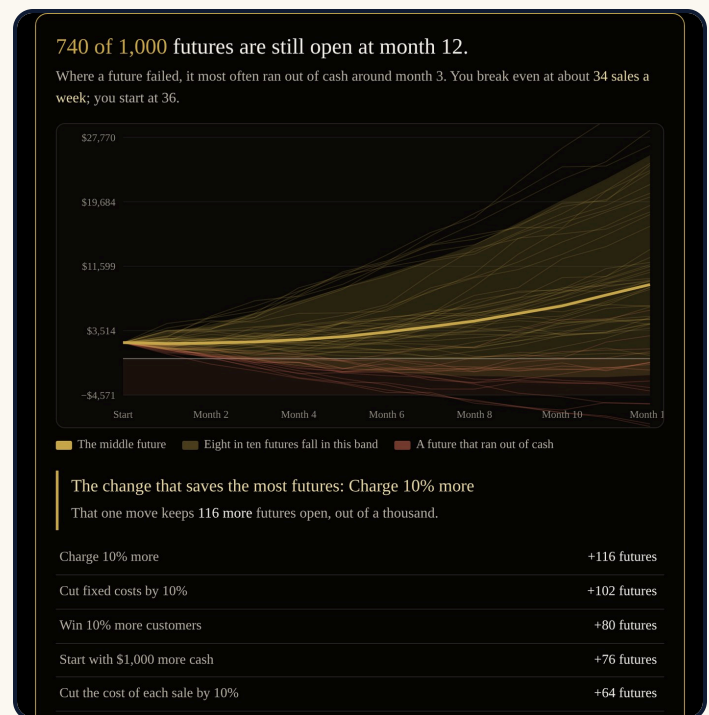
Type in your own plan. The forecast plays out a thousand different years. **Then it shows you the one change that saves the most.**

How it works

- 1 Enter what you sell, your price, your cost, your rent and the cash you start with.
- 2 Press one button: **Run a thousand futures.**
- 3 See how many of the 1,000 futures still have cash at month 12, and when the others ran out.
- 4 See the one change that keeps the most futures open, like raising your price 10%.
- 5 Ask the free AI mentor about your plan.

Nothing you type is stored. This is practice, not a promise: the forecast does not know your town or your customers.

What you see after one press



Your plan goes in here

Your plan

What will you sell? (optional)

e.g. handmade candles, lawn care, a food truck

Price of one sale (\$)

Cost of one sale (\$) materials



Try the Owner's Forecast free.
Your plan stays on your own device.
globalsovereignuniversity.org/entrepreneurship

TAKE IT OFF THE SCREEN

PRINT IT FREE



Print both cards free

globalsovereignuniversity.org/entrepreneurship



Take the owner's habits off the screen.

Two one-page cards from the book *From Risk to Reward*. **Print them free and fill them in with a pencil.**

The Pre-Mortem Card

Before you start, imagine your plan has already failed. Write down why. Then fix those things first. It takes twenty minutes and works for a new job, a move or a family plan too.

The Pre-Mortem Card

Imagine your plan has already failed. Then make sure it does not.

FROM RISK TO REWARD | CHAPTER 4
DR. GENE A. CONSTANT

NEW TO THIS? START HERE

Before a big decision, most of us only picture success. A pre-mortem flips that. You pretend it is a year from now and the plan went badly, then you write down why. It feels strange, and that is the point: it lets you see problems while they are still cheap to fix. You do not need a business. It works for a new job, a move, a big purchase or a family plan. Take twenty minutes and an honest pencil.

HOW TO RUN IT (20 MINUTES)

- 1 Write your plan in one sentence.
- 2 Read the failure line out loud as if it already happened.
- 3 Alone and quietly, list at least five reasons it failed. No arguing yet.
- 4 Read the reasons aloud. Group them into a few themes.
- 5 For each big theme, choose one change you will make now.

FOUR QUESTIONS BEFORE YOU COMMIT

- ☐ What problem are we really solving?
- ☐ What will it cost, in money and in time?
- ☐ When will the cash actually arrive?
- ☐ What result would make us stop?

Our plan, in one sentence: _____

"It is _____ The plan has failed and cost us. We are shutting it down. What happened?"

WHY IT FAILED (WRITE AT LEAST FIVE)

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____

THEMES AND THE ONE CHANGE WE WILL MAKE NOW

Theme (what kept coming up)	Our change	Who / by when

Decision: ☐ Go ahead as planned ☐ Go ahead with the changes ☐ Wait and test smaller first

Most plans survive their pre-mortem, stronger than before. The point is not to kill ideas. It is to stop paying full price for lessons.

globalsovereignuniversity.org/entrepreneurship | Free from Global Sovereign University, a tuition-free 501(c)(3) nonprofit. General education, not financial advice. Global Sovereign University: Different by Design. Better by Mission. Scan for the free owner tools.



The Owner's Scorecard

Five numbers every owner should know each month: cash, burn, runway, days to get paid and gross margin. All you need is a calculator and last month's bills.

The Owner's Scorecard

Five numbers, once a month. Profit tells you if you can win. Cash tells you if you can stay alive.

FROM RISK TO REWARD | CHAPTERS 7 AND 8
DR. GENE A. CONSTANT

NEW TO THIS? START HERE

A business can make a profit on paper and still run out of money, because bills come before payments. This card keeps five numbers in front of you. You need a calculator, your bank balance and last month's bills. Fill in one column on the same day each month. When a number moves the wrong way two months in a row, that is your signal to act.

HOW TO WORK EACH NUMBER

- 1 Cash in the bank**
What you could spend today.
- 2 Monthly burn**
Money out minus money in, last month. If more came in than went out, write 0.
- 3 Runway**
Cash divided by burn = months you can keep going. If burn is 0, write "no limit." Many owners set when it falls below 3.
- 4 Days to get paid**
Average days from finishing work to money in the bank.
- 5 Gross margin**
(Price minus cost) divided by price. Not the same as markup.

BONUS: YOUR BREAK-EVEN
Fixed costs per month divided by (price minus cost) = sales you need each month just to stay even.
Example: \$2,200 fixed, \$25 price, \$10 cost: 2,200 / 15 = about 147 sales a month, roughly 34 a week. Margin: 15 / 25 = 60%.

Practice with your own numbers first: the free Owner's Forecast runs your plan through a thousand possible futures.

globalsovereignuniversity.org/entrepreneurship | Free from Global Sovereign University, a tuition-free 501(c)(3) nonprofit. General education, not financial advice. Global Sovereign University: Different by Design. Better by Mission. Scan for the free owner tools.



MONTH						
1 Cash in the bank (\$)						
2 Monthly burn (\$)						
3 Runway (months)						
4 Days to get paid						
5 Gross margin (%)						
Break-even sales / month						
Actual sales this month						
Lowest cash ahead (when?)						
One thing I will do						

Each card opens with a "New to this? Start here" box for first-timers. Color and black-and-white versions. Teachers may print as many as they need.



Print both cards free.

Find them under the Owner's Forecast.

globalsovereignuniversity.org/entrepreneurship

From Risk to Reward

Decoding the Entrepreneurial Mindset

By Dr. Gene A Constant. **Learn to think like an owner, before you own anything.**

How can this help you?

- 1 Ask the owner's question.**
Not "Will this work?" but "What must be true for this to work?"
- 2 Risk only what you can afford to lose.**
Start small, learn fast, and stay in the game.
- 3 Keep cash flowing.**
Profit is not cash. Cash is oxygen.
- 4 Turn a setback into data.**
Ask "What happened?" not "Whose fault was it?"

Walk through the Six Rooms

ROOM 1 • CHAPTER 1

Bracelets Before Friday

A compliment is encouragement. An order is evidence.

ROOM 2 • CHAPTER 3

One in Five

Know the real odds before you bet your savings.

ROOM 3 • CHAPTER 4

The Louder Voice

Losing hurts more than winning feels good, so fear can make choices for you.

ROOM 4 • CHAPTER 6

A Thousand Runs

No single forecast is the future. The pattern is what matters.

ROOM 5 • CHAPTER 8

The Sandwich That Lied

A \$4 sandwich sold for \$6 earns about 33%, not 50%.

ROOM 6 • CHAPTER 12

The Asset No One Can Copy

Trust is capital, built from kept promises.

The book's Owner's Toolkit links every chapter to a free tool on the website: the Owner's Forecast, the Gauntlet, the What If Machine, the two cards, both games and the certificate exam. Global Sovereign University is a 501(c)(3) nonprofit and book sales are its only income. A purchase is not a tax-deductible donation.



Every book sold keeps the classes free.

Use the free tools that go with the book.
globalsovereignuniversity.org/entrepreneurship

OPEN FOR BUSINESS

Build your Main Street • Free to play



Play free: globalsovereignuniversity.org/open-for-business

PANEL 2 - ROLL ONE DIE



ROLL OPEN GROW

Nine shops to open from a \$600 food truck to an \$1800 hardware store



Play free: globalsovereignuniversity.org/open-for-business

PANEL 3 • CLOSE THE MONTH



See your sales, rent
and payroll
Learn why profit and cash
are not the same

Close the Month Report

	Sales	\$2,000
	Rent	– \$550
	Payroll	– \$800
	Profit	+ \$650
	Cash	+ \$450

Profit is not cash. A sale is not cash until money is in your hand.

• Why less cash? A customer still owes \$200. •

OPEN FOR BUSINESS • THE MAIN STREET GAME

PANEL 4 • SURPRISE CARDS

SURPRISE!

**A five-star review. A slow month.
A storm. A customer who pays late.**



Five-star review
Next month's sales
+20%



Slow month
Next month's sales
-30%



Storm
Pay \$200



Late customer
\$200 arrives
a month late

PANEL 5 • THE BANK

THE BANK

**Borrow up to \$3000
at 2% a month**

Borrowing buys time, not profit



Interest is due every month - good or bad.

Play free: globalsovereignuniversity.org/open-for-business

PANEL 6 THE WINNER

THE WINNER is the owner who kept enough cash to survive the slow months



Winner: Highest net worth
**Cash + ($\frac{1}{2} \times$ what you paid
for shops) – what you owe**

Panel 7

PLAY FREE

globalsovereignuniversity .org/open-for-business

No sign-up

No download

No cost

Free games from Global Sovereign University
tuition-free school funded by book sales



GLOBAL SOVEREIGN UNIVERSITY

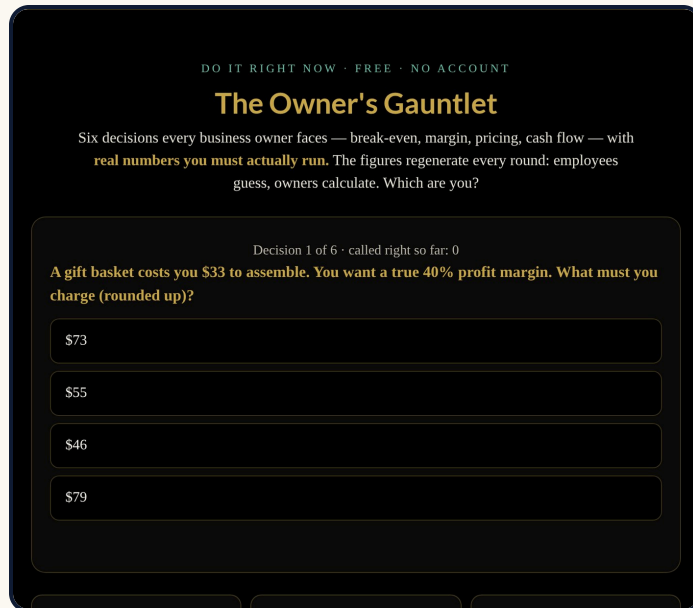
PROVE WHAT YOU KNOW

Practice the hard calls. Earn the certificate.

Two free games and one free exam. **No account, no fee.**

The Owner's Gauntlet

Six decisions every owner faces: break-even, margin, pricing and cash flow. The numbers change every round, so you must really do the math.



DO IT RIGHT NOW · FREE · NO ACCOUNT

The Owner's Gauntlet

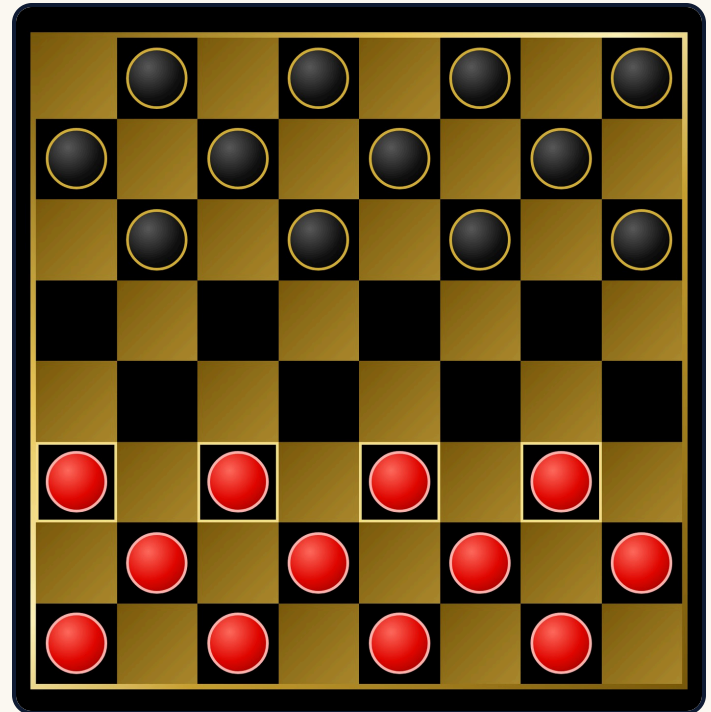
Six decisions every business owner faces — break-even, margin, pricing, cash flow — with **real numbers you must actually run**. The figures regenerate every round: employees guess, owners calculate. Which are you?

Decision 1 of 6 · called right so far: 0

A gift basket costs you \$33 to assemble. You want a true 40% profit margin. What must you charge (rounded up)?

Checkers with a Purpose

The checkers you know, with a twist. To jump or be crowned, first answer a question. Pick Money, Reading, Math or Civics.



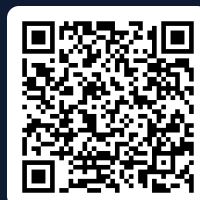
The free Entrepreneurship Certificate

- 1 Thirty questions, graded on our own computer.
- 2 Get 80% right to pass, and 90% for Gold.
- 3 Your certificate gets its own number, so anyone can check that it is real. It shows you understood the material. It is not a license or college credit.



Take the exam

globalsovereignuniversity.org/entrepreneurship-exam



Play Checkers

globalsovereignuniversity.org/checkers-with-a-purpose

FORGE YOUR FUTURE

EARN THE KEYS



Being built now. Start earning your keys today.

globalsovereignuniversity.org/entrepreneurship



THREE KEYS

CRAFT



OWNER



CHARACTER



Being built now. Start earning your keys today.

globalsovereignuniversity.org/entrepreneurship



ONE PAGE YOUR PLAN



Being built now. Start earning your keys today.
globalsovereignuniversity.org/entrepreneurship



Forge Your Future: **earn the keys.**

Prove your skill at GSU, and a private workshop opens. **It turns your certificates, your trade and your own town into a business plan.**

The three keys

KEY 1

Craft

Gold (90%) on a skill certificate, in a trade or a skill like reading, math or computers.

KEY 2

Owner

Pass the free Entrepreneurship certificate.

KEY 3

Character

The first Rites of the Architect's Ascent, including The Conduct of One Hour.

What waits inside

- 1 Know Your Town.** Learn to study your local competitors and their prices in one afternoon.
- 2 Find Your Edge.** Your other GSU certificates become your advantage over the competition.
- 3 Price, forecast and plan for trouble** with your own numbers.
- 4 Start with no cash** by trading for what you need on the Barter Exchange.
- 5 Your one-page plan,** then 90 days of check-ins as you launch.

Honest status: Forge Your Future is being designed now. Every key can be earned today, and every tool it uses is already free on the site. Start earning your keys.



Start earning your keys today.

Every certificate is free.

globalsovereignuniversity.org/entrepreneurship

FREE. SHARE IT.

Global Sovereign University is a tuition-free school without walls. Every class, game, tool and certificate in this guide is free, with no sign-up.

The school is paid for by book sales from its founder, Dr. Gene A Constant, who donated his books to the Foundation for Global Instruction, a 501(c)(3) nonprofit in Eugene, Oregon.

Send this guide to anyone who wants to stand on their own two feet.



globalsovereignuniversity.org/entrepreneurship

Different by Design. Better by Mission.